

Testimony on House Bill 164 by Shane Allyne

December 11, 2017

To the Ohio House Economic Development, Commerce, and Labor Committee

The Honorable Ron Young, Chair

Good afternoon Committee Chair Young, Vice Chair DeVitis, Ranking Member Leopore-Hagan, and members of the House Economic Development, Commerce, and Labor Committee. My name is Shane Allyne and I am the President of Heartland Construction in Bellville, Richland County, not too far from Mansfield, Lexington, and Lucas. Our firm works on projects all across Ohio and we will be directly affected by House Bill 164.

The proposed legislation represents an unfair burden that adds unnecessary requirements to our business, and the mechanism behind it goes against the freedom and liberty for which our country and state are supposed to stand. Therefore, I strongly insist that you vote against House Bill 164 for the following reasons:

First, the proposal lacks specific details about all the new requirements to obtain a roofing license, or how the governing body plans to arrive at these requirements. Sure, the bill does outline some key steps and provides for a decision-making process, and what I am talking about are the details. How am I supposed to decide when and how to take my workers away from projects to study and prepare for licensing exams? What technologies in roofing are going to be tested, when, and why? You see, I already have ways to manage my team and their professional development needs – and now this bill assumes I don't already take care of this, or that what I do isn't good enough for them? Furthermore, how is the governing board going to decide what gets tested and what doesn't? What new techniques and skills or products get evaluated? What if I invest in one area, and then for unclear reasons, they decide to test another area? Will I get reimbursed for my investment?

This brings up my second point: there is not enough opportunity for non-political roofing professionals to provide input on the criteria for licensing, which is made even more complicated by the fact that roofing is an ever-changing industry. The marketplace is the place for making these decisions, not a group of political appointees with other aspirations. We didn't need a committee to tell us that VHS was better than Beta, or bureaucrats to require Verizon to sell more iPhones than Blackberries, or political appointees to decide Netflix is the better standard than Blockbuster Video. Customers make these decisions and we respond accordingly. I had to take time away from my business today to be here – away from generating revenues that bring you guys taxes, bring my family food and shelter, and bring my community more jobs. Keep decisions in the marketplace where they belong.

Finally, I object to being told by people with their own conflicts of interest that the industry needs to be licensed without sufficient cause. Why now is there a sudden need for licensing in an industry that is already so heavily regulated? Is it the fat cat big roofing company that wants to make it harder for the little guy to compete with him on projects? Is it the industry association that wants to make money off of companies like mine who have to pay for her licensing training courses? I know it is not because my company is under-regulated. After all, on a weekly and monthly basis, my company has to:

- Register with the state as an equal opportunity employer
- Comply with drug-free workplace programs

- Certify our payroll
- Maintain performance and payment bonds
- Fulfill highly regulated sealed bid processes
- Secure certification with roofing manufacturers
- Provide payment terms of Net-30 or beyond

I assure you, no fly-by-night operation can afford to float an invoice or wait for payment, sometimes up to 90 days, the way that companies like mine that are well-run, well-established, and staffed by hard-working Ohioans. What is the overall reason behind burdening the working people of Ohio? Why?

For these reasons – a lack of details, political decisions imposed upon the market, and unfair, unnecessary redundant burdens on honest, hard-working Ohioans in companies like mine – for these reasons I strongly insist that you vote against House Bill 164. There is simply not any proven benefit for the cost you are asking me, my coworkers, and our families to bear. Thank you for this opportunity to speak and participate in this hearing. I will do my best to answer any questions you may have.