

19 May 2021

Opposition Testimony on SB133

To Chairman Rulli, Vice-Chair Lang, Ranking Member Sykes, and the Small Business and Economic Opportunity Committee members: Thank you for considering my testimony as I urge you to vote no on Senate Bill 133.

My name is Wezlynn Davis, and I appreciate the opportunity to be here. Allow me to start with facts versus fiction as it pertains to reasons for this bill:

FICTION: Reducing hours lowers student loan debt.

FACT: A reduction in hours will lead to a reduction in access to Pell grants, saddling students with even more debt. This will prevent the very people trying to pull themselves out of poverty from going to school in their chosen industry, which will be the most significant barrier to entry our industry will ever see. Additionally, some schools operate solely on Pell Grants as they are a minor operation. This bill would eliminate their Pell, forcing student loans on the students when they could have been 100% debt-free.

FICTION: Reducing hours removes a barrier to entry and helps with workforce deficiency.

FACT: A reduction in hours will lead to an under skilled workforce to funnel these workers into over-franchised businesses and put the public at risk. For example, Florida (1250 hours) experiences nearly 5,000 public safety complaints per year while Ohio (1500 hours) experiences 90% fewer complaints.

FICTION: Vocational schools' graduate students at 1040 hours, and this model is the model to adopt.

19 May 2021

Opposition Testimony on SB133

FACT: There is no data on how many vocational students test out, get their license, and go into the industry. Why would we flip an entire booming industry upside down based on the vocational school model with no supporting data showing its success?

FICTION: Reducing hours benefits license mobility.

FACT: If the reduction of hours were enacted, Ohioans would lose reciprocity with nearly the entire country, including all bordering states- this will likely result in students who live close to the border attending schools in other states to secure a better education and license mobility, and to get their Pell grant to pay for school thus resulting in potential closures for schools on the Ohio side of the border.

FICTION: Cosmetology and Barbering are just cutting hair.

FACT: A Cosmetology license embodies three licenses that can be obtained separately: hair designer (1200 hours), esthetics (600), and nail technology (200). Reducing the cosmetology license to 1000 hours would not allow all three disciplines to be adequately taught and would result in serious injury to the public.

The 1500-hour Cosmetology curriculum is not just cutting hair- it is a bundled license and results in a one-stop-shop education that allows the graduate to work in three areas that offer separate licenses if a person chooses to service only one area of the industry.

As you can see, the subject matter is much more complex than taking sheers and snipping the ends of someone's hair. Theory and practical training are vital for the safety practices to be implemented in each service protocol. The following subjects cannot be taught appropriately in 1000 hours in both theory and practical. Advocates of the bill proposed that the clinic hours

Opposition Testimony on SB133

will be reduced- they know it is impossible. However, eliminating or reducing clinic floor training will lead to a significant increase in injury and will put small businesses at risk. **The**

1200-hour hair designer curriculum and the license are available to all Ohioans who wish

1500 HOUR COSEMETOLOGY: with hair design, esthetics, nail technology; Infection Control & Principles/Practices • Bacteriology • Dispensary Requirements & Operations Properties of the Hair & Scalp • Trichology • Draping Techniques/ Client Protection • Shampoos/Rinses/Treatments • Disorders/Diseases/Conditions • Chemistry (Basics/pH) Hair Procedures & Practices • Styling & Finishing (Roller Setting/Hair Molding) • Thermal Styling (Thermal Iron/Straightening/Blow-dry Techniques) • Formal Styling (Braiding/Wigs/Hair Pieces & Hair Additions) • Haircutting Basics • Haircutting Techniques & Tools (Shears/Razor/Texturizing/Clippers/Trimmers) Chemical Procedures & Practices • Chemical Texturizing (Permanent Wave/Chemical Relaxers/Curl Re-forming/ Corrections) • Hair Coloring (Dimensional Coloring Techniques/ Corrections) Manicure & Pedicure Procedures & Practices • Structure of Nails (Anatomy of Bones, Skin and Muscles) • Diseases, Disorders, and Conditions • Basic Manicure and Pedicure • Manicure and Pedicure (Tools/ Equipment) • Hand/ Arm/ Foot/ Leg Massage • Artificial Nail Enhancements / Maintenance Skin Care Procedures & Practices • Skin Theory (Anatomy of Skin/Body Systems/Cells/ Tissues) • Diseases, Disorders, and Conditions • Basic Facials (Techniques/Treatments/Hair Removal) • Relaxation Treatments/ Health History • Electricity (Principles/Safety/Effects/Therapies) Artificial Lashes/Extensions Facial Make-Up • Brow Tinting Salon Operations & Communication Skills • Salon Operation & Management (Sales/Consultation/Career Development/Professional Image) • Communication Skills (Listening Skills/Product & Service Education/Consultation) Cosmetology Laws & Rules • Ohio Administrative Code/ Ohio Revised Code/ Inspection & Enforcement • Continuing Education / Policies & Procedures • Human Trafficking

only to cut hair- this does not embody the 600-hour esthetic license and 200-hour nail technology license like cosmetology. The hair designer curriculum is found in the right-hand column below:

1200 Hour Hair Designer: without esthetics and nail technology; Infection Control & Principles/Practices • Bacteriology • Dispensary Requirements & Operations Properties of the Hair & Scalp • Trichology • Draping Techniques/ Client Protection • Shampoos/Rinses/Treatments • Disorders/Diseases/Conditions • Chemistry (Basics/pH) Hair Procedures & Practices • Styling & Finishing (Roller Setting/Hair Molding) • Thermal Styling (Thermal Iron/Straightening/Blow-dry Techniques) • Formal Styling (Braiding/Wigs/Hair Pieces & Hair Additions) • Haircutting Basics • Haircutting Techniques & Tools (Shears/Razor/Texturizing/Clippers/Trimmers) Chemical Procedures & Practices • Chemical Texturizing (Permanent Wave/Chemical Relaxers/Curl Re-forming/ Corrections) • Hair Coloring (Dimensional Coloring Techniques/ Corrections) Salon Operations & Communication Skills • Salon Operation & Management (Sales/Consultation/Career Development/Professional Image) • Communication Skills (Listening Skills/Product & Service Education/Consultation) Cosmetology Laws & Rules • Ohio Administrative Code/ Ohio Revised Code/ Inspection & Enforcement • Continuing Education / Policies & Procedures • Human Trafficking

19 May 2021

Opposition Testimony on SB133

Our industry is a booming industry. We are in an entrepreneurial era. The fact is that 98% of businesses are not suffering due to a shortage of workers, only the out-of-state proponents' testimony highlights a shortage, and this testimony is provided by folks who own over 80 franchises and the folks who sell franchises that employ low-wage workers; this represents only 2% of our businesses on a national scale and even less than 2% in Ohio. I urge you to consider all the unintended consequences that would occur and how they will negatively impact our small businesses and students. Ohio may be at the top of handcuffing regulation in the nation and desperately needs reform- but our industry is not a part of this problem. Please do not turn our industry upside down just because large conglomerates have an antiquated business model and struggle to attract low-wage workers and are looking to you to reform our laws to suit their business model. Our industry is not a hobby; it is a livelihood, a career that supports families and pulls people out of poverty. When comparing our license to a 40-hour pilot license, a professional pilot brought to my attention that yes, you can fly a plane with this, but you cannot be hired and have a career with a 40-hour pilot's license. He states it takes anywhere from 3,000 to 8,000 hours in the air before you can have a career as a pilot. These clever comparisons are indeed misleading and inaccurate. Professionals from these industries, even the EMT/Paramedic field, have submitted testimony to dispel the misleading information.

Additionally, three quick facts highlight the lack of necessity of SB133:

- 1) Proponents suggest the bill corrects testing issues:

FACT: Opening examination locations in areas in the state does not have to be legislated- the board has the power to enact this opportunity.

19 May 2021

Opposition Testimony on SB133

2) Proponents suggest bill corrects problems with getting graduates to work faster:

FACT: Folks do not have to wait for their exam to work graduates are provided work permits and can go to work immediately until they pass their exam. (Senator Brenner offered an amendment on behalf of the OBBA to extend work permits to Barbers as well- I hope you all will support this addition. They are the only ones who do not have this privilege.)

3) Proponents claim the bill addresses the lack of distance education access:

FACT: We can already provide distance education up to 25% in cosmetology and 600 hours in Barbering. This administrative rule passed in 2020.

In closing, I once again urge you to **oppose** Senate Bill 133. Proponents say the bill is in the interest of small businesses, women, and minorities. However, it has only been small businesses, women, and minorities showing their overwhelming and exasperated opposition to this bill for six years. This ongoing legislation rips us away from our businesses and creates stress and worry that we could honestly do without, especially in the wake of a pandemic. Trust me, we do not lack intelligence on this matter and would respectfully like to impart that we do not need a legislator to save us from our ignorance. If we must validate or defend our licenses, let us do it at the time of the Sunset Review, when it is our turn. We are the seventh-largest industry in Ohio; over 68% of businesses are women-owned single-unit operations, over 98% of businesses are single-unit operations, African American men own 34% of barber businesses, and the heartbeat of our industry, the majority, is calling on you to SUPPORT US by voting no to

19 May 2021

Opposition Testimony on SB133

SB133. Thank you for allowing me to speak before you today, and I am happy to take any questions.

With gratitude,

Wezlynn Davis

Vice President of The Ohio Barber and Beauty Alliance

Advanced Licensee of 13 years

Small Business Owner for 10 years