

**Proponent Testimony on HB 399 (Written)**  
**By David Boucher**  
**Before the House State and Local Government Committee**  
**On Wednesday, January 29, 2020**

Chairman Wiggam, Vice Chair Stephens, Ranking Member Kelly, and members of the House State and Local Government Committee, thank you for the opportunity to present proponent testimony on HB 399. My name is David Boucher and I am an Independent Area Developer for Sport Clips Haircuts in Ohio. My company oversees the expansion and operations of Sport Clips Franchised stores in Central and Southern Ohio where we currently operate 46 stores.

In my area, we currently employ approximately 425 licensed cosmetologists now and we are in the process of trying to hire ~135 stylists for our existing stores as well as 4 new stores preparing to open by the end of the year. Over the past several years, the unexpected closing of so many beauty schools in Ohio has constrained our supply of stylists and brings great apprehension to our independent franchised business owners.

This concern slows the expansion of the business in Ohio, which is harmful to the Ohio business owners, the stylists and the franchisor. 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.

HB399 helps specifically by increasing the number of students who will enter cosmetology school due to the reduction of hours (1,500 down to 1,000) and the related decrease in expense to the students. Additionally, the ability to have an apprentice program will be directly beneficial to our stores.

HB 399 picks up where the 131<sup>st</sup> General Assembly finished with the passage of SB 213. The Ohio Salon Association, (an organization of which many of the Sport Clips franchisees are involved) along with many lawmakers, wanted to tackle several other issues, but wanted to take the time to research what model occupational licensing reform legislation should look like for the cosmetology industry in all 50 states. For more than five years a group called the Future of the Beauty Industry Coalition (FBIC) has been developing research from all 50 states to use as the basis for this legislation. The FBIC is made up of cosmetologists, students, salon owners, manufacturers, distributors, and cosmetology schools. This group came together to provide reasonable reforms to state cosmetology law rather than simply deregulating the industry.

Common, sensible licensing standards are crucial to the sustainable growth of our Sport Clips salons as well as the entire industry, while still protecting public safety. Together, we will build a stronger future for our industry and continue to support accountability and licensing of our professionals. But we need HB 399 to pass in order to continue to bring stylists into the business to allow our businesses to continue to grow and expand.

Thank you for the opportunity to provide proponent testimony on HB 399, the Cosmetology Reform Act, to the committee. I urge your favorable action on the bill in early 2020.