

**Proponent Testimony on HB 277 (Written)**  
**By Scott Burandt, President Sarjnt Inc and Burben Investments dba SportClips Haircuts**  
**February 14th, 2022**

Chairman Stein, Vice Chair Johnson, Ranking Member Lepore-Hagan and members of the Ohio House Commerce and Labor Committee, my name is Scott Burandt, and my wife and I are owners of 14 Sport Clips Haircuts locations in Cincinnati and Dayton, OH. I want to express my support for the cosmetology reforms contained in HB 277.

- Prior to the pandemic, a number of Ohio private cosmetology schools had closed. Staffing was a challenge prior to these closings and the pandemic has made it more challenging. Having less trained cosmetologists is harming our ability to effectively service our clients. We believe this is due to the lack of cosmetologist's available vs the opportunity that exist. We have approximately 140 team members in Ohio and they each have the opportunity to earn significant hourly or salary wages, tips, commissions, company paid Healthcare, a matching 401k plan, paid vacation, and significant career opportunities. Our business has trainers, store managers, marketing managers, along with an Operations Manager and Area Manager.
- Currently, public high schools in Ohio require approximately 1,100 hours of cosmetology training while private schools in Ohio require over 1,500 hours. Our business routinely hires new graduates from both public and private education. We have concluded that there is not a difference between the two. In both situations, we still provide significant hands-on training as these team members are not ready to begin cutting hair (few exceptions). Of our 14 managers, 8 of them came from public cosmetology education while 6 came from private schools. For the past 9 years, our Stylist of the Year award went to four different people, three of which graduated from public cosmetology school and one from private. This award is based on client satisfaction, education of our clients, as well as overall MVP experience. We fully support both private and public education as both is an integral part of our business. Both our Area manager and Operations manager come from a private school background.
- We support HB 277 for the following reasons:
  - It will reduce required hours of training from 1,500 to 1,000—which will lower the total cost of schooling. This has been the case in NY since the 1940s (the style capital of the world). It is also the case in Mass., and recently became the same in Texas, Vermont, and Virginia. Several states are in the process of considering similar legislation.
  - It will allow for reciprocity/endorsements in licensing for cosmetologists entering the state without a waiting period. We have previously hired individuals from other states, and many times it takes weeks, if not months, for them to become licensed in our state. This harms the employee as well as our business.
  - Overall, the bill will increase the number of licensed beauty professionals in Ohio.

Mr. Chairman and members of the committee thank you for the opportunity to provide proponent testimony on HB 277. I urge your support for the bill.