



Proponent Testimony on SB 129

By Shaun Norton, Multi-Unit Owner, Sport Clips

Before the Senate Government Oversight & Reform Committee

On Tuesday, December 12, 2017

Chairman Coley, Vice Chair Uecker, Ranking Member Schiavoni and distinguished members of the Senate Government Accountability & Reform Committee. My name is Shaun Norton and I am the Owner of three Sport Clips salons located in Pickerington, Ohio, Lancaster, Ohio and Reynoldsburg, Ohio. I want to express my support for the cosmetology reforms contained in [SB 129](#).

I began working in the cosmetology business four years ago when I purchased my first store. Moving from the banking industry where it is very easy to find employees, I was quite stunned when I began recruiting efforts to find licensed cosmetologists to work inside my store. I spent several hours and several days recruiting just to end up hiring one person. It was crystal clear from day one that the industry is short ready, willing and able stylists to work inside my salons.

Since this time, I now own six salons in multiple states, but the one constant is that I always have to be recruiting and it is very time consuming to find licensed cosmetologists in Ohio. I currently employ 27 licensed cosmetologists, but I would employ 3-8 more if I were able to find them. There are several days within the month where we are short staffed which forces our clients to have to wait through long delays to obtain our service or they will walk out and not purchase anything. With a greater supply of licensed cosmetologists, our clients would be able to be serviced in an acceptable amount of time and would not walk out.

I have expansion plans of other Sport Clips salon locations and the difficulty in locating licensed Cosmetologists is prime factor in making a decision to expand in Ohio or into other states. The demand for our service is and always will be there, but the lack of ability to supply this demand still remains in question. SB129 would allow for many more students to enter cosmetology school with a reduction of hours and a reduction in cost. This will have a direct impact on my salons and all others as it will allow us to service the public/our clients by being able to fill already available jobs within the salons.

Cosmetology is a universal skill and geographical location does not interfere with the skills learned by a licensed cosmetologist. Therefore, Ohio should simplify the reciprocity requirements to encourage and allow licensed cosmetologists from other states to continue working in Ohio versus having to go back to school to qualify for Ohio standards. Many of these individuals completed their schooling years prior, have a family now and more school which would increase household debt and decrease hours to assist with their family is just not an option. If they could pay a fee and have their cosmetology license in Ohio easily, they would enter the work force and be able to afford child care to offset the lost time.

Thank you for the opportunity to provide proponent testimony on SB 129 to the committee. I understand this hearing is the last opportunity for SB 129 to be discussed before the holidays. I urge your favorable action on the bill in early 2018.

Sincerely,

Shaun P. Norton
Multi-Unit Owner
Sport Clips
Shaun@nortonbg.com
(312) 513-1204