

Proponent Testimony on SB89 (Written)
By Theresa Price
Senate Government Oversight Committee

Vice-Chair Antani, Ranking Members Hicks-Hudson and Members of the Government Oversight Committee, my name is Theresa Price. As a life-long resident of Ohio, a licensed stylist for 25 years in Ohio and your constituent, **I urge your support for SB89.**

I am proud to be a licensed stylist and leader. I have worked with hundreds of stylists and cosmetology leaders in multiple states. I hear their stories and struggles with state reciprocity processes and burdens. Their stories stick with me, because I believe there are so many opportunities for licensed stylists, but the state lines present an unfair barrier.

I remember the stylist who was licensed in Tennessee. She had years of experience but had to retest. They would not accept that she had passed a standard Cosmetology Licensing test...there are only a couple of test providers, but she had to take the "right" test and pay fees. They accepted her hours and she was fully licensed. This seemed absolutely unnecessary. The States should either agree on one test or accept the test from other states. The Compact legislation does exactly that, reducing those barriers for folks who relocate or work across state lines.

One of our General Managers had worked with a different multi-state salon business. They had salons in 4 states, and they wanted to do Grand Opening teams with stylists throughout their organization. It is a fun and meaningful experience, but they could not allow their stylists to work across state lines even for a week or two. That also means stylists would not be able to take advantage of growth opportunities in other states. We should make it easier for stylists to take advantage of career opportunities in these larger organizations, where they would typically need to get reciprocity in 4 states, go through the hoops, pay the fees, etc.

From small business owners to aspiring cosmetologists, mostly women and minorities, this legislation would remove significant barriers to success. In Ohio, 47% of salon establishments are owned by minorities and 77% of those businesses are owned by women. I believe better licensing mobility/reciprocity will build a stronger industry by reducing barriers, increasing opportunities and supporting relocating military partners/families.

The **Compact Legislation** creates improved license mobility and allows easy transfer of a license to Ohio. It will help minimize the tendency of stylists to drop out of the industry or go underground due to a lengthy license transfer process. It may allow easier movement and increase career opportunities. Several states including Kentucky, Nebraska, California, Arizona and Alabama have introduced similar legislation. Let's welcome stylists into our great state and allow our Ohio licensed stylists to have the same benefit so they can relocate for opportunities.

This is driven by the Department of Defense to provide flexibility to military families that are relocated. I have had stylists that relocated with a military spouse and this would make it easier for their family members to maintain their careers. I believe we need to do everything we can to support the men and women who serve our country.

This Compact creates a comprehensive shared database that will provide full transparency of license history. Any licensee working in your state that requires discipline would have the same actions taken as an Ohio license.

For the past 25 years, it has never made sense to me that it is such a big issue to work across a state line...it may be a mile from their home! It just shouldn't be a big deal. The states should be able to allow all stylists to work immediately so they don't potentially lose months of earnings and possibly leave the industry. This Compact provides the framework for that to happen.

And the Department of Defense has demonstrated the ability to manage these compacts...if we can easily allow nurses and physical therapists to work across state lines with the Compact, we should be able to do it for licensed stylists.

I urge you to support SB 89. Thank you for your time and consideration.

Respectfully,

A handwritten signature in cursive script that reads "Theresa Price". The signature is written in dark ink and is positioned above the printed name.

Theresa Price

614-832-7073