



Proponent Testimony on Sub. HB 189

By the Ohio Salon Association

Before the House Government Accountability & Oversight
Committee

February 28, 2018

Chairman Blessing, Vice Chair Reineke, Ranking member Clyde and members of the House Government Accountability and Oversight Committee. Thank you for providing us the opportunity to submit written proponent testimony on Sub. HB 189, jointly sponsored by Rep. Kristina Roegner (R-Hudson) and Rep. Alicia Reece (D-Cincinnati). We are writing to ask for your **support** and **expeditious passage** of the **occupational licensure reforms** to Ohio's cosmetology industry contained in Sub. HB 189 before the legislative summer recess. Why?

HB 189 will:

1) Support Ohio's Attainment Goal 2025, that includes:

- a) **helping more Ohioans compete for quality jobs** that pay a family-sustaining wage and lead to career advancement;
- b) **removing barriers to education and employment** for individuals;
- c) helping **Ohio employers find the talent** they need to succeed and grow;
- d) providing effective and efficient **job training aligned to in-demand occupations** and employer needs resulting in **workplace-valued credentials**; and
- e) **assists in achieving the attainment goal** of the [Governor's Executive Workforce Board](#), Ohio Department of Education and [Ohio Department of Higher Education](#) to have 65% of Ohioans ages 25 to 65 achieve a credential/license or degree by 2025. ([Ohioans are currently at 43% of that attainment goal.](#))

2) Lower hours to reduce the barrier for women, men and minorities to enter the beauty industry.

The bill:

- a) supports the notion that government should only mandate the minimum number of hours necessary to ensure safe and sanitary cosmetology practices as a barrier to entry into the profession – **1,000 hours is the correct requirement** - some believe this is still too many hours.
- b) equalizes the government mandated hours between public and private schools. Public schools in Ohio **are already teaching at 1,000 hours** and producing graduates who are entering the workforce with similar graduation rates, licensure rates and earning potential.
- c) maintains high training standards without mandating an additional 500 hours on private school students. A national study as well as salon owners indicate that **more time in school does not make the student more job ready.**
- d) acknowledges that there are **currently more public students entering the profession at 1,000 hours** of training rather than private schools at 1,500 hours.
- e) ensures private schools are still able to obtain federal funding for students at 1,000 hours, can require 500 additional hours and charge whatever they want for tuition – the question is whether students will be willing to pay for and attend such programs – the free market will decide.

3) **Stop Ohio's government from subsidizing private cosmetology education at the expense of students when public schools already teach at 1,000 hours.** There is no risk to public safety if a cosmetologist attending a private school achieves 1,000 hours for a license just like the public school student does today. In Ohio today:

- Emergency Medical Technicians (EMT) attend **150 hours** of training.
- Licensed Practical Nurses (LPNs) attend **1376 hours** of training.
- Police officers attend **695 hours** of training.
- Paramedics attend **900 hours** of training.

4) **Make Ohio a "RECIPROCITY-IN" state--our focus must be on job opportunities in Ohio.** Many states do not require licensees to take any additional education or even an exam when seeking reciprocity after one to two years of practicing as was indicated by a recent LSC review. The bill:

- a) removes the requirement of taking exams in Ohio if already licensed in another state;
- b) allows licensees to enter the workforce sooner with less debt;
- c) permit work experience/hours count towards licensing hours when seeking to transfer a license to another state;
- d) requires the Ohio Board to use a national exam which makes our licensees more marketable in other states; and
- e) maintains high standards, but makes it easier to practice in Ohio than in most states.


Although private school opponents have refused to attend interested party meetings we have addressed several issues raised by them and have highlighted the changes below. These changes are in a substitute version of HB 189 being considered today. The substitute bill:

- a) permits **pre-graduate testing** to help increase licensure rates;
- b) returns **manicuring hours** from 100 to 200;
- c) returns **esthetics hours** from 300 to 600;
- d) removes the **5-year experience requirement** for instructors;
- e) removes the language increasing the **surety bond** from \$10,000 to \$100,000 for schools; and,
- f) requires **salons and schools of cosmetology to work in partnership** to establish the **apprenticeship** program.

The Ohio Salon Association is focused on cosmetology student success, school success and addressing workforce issues for all salons and job providers in Ohio. But we cannot accomplish these goals alone. We need the support from Ohio House and Senate members and Governor Kasich to do so.

We urge your support and swift passage of Sub. HB 189 before the legislature breaks for its summer recess.

Thank you for your time and consideration. We have attached a list of business owners as well as state and national associations supporting Sub. HB 189.


Elizabeth Murch
Executive Director


Tony Fiore
Legislative Counsel

Supporters of Ohio HB 189

Arthur Gray Holdings, Inc.
Bhooshay Enterprises of Ohio, LLC
Blue Co. Brands
Burben Investments, Inc.
Charles Penzone, Inc.
Cincy Clips, Inc.
Courtne Wesselman
CSJ Ventures, Inc.
DANDREA, LLC
Daniel Feiwell – No LLC
Demer Retail Ventures, LLC
Eckert, Inc. dba Great Clips
Empire Beauty Schools
Esquire Holdings, LLC
Future of the Beauty Industry Coalition
Gem City Clips
Gold Coast Ventures, LLC
Great Clips
Hyland MH Retreats, LLC
Hyland Properties, LLC
Institute for Justice
Intercoiffure America/Canada
International Salon/Spa Business Network
j.calico, LLC
JaNaMo Enterprises, Inc.
Jay-Mar Enterprises, LLC
JC Penney Salons
JM Elliott Enterprise, LLC
Kerry and Anthony Sawyer
Lake House Holdings, LLC
Laventure, Inc.
LGC Properties Management
LST Clips, Inc.
M&M Wardeiner, Inc.
Maxco, Inc.
Maxxco, LLC
Michael's Salon and Spa
MMAO, LLC
NeCole Cumberlander
NFIB/Ohio
North Coast Partners, LLC
Norton Clips, LLC
Oakpoint Partners, Inc.
Ohio Chamber of Commerce
Ohio Salon Association
Park 50 Clips, LLC
QuickGroome, Inc. dba Roosters
Quiddity Partners, LLC
Rachelle King
R.L.O., Inc.
RamseyRooney & Co.
S&L Cuts, Inc.
SARJNT, Inc.
Sawyer Business Group, Inc.
Scott Burandt
Shaun Norton dba SportClips
TJTKR Enterprises, Inc.
SDM Partners, Inc.
SRL Clips, LLC
SportClips
Studio Wish Salon
Tasha Sheipline
The 220 Group, Ltd.
The Professional Beauty Association
The Visage Group
Tillery Enterprises, Inc.
Tillery Salons, Inc.
Trinity Leadership 6, LLC
Trinity Leadership 7, LLC
Ulta
Vanity Ventures, Inc.