



TO: Chairman Scott Wiggam
CC: Sue Moore
FROM: Charles Gross
DATE: February 17, 2020
SUBJECT: Opposition Testimony to HB 399

Hello Chairperson Representative Wiggam. Please accept this communication and attachments as my testimony in opposition to HB 399.

Proponents of HB 399 have used the phrase “breaking down barriers to entry” as cause to promote this bill. Seemingly noted that it would allow more practitioners to enter the career fields (particularly Cosmetology) related to the beauty industry in our state. Please note, given this thought process, should our legislative branch also consider lowering barriers to entry in law (American Bar Association), medicine (American Medical Association), Aviation (FAA) and any and all other occupations?

I have provided as part of my testimony the most recent partial report (December, 2019) reflecting the Hair & Nail Salons in the US from IBISWorld. This research demonstrates several key demographic points that reinforce opposition to HB 399, for the economic health of Ohio and our citizens that want to pursue these careers.

Please note that I have provided four key pages and with additional requests I will provide the complete report. These findings support a career that is growing (over a 5% increase over the 2019, projection, as well one that provides independence and

flexibility in income, time and other freedoms associated with a positive career. This report points to several “Key Success Factors” that include;

- Business expertise of operations
- Access to niche markets
- Access to marketing information
- Excellent customer relations

The skill sets associated with these points include wage/hour/payroll, FTC knowledge, consumer and contract law, state-city-borough zoning issues and many more.

These factors are “key” because 90%, of the salons and businesses in this sector are owned and operated by these small business individuals. HB 399, by decreasing the scope of learning, will lead these individuals away from a career that provides them and our state with the financial and lifelong successes that come from this type of career.

I look forward to my testimony Wednesday, February 19, beginning at 10:00 a.m. at our state house.

Thank you for this opportunity to share this documentation. Please note that I also included the reasoning why students choose their post-secondary school choice-and the most important is related to a “better” career...