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**From:** Helen Marie Traglia  
**To:** ST. Regulatory Counsel  
**Subject:** Massage Therapy License Fee Increase  
**Date:** Saturday, July 14, 2018 9:22:52 PM

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Independent Regulatory  
Review Commission

To whom it may concern:

I just read the Regulatory Analysis Form for the proposed increase of the licensing fee for massage therapist. As so many others have told you, this will be a financial burden on small business owners that will just be too large to overcome. This will in effect force people out of business who are operating on the edge. Furthermore, this will over time decrease the number of massage therapist in Pennsylvania causing your fiscal problems to increase. People will stop pursuing the profession as it will not provide a livable income. I don't know who you think is paying our licensing fees for us as stated in this form but that is simply an inaccurate assessment.

You do realize that unlike any other healthcare professional in this state with the exception of RN and BSN level nurses, we are the only provider who is unable to bill insurance. Do you understand what a difference that makes in our income? We are exposed to a smaller number of individuals seeking our services, we are largely self employed meaning all those continuing ed dollars come out of our pockets too. No employers covering our costs like the people plugged into the big healthcare corporate machine. So a \$125 increase is a lot, an egregious act toward the small business owner.

I looked at your numbers. You say you have a deficit of \$1,058,603.88. Raising the rate to \$200 for everyone for one (2) year cycle would generate \$1,750,800 from the 8000+ LMT currently in the Commonwealth. The additional new 1000 therapist per year would generate another \$200,000. Bringing your total just shy of \$2,000,000 in two years. enough to pay your debt (an undisclosed amount) and have operating expenses. If you need more than 2 million dollars over the next two years and beyond I really need to ask what you are doing in Harrisburg. Is your budget available to us? I am suggesting you raise the fee for one two year licensing cycle, pay your debt and reevaluate in 18 months. I see no possible reason for the fee to remain this high.

Lastly I feel it incumbent upon me to state that in the county I practice, Lebanon county, I have seen a 100% increase in the number of unlicensed Asian spas claiming to do massage. A license requirement with title and practice protection is no deterrent at all. So again I ask where is this revenue from licensing fees going? What am I paying for?

Respectfully,  
**Helen Marie Traglia**  
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