

Ryan Gallant  
Augusta  
LD 1785

Testimony of Ryan Gallant, Owner, Gallant Therapy Services  
In Support of L.D. 1878 – “An Act to Establish a Managed Care Program for  
MaineCare Services” (HP1249)  
May 2025

Senator Baldacci, Representative Meyer, and members of the Health and Human  
Services Committee,

My name is Ryan Gallant, and I am the owner of Gallant Therapy Services, a  
pediatric therapy agency operating three outpatient clinics providing occupational and  
speech therapy in Augusta, Oakland, and Hermon. I am writing today in strong  
support of L.D. 1878, “An Act to Establish a Managed Care Program for MaineCare  
Services.”

As a provider on the frontlines of outpatient care for children with complex needs, I  
want to thank you for recognizing the administrative and financial challenges we face.  
Between rising wages, increasing regulatory requirements, and stagnant  
reimbursement rates from commercial insurance companies, delivering high-quality  
services sustainably has become increasingly difficult.

While I support this bill, I am writing to request one key amendment: please remove  
the restriction that limits eligibility to healthcare providers with "fewer than 25  
practitioners."

Our agency employs approximately 45 therapists across three clinics, but never more  
than 25 at any one location. We strategically opened additional sites to increase  
access for families and to reduce the burden of travel, not to create a large corporate  
operation. Despite our size, we receive the same commercial insurance  
reimbursement rates as a single-therapist practice and do not have the leverage to  
negotiate higher rates like hospital systems or inpatient facilities. The cost pressures  
we face are no different—often greater—as we work to maintain high-quality services  
and retain our talented staff.

We are seeing more and more therapists leave outpatient settings in favor of hospitals,  
nursing homes, and inpatient facilities, where reimbursement rates are more  
sustainable. Without regular, cost-of-living-based rate adjustments and equitable  
treatment under managed care programs, outpatient clinics like ours—regardless of  
size—will continue to struggle.

I respectfully ask that you consider removing the "25 practitioner" cap and instead  
consider language that prioritizes outpatient practice settings, which are often the  
most accessible and cost-effective points of care for families with commercial  
insurance.

Thank you for your time and your commitment to improving access to healthcare  
services for Maine’s children and families.

Sincerely,  
Ryan Gallant  
Owner, Gallant Therapy Services  
Augusta, Oakland, and Hermon, Maine