

# Senate Executive Departments and Administration Committee

*Kevin Condict 271-7875*

**SB 194-FN**, relative to qualifications for cosmetologists and relative to membership on the board of barbering, cosmetology, and esthetics.

**Hearing Date:** February 5, 2025

**Time Opened:** 12:16 p.m.

**Time Closed:** 12:50 p.m.

**Members of the Committee Present:** Senators Pearl, McGough, Gannon, Altschiller and Reardon

**Members of the Committee Absent :** None

**Bill Analysis:** This bill reduces the amount of hours of training in a school of cosmetology required for a person to be issued a cosmetologist's license.

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**Sponsors:**

Sen. Watters

Sen. Sullivan

Sen. Innis

Rep. Cornell

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**Who supports the bill:** Sen. David Watters (SD 4), Melissa Hope, Kristen Twomey, Carly Kalway, Ava Buerrette, Pretty Bunche, Olivia Adams, Kelsey Lessard, Hannah Mitsiaris, Liz Costello, Aaliyah Lafleur, Molly MacDougall, Sophia Edgecomb, Janet Lucas, Daniel Richardson, and Sarah Scott (AFPNH).

**Who opposes the bill:** Matt Lambert, Tara Melillo, Peter Muccia, Danielle Boisvert, Sarah Joe, Jeanne Chappell, Philip Joe, Donna Woodsom, and Lisa Hopkins.

**Who is neutral on the bill:** Nik Frye (OPLC).

**Summary of testimony presented:**

**Senator David Watters, Senate District 4**

- Sen. Watters introduced Senate Bill 194-FN.
- Sen. Watters said the bill changes two things. It reduces the minimum number of training hour from 1,500 to 1,200 and it adds a member to the Board of Barbering, Cosmetology, and Esthetics to represent the regional Career and Technical Center (CTE). The new board member will be appointed by the Commissioner of the Department of Education.

- Sen. Watters explained that the bill was brought to him by CTE cosmetology programs and by practitioners.
- Sen. Watters said that CTE programs provide great instruction for hundreds of people who want to enter the field.
- Sen. Watters stated that Vermont has no set number of hours, just a requirement that someone graduate from an approved program. Massachusetts, Connecticut, and Rhode Island have a 1,000-hour requirement. Maine has a 1,500-hour requirement. He noted that many of the largest states in the country have a 1,000-hour requirement.
- Sen. Watters pointed to RSA 313-A:11, which outlines the qualifications for cosmetologists. He noted there are many qualifications. He said that regardless of which route someone takes to meet those qualifications, they must also pass an examination.
- Sen. Watters said there is already an appeal for exception to the educational and practice requirements. He said the move from 1,500 to 1,200 hours is reasonable. He said 1,200 hours provides excellent training.
- Sen. Watters stated that it is appropriate to add the additional member to the Board because of the great scale of the CTE programs.
- Sen. Watters lauded the CTE programs of New Hampshire.
- Sen. Watters noted that Americans For Prosperity New Hampshire (AFPNH) support this bill as a reasonable way of reducing some regulatory requirements.
- Sen. McGough asked what would get cut out of programs with the reduction of 300 required hours.
  - o Sen. Watters said that the majority of states say that 1,000 hours works. He reiterated that New Hampshire has a required test at the end of training.

### **Matt Lambert, Empire Beauty School**

- Mr. Lambert explained that he is the general manager of Empire Beauty Schools. He said that his school's focus is making graduates successful. He said that they must pass a state board exam, but there is a lot more than just passing the exam.
- Mr. Lambert said that in Massachusetts he would have employees who passed the state exam but had less hours. He said the lack of hours was a lack of repetition which led to a lack of confidence and safety in a lot of aspects.
- Mr. Lambert said they have a curriculum to be proud of. He said that most of the country still has a 1,500-hour requirement.
- Mr. Lambert stated his opposition to the bill.
- Mr. Lambert said that many alumni feel that they still have a lot to learn after 1,500 hours.
- Mr. Lambert said post-secondary schools and CTE programs would cut different things.
- Mr. Lambert said he would be concerned about safety, confidence, and skills.

### **Peter Muccia, Paul Mitchell the School-Portsmouth**

- Mr. Muccia said that everyone, regardless of the outcome of the bill, just wants to see students succeed.
- Mr. Muccia said they have a requirement to ensure they are putting out the proper individuals who are ready and feel confident in the industry.
- Mr. Muccia said that the State has trusted the post-secondary schools to be the stewards of cosmetology education for years. He said that post-secondary schools know the effects of good or bad CTE programs. He said that the CTE programs in New Hampshire are better than in a lot of other states.
- Mr. Muccia said that the CTE centers cannot provide the opportunity to everyone, which is where the post-secondary schools come in.
- Mr. Muccia voiced his concern about how post-secondary schools are going to transition to a new curriculum.
- Mr. Muccia asked the Committee not to devalue what cosmetologists do. He said that a reduction to the hour requirement may lead to further reductions of that requirement.
- Mr. Muccia reiterated that the only concern is that students are prepared and successful. He said that cosmetologists should be considered in the decision-making process.

### **Tara Melillo, Empire Beauty School**

- Ms. Melillo said she is proud of the curriculum they have developed.
- Ms. Melillo said that social anxiety is one of the biggest challenges they have in helping students become successful.
- Ms. Melillo said that safety and sanitation are concerns if the hour requirement is lowered, but one of the most helpful parts of the 1,500 hours is developing guest services. She stressed the value of being able to talk and having customers believe in them. She stated that those skills come from practice and being immersed in the environment.

### **Danielle Boisvert, Empire Beauty School**

- Ms. Boisvert stated that the state board exam is a small scope of the things that cosmetologists will encounter in the industry.
- Ms. Boisvert explained that the cosmetology industry was held to a high standard during the pandemic. She said that their professionals were able to implement safety standards with confidence. She stated her fear that cutting down the hour requirement would undermine that.
- Ms. Boisvert said that today's learner is different than they used to be. She said technology has become more involved and everyone learns differently. She said

they work to create an inclusive environment and said that a reduction of education hours could be detrimental to long-term success.

### **Carly Kalway, Cosmetology Student**

- Ms. Kalway explained that she is a “sending student” at the Dover CTE. She is a student at Spaulding High School who commutes to attend the cosmetology program at Dover High School.
- Ms. Kalway stated that this bill would make it easier for her to get a cosmetology license.
- Ms. Kalway explained that Dover HS and Spaulding HS have different early release days and workshop schedules. She said that affects her and other traveling students.
- Ms. Kalway said she wants to go into the industry immediately after graduating high school.
- Sen. Altschiller asked for an explanation of earning and logging education hours.
  - o Ms. Kalway said that she can only earn hours when she goes to Dover.

### **Melissa Hope and Kristen Twomey, NHCTC Education**

- Ms. Twomey said that when she earned her cosmetology license it was after 1,000 hours of education in New York.
- Ms. Hope explained that a portion of the cosmetology curriculum was deregulated. She said that the portion of the curriculum was roughly 300 hours of education. She said that cosmetology students are still being held to the old standard, and that they should have the opportunity of a new hour requirement. She said she wants that deregulated portion to be reflected in the hour requirement.
- Ms. Hope said that this is an opportunity to make things more attainable in the workforce. She said that there will be more cosmetologists in New Hampshire, which is a good thing.
- Ms. Hope said that many states successfully operate a 1,200-hour program.
- Ms. Twomey said that this bill would eliminate unnecessary repetition. She said she has heard post-secondary students state their belief that they are “just making money for the company” when working at the post-secondary schools. She explained that those students take clients. She recognized that a student clinic is required but does not believe that it needs to be such a lengthy process. She stated that new cosmetologists need polishing and growth when joining the industry, which is not different from any other profession.
- Ms. Twomey said that the reduction of hours seems fair and that it will help New Hampshire stay competitive with other states.
- Sen. Pearl asked if they were both confident that students would still come out of their education ready to work.
  - o Ms. Hope and Ms. Twomey both said that they were confident.

- Sen. Altschiller asked about the requirements in Vermont and Maine.
  - o Ms. Hope said that Vermont does not have an hour requirement and that Maine's requirement is 1,500 hours. She said that Maine would most likely follow New Hampshire's lead on this because of reciprocity.

**Nik Frye and Deeana Jurius, Office of Professional Licensure and Certification**

- Sen. Pearl asked if the Board of Cosmetology, Barbering, and Esthetics is an advisory board.
  - o Mr. Frye said it is a statutory board.
- Sen. Pearl voiced concerns about an even number of people on a board. He asked if they had any concerns.
  - o Ms. Jurius stated that the idea of a board is to ensure, set, and implement standards.
  - o Ms. Jurius said that the appointment coming from the Commissioner of the Department of Education would be a deviation from what is traditionally done.

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Date Hearing Report completed: February 7, 2025