**Proponent Testimony on SB 129 (Written)**

**By Scott Burandt, President Sarjnt Inc and Burben Investments dba SportClips Haircuts**

**Before the Senate Government Oversight & Reform Committee**

**On Tuesday, December 12, 2017**

Chairman Coley, Vice Chair Uecker, Ranking Member Schiavoni, and distinguished members of the Senate Government Accountability & Reform Committee. My name is Scott Burandt, and my wife and I are the owners of 13 Sport Clips Haircuts locations in Cincinnati and Dayton, OH. I want to express my support for the cosmetology reforms contained in SB 129.

* The recent closings of cosmetology schools will lead to less trained cosmetologists and harm our ability to effectively service our clients. This year, my wife and I expanded our business from 11 to 13 locations. The two new locations are in key markets in Kettering and Beavercreek, OH. While both locations hold potential for growth, we are extremely concerned about our ability to recruit and hire qualified team members. This concern is due to the recent closings of local cosmetology schools, both in Dayton and Cincinnati.
* In 2007, my wife and I opened our first Sport Clips location in Blue Ash, OH. Risking our financial security to become new business owners allowed us to avoid moving out of state to seek other employment, as my full-time position in sales was likely to be eliminated. We wanted to stay in Cincinnati, raise our four children here, and grow our new business in an area that we love. After five years of working full-time in sales to support our Sport Clips locations, my employer terminated my position. Fortunately, by this time, our Sport Clips’ were able to support us. Today, our business continues to grow, and we are proud to employ over 120 team members who earn reputable incomes and are provided with company paid healthcare and a matching 401k program. Despite this growth, we are convinced that hiring one more person in each location could grow our business an additional 10% or more. Unfortunately, this is more and more challenging as the pool of qualified cosmetologists seems smaller and smaller.
* We support SB 129 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. In our own state, high schools require 1,125 hours of training, while private schools are required to train for 1,500 hours. Yet, we have not seen a difference in team members from either of these types of schools. Allowing future cosmetologists to engage in practical experience faster while lowering their debt will lead to a larger pool of qualified candidates.
  + 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.

Thank you for the opportunity to provide proponent testimony on SB 129 to the committee. I understand this hearing is the last opportunity for SB 129 to be discussed before the holidays. I urge your favorable action on the bill in early 2018.