

**STATE OF CONNECTICUT**  
DEPARTMENT OF PUBLIC HEALTH  
*Office of Health Care Access*

August 4, 2010

**IN THE MATTER OF:**

An Application for a Certificate of Need  
filed pursuant to Section 19a-638,  
C.G.S. by

Notice of Final Decision  
Office of Health Care Access  
Docket Number: 10-31569-CON

**AllStar Therapy, LLC**  
**d/b/a Apple Rehab Sport & Spa**

**Establishment of Outpatient Rehabilitation  
Services in Avon**

Karleen Cordeau  
Director of Development  
AllStar Therapy, LLC  
21 Waterville Road  
Avon, CT 06001

Rocco Urso  
Regional Vice President of Outpatient Therapy  
AllStar Therapy, LLC  
51 East Main Street  
Avon, CT 06001

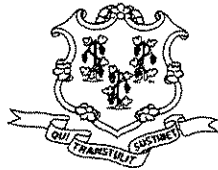
Dear Ms. Cordeau and Mr. Urso:

This letter will serve as notice of the Final Decision of the Office of Health Care Access in the above matter, as provided by Section 19a-638, C.G.S. On August 4, 2010, the Final Decision was rendered as the findings and order of the Office of Health Care Access. A copy of the Final Decision is attached hereto for your information.

A handwritten signature in black ink, appearing to read "Kimberly R. Martone".

Kimberly R. Martone  
Director of Operations

Enclosure  
KRM:lkg



**Department of Public Health  
Office of Health Care Access  
Certificate of Need Application  
Final Decision**

**Applicant:** AllStar Therapy, LLC d/b/a Apple Rehab Sport & Spa  
**Docket Number:** 10-31569-CON  
**Project Title:** Establishment of Outpatient Rehabilitation Services  
in Avon

**Project Description:** AllStar Therapy, LLC d/b/a Apple Rehab Sport & Spa ("Applicant") proposes to establish an outpatient rehabilitation service in Avon, Connecticut at an associated total cost of \$106,605.

**Nature of Proceedings:** On May 14, 2010, the Office of Health Care Access ("OHCA") received the completed Certificate of Need ("CON") application of the Apple Rehab Sport & Spa's ("Applicant") proposal to establish an outpatient rehabilitation service in Avon at a total cost of \$106,605. The Applicant is a health care facility or institution as defined by Section 19a-630 of the Connecticut General Statutes ("C.G.S.").

A notice to the public concerning OHCA's receipt of the Applicant's Letter of Intent was published on January 28, 2010, in *The Hartford Courant* pursuant to Section 19a-638 of the Connecticut General Statutes ("C.G.S."). OHCA received no responses from the public concerning the Applicant's Letter of Intent.

Pursuant to Section 19a-638, C.G.S. three individuals or an individual representing an entity with five or more people had until June 4, 2010, the twenty-first calendar day following the filing of the CON application, to request that OHCA hold a public hearing on the Applicant's proposal. OHCA received no hearing requests from the public.

OHCA's authority to review and approve, modify or deny this proposal is established by Section 19a-638, C.G.S. The provisions of this section, as well as the principles and guidelines set forth in Section 19a-637, C.G.S., were fully considered by OHCA in its review.

## Findings of Fact

1. It is found that AllStar Therapy, LLC (“AllStar” or “Applicant”) is a for-profit company located at 21 Waterville Road, Avon, Connecticut. It is solely owned by Lisa Wilson-Foley, M.S., P.T. who has over 20 years of healthcare experience within Connecticut. *(March 16, 2010, Letter of Intent, page 2)*
2. AllStar is a staffing agency that places physical therapists, occupational therapists, and speech and language pathologists in skilled nursing homes. *(June 29, 2010, Facsimile Response, page 85)*
3. AllStar presently employs over 300 people. *(May 14, 2010, Initial CON Application, page 9)*
4. AllStar proposes to establish its first for-profit outpatient rehabilitation center (“Center”), doing business as Apple Rehab Sport & Spa, at 51 East Main Street, Avon, Connecticut. *(March 16, 2010, Letter of Intent, pages 4 and 9 and June 29, 2010, Facsimile Response, page 86)*
5. The Applicant contends that its proposal will offer multidisciplinary outpatient rehabilitation services for pediatric, adolescent, adult, and geriatric patients. *(May 14, 2010, Initial CON Application, page 4)*
6. The Applicant proposes to provide physical therapy, occupational therapy, speech therapy, and dietary services. Its rehabilitation services will be geared towards the treatment and prevention of several injuries and impairments in the areas of orthopedics, neurology, and medical diagnosis requiring such skilled services. *(May 14, 2010, Initial CON Application, page 4)*
7. Additional wellness services to be offered by the Applicant include dietary counseling, wellness coaching, massage therapy, and spa services. *(May 14, 2010, Initial CON Application, page 4)*
8. The Applicant proposes to locate the Center at 51 East Main Street in Avon, contending that the location was chosen primarily due to its accessibility to the community. There is a large parking lot with multiple handicap parking spots and a handicap accessible ramp in front of the Center. *(May 14, 2010, Initial CON Application, page 4)*
9. The Applicant indicates that the proposed location is easily accessible at the junction of Route 10 and Route 44. *(May 14, 2010, Initial CON Application, page 4)*
10. The Applicant contends that the existing providers of physical therapy services in five surrounding towns are listed in the following table:

**Table 1: Existing Providers of Physical Therapy**

Town	Provider
Avon	Magna Physical Therapy and Golf Medicine Center Select Physical Therapy Physical Therapy and Sports Medicine
Simsbury	Valley Rehab Center McLean Hand Therapy Specialist
Farmington	Select Physical Therapy Quality Physical Therapy Physical Therapy and Sports Medicine Center Proex Physical Therapy, UConn Health Center Talcott Center for Child Development Orthopedics Association Physical Therapy
Canton	Canton Physical Therapy and Wellness Center Talcott Center for Child Development

*(May 14, 2010, Initial CON Application, pages 7 and 8)*

11. The Applicant contends that the census of therapists by town are:

**Table 2: Number of Therapists by Type of Therapy in Area Towns**

Town	Type of Therapist	Number of Therapists
Avon	Physical	3
	Occupational	2
	Speech	0
Farmington	Physical	7
	Occupational	2
	Speech	3
Simsbury	Physical	2
	Occupational	1
	Speech	0
Canton	Physical	2
	Occupational	1
	Speech	1

*(May 14, 2010, Initial CON Application, page 7)*

12. The Applicant contends that in comparison to the other existing providers in the area, it will be offering much more of a comprehensive multidisciplinary list of services. *(May 14, 2010, Initial CON Application, page 8)*

13. The multidisciplinary approach proposed by AllStar for the Center will allow the needs of all patients to be met in a timely manner. A patient will not need to be referred to another clinic, make an appointment, and set aside another day to go. All services will be offered at the Center. *(May 14, 2010, Initial CON Application, page 9)*

14. OHCA finds that the Applicant has demonstrated that it will offer a comprehensive multidisciplinary list of services thereby distinguishing itself from other providers in the area.
15. Moreover, OHCA finds that the multidisciplinary approach proposed by the Applicant will positively impact the quality and accessibility of health care delivery in the region.
16. The Applicant has identified a team of therapists to begin the integrated services at the Center and provides a Curriculum Vita for each therapist. *(May 14, 2010, Initial CON Application, page 8)*
17. Rocco Urso is the Regional Vice President of AllStar and will be appointed as the clinical director, administrator, and the lead Physical Therapist. *(May 14, 2010, Initial CON Application, page 8)*
18. Mr. Urso has worked as a physical therapist for over fifteen years, including working as a Regional Director for Select Medical Corporation, and Site Director, Clinical Coordinator, and Area Manager for HealthSouth. *(May 14, 2010, Initial CON Application, pages 22 and 23)*
19. Additionally, Mr. Urso has worked in the Farmington Valley for the last 3 years, including 5 months in his current position and 2½ years as Clinical Director at the Talcott Center for Child Development, an outpatient pediatric clinic that provided physical, occupational, and speech therapies. *(May 14, 2010, Initial CON Application, page 22)*
20. Leslie Weissman is the Occupational Therapist as well as a Certified Hand Therapist. *(May 14, 2010, Initial CON Application, page 8)*
21. A speech therapist is currently being recruited to provide the speech and language services. The Center will provide both diagnostic and treatment of multiple speech, language, and swallowing conditions. The Center proposes to offer Fiber Endoscopic Esophageal Swallow Studies to properly diagnose patients with swallowing impairments. *(May 14, 2010, Initial CON Application, pages 8 and 9)*
22. The Applicant indicates that it will establish an Advisory Committee that will include a Chief Financial Officer, a Chief Executive Officer of the Center, and a Chief Compliance Officer. The Advisory Committee will be helpful in ensuring compliance of the clinical and financial operations within the Center. *(May 14, 2010, Initial CON Application, page 9)*
23. OHCA finds that the Applicant has demonstrated that it is competent to provide efficient and adequate service to the public in that it is technically, financially and managerially expert and efficient.
24. The Applicant claims that physicians will be one of the primary referral sources for therapy services due to the benefit of rehabilitation of their patients. The Applicant determined that in the Avon area alone there are 127 physicians that fall into practice categories that generate referrals for therapy. These categories are family physicians

- (23), primary care physicians (106), orthopedists (50), neurologists (15), and pediatricians (57). *(May 14, 2010, Initial CON Application, page 5)*
25. The Applicant indicates that nurse practitioners are a large referral source for therapy. There are over 500 advanced practice registered nurses in the proposed service area. *(May 14, 2010, Initial CON Application, page 5)*
26. The Applicant contends that there are several factors that support the need for therapy, including the aging of the population, prevention of injury, treatment of the disabled, treatment of the bariatric client, practice guidelines, and Medicare treatment regulations, and the insurance industry's acceptance of new providers. *(May 14, 2010, Initial CON Application, page 5)*
27. The Applicant asserts that the population projections based on the Census 2000 report that the elderly population, persons 65 years of age and older will more than double by 2050, with as many as 1 in 5 Americans being considered elderly. *(May 14, 2010, Initial CON Application, page 6)*
28. Most of this growth should occur between 2010 and 2030, when the "baby boom" generation enters their elderly years. During that period, the number of elderly will grow by an average of 2.8% annually. By comparison, annual growth will average 1.3% and 0.7% during the following 20 years. *(May 14, 2010, Initial CON Application, page 6)*
29. OHCA finds that the population projections performed by the Connecticut State Data Center<sup>1</sup> show that most of the growth in the elderly population should occur between 2010 and 2030, with a cumulative projected increase of 84%. By comparison, the cumulative projected increase in the total population from 2010 to 2030 is 9.4%.
30. The Applicant performed an analysis of the area school systems that demonstrates there are 24 public schools and 9 private schools with an estimated total population of 16,155 students. *(May 14, 2010, Initial CON Application, page 4)*
31. Out of the above-referenced 16,155 students, there is strong need for the prevention and treatment of growth disorders, prevention of injuries due to athletics, as well as the treatment of such injuries. *(May 14, 2010, Initial CON Application, page 6)*
32. The Applicant claims that 13.6% of the population in Hartford County older than five years of age has a disability<sup>2</sup>, while 22.2% of the population between the ages of 16 and 64 has a disability.<sup>3</sup> Only 49.8% of this disabled population is in the labor force. *(May 14, 2010, Initial CON Application, page 6)*

---

<sup>1</sup> Source: Town Summary Data, Connecticut State Data Center, University of Connecticut, Storrs, CT.  
[http://ctsdc.uconn.edu/Projections-Towns/CtSDC\\_Projections\\_Stats\\_Towns.xls](http://ctsdc.uconn.edu/Projections-Towns/CtSDC_Projections_Stats_Towns.xls)

<sup>2</sup> The American Community Survey ("ACS") of the US Census Bureau defines disability as "The Census Bureau defines disability as a long-lasting sensory, physical, mental, or emotional condition or conditions that make it difficult for a person to do functional or participatory activities such as seeing, hearing, walking, climbing stairs, learning, remembering, concentrating, dressing, bathing, going outside the home, or working at a job. The ACS does not include children ages 5 and under.

<sup>3</sup> Source: Cornell University Employment and Disability Institute, pooled data 2005-2007;  
[http://disabilityplanningdata.com/site/county\\_population\\_table.php?cntyname=Hartford&state=Connecticut](http://disabilityplanningdata.com/site/county_population_table.php?cntyname=Hartford&state=Connecticut)

33. OHCA finds the Applicant has made reasonable estimates for each population cohort that may benefit from its proposed services.
34. The Applicant further contends that it will not only treat work-related injuries but also assist with the employment of those persons that are unemployed using its multidisciplinary services. *(May 14, 2010, Initial CON Application, page 6)*
35. The Applicant contends that Medicare requires that therapy must be provided on a “one-on-one” basis. Thus, when a therapist is working with a Medicare-insured patient, that therapist may not work with another patient, regardless of insurer, at the same time. *(May 14, 2010, Initial CON Application, page 6)*
36. During the credentialing investigation for provider status, the Applicant indicates that the majority of insurance companies and representative benefit management corporations in this state are open to new providers. *(May 14, 2010, Initial CON Application, page 7)*
37. The Applicant contends that the closest surrounding towns, Avon, Canton, Farmington, and Simsbury, will be the Center’s catchment area. The estimated population of these towns as of 2009 is reported in the following table:

**Table 3: Estimated Population of Surrounding Towns**

<b>Town</b>	<b>Estimated Population*</b>
Avon	17,558
Farmington	25,238
Simsbury	23,166
Canton	9,602
<b>Total Estimated Population</b>	<b>75,564</b>

\* Source: State of CT, Connecticut Economic Resource Center.  
*(May 14, 2010, Initial CON Application, page 4)*

38. Population statistics show an increase of 4,404 residents in these towns from 2000 to 2009. *(May 14, 2010, Initial CON Application, page 4)*
39. In addition to the towns listed above, the Applicant asserts that the high volume of traffic that flows in and out of Farmington Valley from the towns of Torrington and New Hartford, census projections include an additional 42,040 residents. *(May 14, 2010, Initial CON Application, page 5)*
40. The Application provided an article entitled “Use of Outpatient Physical Therapy Services by People with Musculoskeletal Conditions,” *Physical Therapy, May 2007*, where it was reported that approximately 20% of the entire United States population reported having at least one musculoskeletal condition. Furthermore, it was reported that 42% of that group reported a physical limitation directly attributable to that condition. *(June 29, 2010, Facsimile Submission, page 84)*
-

41. Based on the total estimated population of 117,604 persons and the information stated in Finding 40, the Applicant calculated that there will be approximately 23,520 potential musculoskeletal patients within the estimated population. *(June 29, 2010, Facsimile Submission, page 84)*
42. The Applicant indicates that its goal is to draw patients from 10% of the potential musculoskeletal patient population in 2010, 30% in 2011, 45% in 2012, and 50% in 2013. *(June 29, 2010, Facsimile Submission, page 84)*
43. The following table provides the number of persons by age group that the Applicant has determined to be its potential number of clients through FY 2013:

**Table 4: Determination of Potential Number of Clients to be Served**

Age Group in Years	Percent of Population*	Number in Pop.	Total Number of Potential Clients	Potential Number of Clients			
				2010	2011	2012	2013
Under 10	14.3%	16,817	3,363	374	1,011	1,440	1,795
10 to 19	13.5%	15,877	3,175	353	955	1,360	1,695
20 to 64	58.5%	68,798	13,759	1,530	4,137	5,893	7,344
Over 64	13.7%	16,112	3,222	358	969	1,380	1,720
<b>Total</b>		<b>117,604</b>	<b>23,519</b>	<b>2,615</b>	<b>7,072</b>	<b>10,073</b>	<b>12,554</b>

\* Source: U.S. Census Bureau, national percentage for age group.  
*(June 29, 2010, Facsimile Submission, page 84)*

44. The Applicant contends that the volume projections are based on historical reference of the growth of two other physical therapy providers in the Farmington Valley. The information is also based on the direct employment history of Mr. Urso within this market. The assumptions are further based on the evolution of the population percentages, moving towards greater number of people in the “65 years and older” category.

**Table 5: Projected Number of Visits by Therapy Type and Fiscal Year**

Type of Therapy Provided	Number of Visits in Fiscal Year			
	2010*	2011	2012	2013
Physical	1,211	3,430	5,131	6,120
Occupational	765	2,118	3,224	3,928
Speech	639	1,524	1,718	2,505
<b>Total Visits</b>	<b>2,615</b>	<b>7,072</b>	<b>10,073</b>	<b>12,553</b>

\*Includes May through December.  
*(May 14, 2010, Initial CON Application, page 13)*



45. The Applicant indicates that the projected growth in volume is based on the professional experience of its staff with the operations of other outpatient centers in Connecticut. The growth rate is based on the assumption that historical data, reimbursement rates, and employee availability will follow a similar pattern. The growth in volume is summarized in the following:

**Table 6: Growth in Volume**

Year:	FY 2010	FY 2011	FY 2012	FY 2013
Months in Year:	8	12	12	12
Total Number of Visits per Year:	2,615	7,072	10,073	12,553
Average Number of Visits per Month	327	589	839	1,046
% Growth from the Previous Year	-	80%	42%	24%

*(May 27, 2010, Supplemental Submission, page 60)*

46. OHCA finds that the Applicant's volume projections are reasonable, as they are supported by the estimated 84% increase in the population of persons 65 years of age and older by 2030, the number of school-aged children within the surrounding areas of the Center, as well as the estimated number of disabled persons that may benefit from outpatient rehabilitation.
47. OHCA further finds that the Applicant provided credible evidence regarding the approximate percentage of the population with a musculoskeletal condition to determine the potential number of clients.
48. The Applicant states that the costs for the Center will be paid by AllStar. The total capital cost will be managed by AllStar without outside funding or financial support. No interests, terms, monthly payments, or conditions of payment are required to manage the start-up cost. *(May 14, 2010, Initial CON Application, page 10)*
49. The proposed capital costs reported by the Applicant are given in the following table:

**Table 7: Proposed Capital Costs**

Item	Amount
Construction/Renovation **	\$40,000
Non-Medical Equipment Purchase	11,000
Medical Equipment Purchase	9,000
Total Capital Expenditure	\$60,000
Fair Market Value of Space ***	46,605
Total Capital Cost	\$106,605

*(May 14, 2010, Initial CON Application, page 10)*

50. The Center will occupy one be one floor located on the lower level of the building. The Center is approximately 2,390 square feet. There will be a waiting room, four private treatment rooms, one handicapped bathroom, one standard bathroom with a shower, one large open treatment area, a laundry room and an office for the staff. *(May 14, 2010, Initial CON Application, page 4)*

51. The Applicant contends that the patient population mix has been based on, and modified from, historical data looking at the same two other physical therapy providers used to estimate the projected number of visits. *(May 14, 2010, Initial CON Application, page 10)*
52. The Applicant assumes that its payer mix will be consistent with the average Connecticut payer mix based on patient volumes in current physical and occupational therapy clinics in the state and that the Center will resemble the state averages. *(May 14, 2010, Initial CON Application, page 10)*
53. The payer mix is reported in the following table:

**Table 8: Payer Mix by Patient Population**

Payer	Fiscal Year			
	2010	2011	2012	2013
Medicare*	12.0%	12.0%	12.0%	12.0%
Medicaid	≤0.1%	≤0.1%	≤0.1%	≤0.1%
CHAMPUS & TriCare	≤0.05%	≤0.05%	≤0.05%	≤0.05%
Total Government	12.1%	12.1%	12.1%	12.1%
Commercial Insurers	77.5%	77.5%	77.5%	77.5%
Uninsured	1.8%	1.8%	1.8%	1.8%
Workers Compensation	8.6%	8.6%	8.6%	8.6%
Total Non-Government	87.9%	87.9 %	87.9%	87.9%
Total Payer Mix	100%	100%	100%	100%

\* Although the Medicare percentage appears level at 12%, with the overall increase in the number of patients, the number of Medicare patients projected for FYs 2010 through 2013 will be 313, 848, 1,208, and 1,506 patients, respectively. *(May 14, 2010, Initial CON Application, page 10 and June 29, 2010, Facsimile Response, page 87)*

54. The following fee schedule will be utilized at the Center:

**Table 9: Fee Schedule**

Payer	Approximate Fee	Average No. of Units per Visit
Medicare	Case Rate of \$1,650/year	3.7
Medicaid	\$15/unit	3.7
CHAMPUS & TriCare	\$25/unit	4
Commercial Insurers	\$80/visit	4
Uninsured	\$80/visit	4
Workers Compensation	\$100/vist	4

*(May 14, 2010, Initial CON Application, page 11 and May 27, 2010, Supplemental Submission, page 82)*

55. The Applicant indicates that Medicare, Medicaid, and CHAMPUS and TriCare rates are based on “medical necessity” and are paid out in units. A unit is defined by Medicare and Medicaid as 8 to 15 minutes of skilled service provided by a licensed professional. *(May 27, 2010, Supplemental Submission, page 82)*

56. The Applicant reports that the average number of units per visit is 3.7 units for Medicare and Medicaid. The average number of units for the remaining payers is 4 units per visit. *(May 27, 2010, Supplemental Submission, page 82)*
57. The Applicant projects that there will be an incremental loss in FY 2010 due to the start up cost. In addition, the Applicant made its projections based on the abbreviated fiscal year having proposed opening the Center in May 2010. *(May 14, 2010, Initial CON Application, page 11)*
58. The Applicant provided unaudited financial statements for AllStar Therapy, LLC for years ending December 31, 2008 and December 31, 2009, as proof of financial ability to absorb the increment loss due to the start up costs. *(May 27, 2010, Supplemental Submission, pages 62 to 73)*
59. The Applicant projects the following losses and gains from operations incremental to the project:

**Table 10: Projected Incremental Revenues and Expenses**

Description	Fiscal Year			
	2010	2011	2012	2013
Incremental Revenue from Operations	\$183,050	\$495,040	\$705,110	\$878,710
Incremental Total Operating Expense	219,055	402,925	527,325	608,316
<b>Incremental Loss/Gain from Operations</b>	<b>(\$36,005)</b>	<b>\$94,040</b>	<b>\$205,110</b>	<b>\$270,394</b>
<b>Projected Number of Visits</b>	<b>2,615</b>	<b>7,072</b>	<b>10,073</b>	<b>12,553</b>

*(May 14, 2010, Initial CON Application, pages 18 to 21)*

60. OHCA finds that when the number of visits with the projected payer mix is calculated at the reported rates of service, the Applicant's proposal is financially feasible. The proposal will breakeven during the first quarter of the third year of operations.

## Rationale

The Office of Health Care Access (“OHCA”) approaches community and regional need for Certificate of Need (“CON”) proposals on a case by case basis. CON applications do not lend themselves to general applicability due to a variety of factors, which may affect any given proposal; e.g. the characteristics of the population to be served, the nature of the existing services, the specific types of services proposed to be offered, the current utilization of services and the financial feasibility of the proposal.

AllStar Therapy, LLC d/b/a Apple Rehab Sport & Spa (“Applicant”) is a for-profit entity that proposes to establish an outpatient rehabilitation center (“Center”) at 51 East Main Street, Avon, Connecticut. The Applicant is a staffing agency that places physical therapist, occupational therapist, and speech and language pathologists in skilled nursing homes. The Applicant employs over 300 people. The Applicant contends that its proposal will offer multidisciplinary outpatient rehabilitation services for pediatric, adolescent, adult, and geriatric patients. The Applicant proposes to provide physical therapy, occupational therapy, speech therapy, and dietary services. Its rehabilitation services will be geared towards the treatment and prevention of several injuries and impairments in the areas of orthopedics, neurology, and medical diagnosis requiring such skilled services. OHCA finds that the Applicant demonstrated that it will offer a comprehensive multidisciplinary list of services thereby distinguishing itself from other providers in the area. (Finding of Fact 14). OHCA further finds that the multidisciplinary approach proposed by the Applicant will positively impact the quality and accessibility of health care delivery in the region. (Finding of Fact 15).

The Applicant has identified a team of therapists to begin the integrated services at the Center. Rocco Urso, currently the Regional Vice President of AllStar, will be appointed as the clinical director, administrator, and the lead Physical Therapist. (Finding of Fact 16). Mr. Urso has over fifteen years of experience as a physical therapist, including serving as Regional Director for Select Medical and Site Director, Clinical Coordinator and Area Manager for Health South. (Finding of Fact 17). The Applicant has hired an occupational therapist and intends to hire a speech therapist. (Findings of Fact 20, 21). An advisory committee will also be established to oversee the clinical and financial operations within the center. (Finding of Fact 22). Based upon the foregoing, OHCA concludes that the Applicant has demonstrated that it is competent to provide efficient and adequate service to the public in that it is technically, financially and managerially expert and efficient. (Finding of Fact 23).

The Applicant contends that there are several factors that support the need for therapy, including the aging of the population, prevention of injury, treatment of the disabled, treatment of the bariatric client, practice guidelines, Medicare treatment regulations, and the insurance industry’s acceptance of new providers. (Finding of Fact 26). OHCA finds the Applicant has made reasonable estimates for each population cohort that may benefit from its proposed services. (Finding of Fact 33). The Applicant based its volume projections on historical reference of the growth of two other physical therapy providers and on the direct employment history of Mr. Urso within this market. (Finding of Fact 44). The volume projections are also supported by the estimated 84% increase in the population of persons 65 years of age and older by 2030, the number of school-aged children within the surrounding areas of the Center, as well as the estimated number of disabled persons

that may benefit from outpatient rehabilitation. (Finding of Fact 46). Additionally, OHCA finds that the Applicant provided credible evidence regarding the approximate percentage of the population with a musculoskeletal condition to determine the potential number of clients. (Finding of Fact 47). Accordingly, OHCA finds that the Applicant has provided sufficient evidence demonstrating a need for the proposed services.

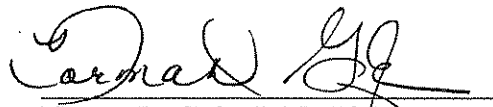
The total capital cost associated with this CON proposal is \$106,605 and the total cost will be paid by the Applicant (Findings of Fact 48 and 49). The Applicant projects an incremental loss in the first year of operations of \$36,005 and incremental gains of \$94,040, \$205,110, and \$270,394 in Fiscal Years 2011, 2012, and 2013, respectively. (Finding of Fact 59). OHCA concludes based upon the experience of the Applicant's staff that the patient volumes and financial projections upon which they are based appear to be reasonable and achievable.

### Order

Based upon the foregoing Findings and Rationale, the Certificate of Need application of AllStar Therapy, LLC d/b/a Apple Rehab Sport & Spa to establish an outpatient rehabilitation center at 51 East Main Street, Avon, Connecticut, a total capital cost of \$106,605, is hereby APPROVED.

All of the foregoing constitutes the final order of the Office of Health Care Access in this matter.

Aug 4, 2010  
Date

  
Norma D. Gyle, R.N., Ph.D.  
Deputy Commissioner

NDG:lkg