

May 22, 2017

77 S. High St  
13th Floor  
Columbus, OH 43215

Dear Representative,

I would like to show my support for House Bill 189. HB 189 will be considered in the House Government Accountability and Oversight Committee on Tuesday, May 23. HB 189 will bring common-sense cosmetology licensing reform to our state. I hope I can count on your support for this initiative. Once passed, House Bill 189 will:

- Focus on student success in entering the beauty industry with less debt and ability to repay student loans.
- Facilitate workforce development pipeline for salons.
- Foster entrepreneurship making it easier for licensed professionals to start their own businesses.

HB 189 is a strong example of reasonable legislation that directly addresses concerns of over-regulation of state-mandated occupational licensing, and will create meaningful changes to archaic cosmetology licensing laws that desperately need reform. To support these reforms, the Future of the Beauty Industry Coalition has sponsored independent third-party research to study student financial issues and cosmetology licensure reforms, and gain insights into the key performance metrics of programs in states with varying hours required for cosmetology licensing. The data shows:

- **Longer programs create greater risk for students.** The more time that lapses between graduation and licensing, the more likely graduates are to drop out or “go underground.”
- **Longer programs lead to higher student loan debt.** There is a significant relationship between curriculum hours and the median federal loan amount necessary to fulfill a licensure program.
- **More curriculum hours do not lead to better wages.** While there is variability in mean hourly wage across states, there is no evidence showing that more curriculum hours lead to higher wages.

Please consider this as written testimony and submit this as written testimony.

Support for cosmetology reform will provide greater accessibility to jobs for Ohioans and encourage consistency by joining other states throughout the country with less restrictive regulations for occupational licensing.

Being in the business since 1971 and having hired and trained hundreds of hairdressers, I am in total support of this bill and back it with my life's work.

I urge you to support House Bill 189. Thank you for your time and consideration.

Sincerely,

A handwritten signature in black ink that reads "Frank Gambuzza". The signature is written in a cursive style with a long horizontal flourish at the end.

Frank Gambuzza,

*President* - Intercoiffure America/Canada

*Co-Owner*, The Visage Group

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