



## OHIO

December 11, 2017

The Honorable Bill Coley  
Chair, Ohio Senate Government Oversight & Reform Committee  
1 Capitol Square, 1<sup>st</sup> Floor  
Columbus, OH 43215

Dear Chairman Coley:

We are writing on behalf of the nearly 24,000 governing members of the National Federation of Independent Business/Ohio (NFIB/Ohio) to lend our support for Senate Bill 129, legislation that would bring common sense reforms to Ohio's cosmetology laws. We applaud Senators Jordan and Tavares for introducing this bill.

By way of background, a typical NFIB/Ohio member employs 25 or fewer and does less than \$2 million in annual sales. Our members come from every industry type, and our organization looks like Main Street in any legislative district across Ohio. We set policy based upon a unique member balloting process. The positions we take before the Ohio General Assembly are directly related to this process.

We also have the NFIB Research Foundation which is constantly surveying our members on a host of topics. Late last year, we released our quadrennial publication *Problems & Priorities*. This publication captures our members' responses to a list of 75 small business issues, asking them to rank them based upon the biggest impediment to job creation/expansion/growth. Unreasonable government regulations has leapt to number two in the rankings. Our members are concerned about the barriers that their elected officials are preserving or erecting that hinder their ability to expand and grow their operations.


Senate Bill 129 adopts meaningful reform for the cosmetology industry. Today's requirements to obtain a license can serve as a hindrance to individuals that seek a career in this industry. Ohio's excessive classroom hour are an outlier with respect to other industries. Consider the fact that a cosmetologist must accumulate 1,500 classroom hours while an emergency medical technician need only 900. In no way demeaning the important services that both industries provide; something sure seems disproportional. While protecting the public is paramount, there must be a recognition of the need to ensure Ohio's cosmetologists are not saddled with insurmountable debt upon completion of training and ultimately licensure. All public protections remain in place and accountability remains with the salons and establishments where licensed cosmetologists are practicing.

For many, obtaining a cosmetology license fosters the entrepreneurial spirit of starting one's own business. By adjusting Ohio's training requirements to better reflect the realities of mastering the trade, Ohio will send a strong message to these potential new business owners that their skill is needed, valued and important.

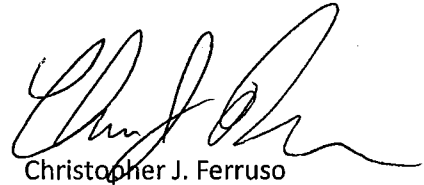
We also support the reciprocity provision in Senate Bill 129. This key component recognizes today's mobile workforce. In particular, our border communities will be well served as granting reciprocity will encourage individuals to bring their skills to Ohio thus paying Ohio taxes and supporting local communities.

Senate Bill 129 provides meaningful reform to Ohio's cosmetology laws. The bill ensures proper training requirements and protects the safety of the public while also reducing over-burdensome government requirements that discourage entrepreneurship and potentially saddle individuals with insurmountable debt. Ohio has the unique opportunity to be a leader in this industry. We encourage swift passage of Senate Bill 129.

Sincerely,



Roger R. Geiger  
Vice President/Executive Director



Christopher J. Ferruso  
Legislative Director

cc: Members of the Ohio Senate Government Oversight & Reform Committee

Senator Kris Jordan

Senator Charleta Tavares