A sample of the nation's top healthcare organizations - providing meaningful data for government and community relations budgets.

- **13 Systems Represented**
- **$4.8B Average Net Patient Revenue in 2017**
- **$3.5M Average G and CR budget**
- **Budgets vary from from $.5M to $5.5M**

**50% average allocated on salaries and benefits for Government Relations**
- On average, 7 full time employees staff the Government Relations functions.

**62% average allocated on salaries and benefits for Community Relations**
- On average, 7 full time employees staff the Community Relations functions.

**Contract lobbying is the common allocation.**

- **27% average spend of budget**

**Smaller systems spend less on lobbying**
- Less than half are spending money to support workforce development and K-12 education.

**Steering Committee**

- Northwestern Medicine
- Cleveland Clinic
- Duke Health
- Johns Hopkins Medicine

**For more information:**

**Program Manager**

Endeavor Analytics