



Proponent Testimony on HB 277

By David Boucher

Chairman Stein, Vice Chair Johnson, Ranking Member Lepore-Hagan and members of the Ohio House Commerce and Labor Committee. My name is David Boucher, and I am the President of Bhooshay Enterprises of Ohio, LLC which operates 4 salons doing business as Sport Clips Haircuts with three locations in Ohio - West Chester, South Lebanon and Greene Township. I am also an Independent Area Developer for Sport Clips Haircuts in Central and Southern Ohio where we currently operate 46 stores. I would like to express my support of HB 277.

Today I would like to address the key issue of "Small Business Economic Opportunity" by discussing 1) the abundance of good cosmetology jobs available today, 2) the expansion of additional new businesses, and 3) the encouragement of people moving to Ohio to work in cosmetology positions.

First, in Central and Southern Ohio we currently employ ~ 255 licensed cosmetologists and would like to hire another 200+ stylists just to fulfill our current client demand – we are very actively engaged in creating "Small Business Economic Opportunities" and passing this bill will help us to continue to do so.

As the job creators, we know that the key constraint to expanding each locally owned business is having the necessary number of licensed stylists, which will primarily come from the public and private beauty school preparation programs. As such, we sincerely want the beauty schools to be very successful in attracting students and educating them well so that we can employ them and create small business opportunity. We believe that by lowering the required hours to 1,000 there will be an increase in the number of students, therefore eventually increasing the number of licensed stylists. Research indicates that 1,000 hours is sufficient to be prepared to become licensed and that's why New York, Massachusetts, California, Texas and Vermont are successfully educating students at 1,000 hours with several other states currently considering adopting the same number of hours. Please note that this was sufficient for Ohio prior to 1965 and is currently sufficient for certain military members and very close to the current career tech schools at 1,125 hours.

These jobs that will be created are great jobs that will help many to be productive working Ohioans and advance their quality of life! Ohio stylist positions earn from \$18-\$36/hour with our average over \$25/hour, creating annual income of ~\$50,000 for full time stylists. Management team members will earn \$50,000 - \$85,000 + annually. Additionally, most franchisees offer a wide range of additional benefits including health insurance, 401k plans and a variety of other cafeteria plan options. These are jobs that are in high demand and have additional growth through a variety of positions.

On a related note, these jobs are in such high demand, that there should be few stylists receiving Unemployment right now. There are so many jobs open today that if they are

willing to work, there are many jobs waiting for them. Our local estimates show at least 7 jobs available for every stylist looking for a job.

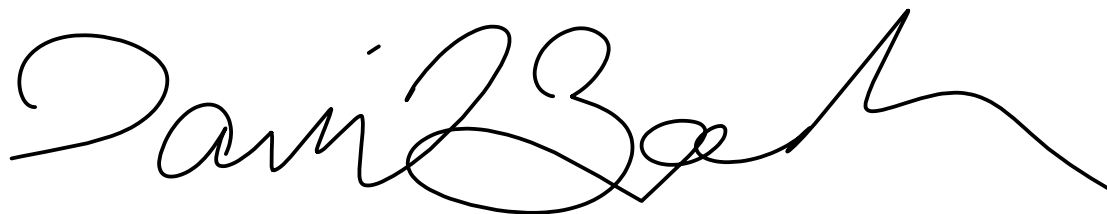
Additionally, by lowering school hours, the bill could remove some of the unpaid clinical time and let the students gain real work experience AND be paid (vs. working for free in a clinic setting). Personally, I earned a bachelor's degree at Miami University of Ohio and, like most people, had to be taught how to do my first job out of school. I entered the workplace without the 'exact' skillset necessary for my first job, but what was important was that I knew the basics and I was willing to learn. I could quickly be taught the details to complete my new job with precision. This is what we would like to see happen with lowering cosmetology license holders to start at 1,000 hours. Stylists gain real work experience starting at their 1,001st hour and start earning money at the same time.

Further, our business has the ability to employ Hair Designers, so we fully support the 800 hours required to earn that license. And perhaps more importantly, we would like to see the schools offer programs for those interested in the Hair Designer programs.

Second, over the past 6 years, we have seen local Ohio based franchisees hesitate to open additional locations due to the scarcity of licensed practicing cosmetologists. This concern slows the expansion of businesses in Ohio. With a greater supply of stylists to fill the open positions, paying from \$18-\$36 per hour, we would largely alleviate that hesitation by the business owners, thus continuing to expand our Ohio retail store count.

Thirdly, we have people who would like to work in Ohio for us, but whom do not have an Ohio license (for example: due to a relocation). When they realize that their license from another state is not valid in Ohio and that Ohio requires additional testing and potentially additional hours, this deters them from living and working in Ohio. License reciprocity between states would make this issue what it should be - a non-issue. While many relocating stylists do go through the process of getting their Ohio license, I have never seen a stylist change any of their cutting skills, client skills, or any behavior, in any way due to this additional process. Cutting hair is a 'universal' skill that should easily transfer from state to state. Why shouldn't a stylist be able to find employment in Ohio to do the exact same thing she does in any other state with licensure?

Thank you for the opportunity to provide members of the committee with proponent testimony on [HB 277](#). I urge your support for the bill.

A handwritten signature in black ink, appearing to read "David Boucher". The signature is fluid and cursive, with a long horizontal stroke at the end.

David Boucher

Independent Area Developer for Sport Clips Haircuts - Central and Southern Ohio