

Gina Colantoni
Augusta
LD 1785

Testimony of Gina Colantoni, Occupational therapist at Gallant Therapy Services
In Support of L.D. 1785 – “An Act to Encourage Competition by Requiring
Independent Health Care Provider Cost-of-living Adjustments in Health Insurance
Contracts” (HP1196)
May 2025

Senator Baldacci, Representative Mathieson, Representative Boyer, and Members of
the Committee on Health Coverage, Insurance and Financial Services:

My name is Gina Colantoni, and I am the an Team leader and occupational therapist
at Gallant Therapy Services, which is a pediatric therapy outpatient clinic in Augusta,
Maine. I am writing today in strong support of L.D. 1785, “An Act to Encourage
Competition by Requiring Independent Health Care Provider Cost-of-living
Adjustments in Health Insurance Contracts.”

As a provider 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
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."

Overall, Gallant Therapist Services employs approximately 45 therapists across three
clinics, but never more than 25 at any one location. Ryan Gallant (owner) has
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 in insurance contracts, 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 supporting Maine’s independent
healthcare providers and the families we serve.

Sincerely,
Gina Colantoni, Occupational Therapist
Augusta Team Leader