



State of Maine | 132nd Legislature
Joint Standing Committee on Health Coverage, Insurance and Financial Services

February 18, 2026

In opposition to:

LD 2201, An Act to Implement Certain Recommendations Related to the Regulatory Review and Approval of Certain Health Care Transactions Involving Private Equity Companies, Hedge Funds or Management Services Organizations

Senator Bailey, Representative Mathieson, and Members of the Committee:

Thank you for the opportunity to testify in opposition to LD 2201. My name is Gray McGinnis, and I am Vice President of Government Relations for the **Association of Dental Support Organizations (ADSO)**, a national nonprofit representing Dental Support Organizations that provide non-clinical business support to dental practices so dentists can focus on patient care. ADSO members support more than **15,000 dentists, 8,500 practices**, and help facilitate approximately 30 million patient visits annually across 48 states. The ADSO represents Dental Support Organizations (DSOs) before the public, policymakers, and the media. In Maine, for example, Aspen Dental, Heartland and 42 North are all DSOs with, collectively, more than a dozen dental practice locations.

DSO's help dentists focus on the clinical care of their patients instead of having to devote a large percentage of their time to the procurement, legal, accounting, administrative and facility management elements of running a small business. The DSO model of dentistry is the fastest growing support model in the industry, especially among new and recent dental school graduates. DSO's do not provide clinical services. All clinical services are provided by, and under the direct supervision of licensed dentists.

ADSO respectfully opposes LD 2201 as drafted because it would impose sweeping new regulatory requirements on health care transactions that would capture DSOs and dental practices—entities are already subject to extensive professional licensure and regulatory oversight.

While the ADSO supports transparency and accountability in health care transactions, LD 2201 goes far beyond those goals by creating a new pre-transaction review and approval regime for acquisitions or operational control involving management services organizations and other entities.

The bill's broad definitions of "health care entity," "provider organization," and "management services organization" sweeps in DSOs whose primary function is administrative support, not clinical decision-making.

DSOs provide non-clinical support—such as human resources, information technology, billing, compliance, and facility management—that allows dentists to focus on patient care. Dentists remain the sole decision-makers in all clinical matters, consistent with Maine's laws governing the practice of dentistry. DSOs do not provide dental services, do not control clinical decisions, and do not interfere with the dentist-patient relationship.

By requiring extensive advance notice, review, potential public hearings, and approval conditions for routine business transactions, LD 2201 would create significant uncertainty and administrative burden for dental practices seeking to expand, partner, or transition ownership. The bill authorizes comprehensive reviews for transactions deemed likely to affect cost, quality, equity, or access to services, even where no such impact exists in the dental sector.

These requirements would discourage investment and innovation in the dental space—particularly in rural and underserved communities that benefit from DSO-supported practices. Similar to concerns raised regarding prior legislation, overly broad transaction review frameworks risk slowing practice growth, limiting partnerships, and making it more difficult for dentists to enter or exit practice.

Most importantly, LD 2201's broad and ambiguous scope could produce unintended consequences. If the Legislature's intent is to oversee large, vertically integrated medical transactions, that objective should be pursued with precision—not by capturing dental support models that expand access, improve efficiency, and help address workforce shortages.

For these reasons, ADSO respectfully requests that the Committee amend LD 2201 to explicitly exempt dental practices and dental support organizations from its scope. If such an exemption cannot be achieved, ADSO urges the Committee to vote Ought Not to Pass on the bill.

Thank you for your time and consideration.

Sincerely,



Gray McGinnis
VP of Government Relations
The Association of Dental Support Organizations