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COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF STATE
BUREAU OF PROFESSIONAL AND OCCUPATIONAL AFFAIRS

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IN RE: BOARD MEETNG REQUESTED
QUESTIONS AND COMMENTS -
APPOINTMENT - GREGORY ILLSON - HOUSE BILL 553

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MEETING OF:

STATE BOARD OF COSMETOLOGY

TIME: 9:25 A.M.

BOARD ROOM C

One Penn Center

2601 North Third Street

Harrisburg, Pennsylvania 17110

State Board of Cosmetology
September 10, 2018

BOARD MEMBERS:

- Ian J. Harlow, Commissioner of Professional and Occupational Affairs - Absent
- Stephen A. Wallin, Teacher, Professional Member, Chair
- James Farrell, Public Member, Vice Chair
- Deborah S. Neatock, Professional Member, Secretary
- Elisa Gonzalez, Professional Member
- Kristal L. Ferron, Consumer Protection Member
- Addrean Hahn, Professional Member
- Carolyn R. Folk, Professional Member
- Tammy Y. O'Neill, Professional Member
- Tracy E. Bruno, Professional Member
- Felicia Brown-Haywood, Professional Member

BUREAU PERSONNEL:

- Shana M. Walter, Esquire, Board Counsel
- Glenn P. Masser, Esquire, Board Prosecution Liaison
- Thomas Blackburn, Esquire, Senior Counsel-in-Charge
- Caroline A. Bailey, Esquire, Board Prosecutor
- Angela B. Lucci, Esquire, Board Prosecutor
- Kelly I. Diller, Board Administrator

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State Board of Cosmetology
September 10, 2018 (Continued)

ALSO PRESENT:

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- Katie Brownawell, Nail Tech, DeRielle Cosmetology Academy
- Hannah Vaccaro, Esthetician, DeRielle Cosmetology Academy
- Tami Obremski, Salon Owner
- Kim Smith, Nail Tech, DeRielle Cosmetology Academy
- Amber Drumheller, Cosmetologist, DeRielle Cosmetology Academy
- Taylor Paul, Cosmetologist, DeRielle Cosmetology Academy
- Sarah Stimpel, Cosmetologist, DeRielle Cosmetology Academy
- Robert Brenner, Cosmetologist, DeRielle Cosmetology Academy
- Hillary Karge, Cosmetologist, DeRielle Cosmetology Academy
- Hannah Slick, Esthetician, DeRielle Cosmetology Academy
- Mike Gent, Curriculum Coordinator, PA Department of Corrections
- Gary Bellucci, PA State Business Network
- Gregory Illson, Independent

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2 State Board of Cosmetology

3 September 10, 2018

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5 The regularly scheduled meeting of the State
6 Board of Cosmetology was held on Monday, September
7 10, 2018. Stephen A. Wallin, Teacher, Professional
8 Member, Chairman, called the meeting to order at
9 9:05 a.m.

10 ***

11 Appointment

12 [Gregory Illson, entrepreneur from the Pittsburgh
13 area, requested feedback from the Board with regard to
14 House Bill 553 as it applies to mobile salons.

15 Mr. Illson summarized his business plan for a
16 mobile salon that would focus mainly on men's
17 haircutting.]

18 BEGIN REQUESTED QUESTIONS AND COMMENTS:

19 CHAIRMAN: Would you like to define
20 mobile salons and what your business plan is?

21 MR. ILLSON: Certainly. Currently the
22 House Bill has a requirement for a 24-foot, self-
23 contained vehicle. I would be looking at a self-
24 contained vehicle but probably intend for it to be
25 less than 24 feet in length. My concept is to have

1 something roughly the size of your standard food
2 truck or box truck and provide services both
3 downtown throughout the day in the City of
4 Pittsburgh as well as hopefully other cities
5 throughout the state.

6 And then also taking these salons and
7 making them available for people in more social
8 scenarios and settings towards the evening hours as
9 a way to sort of support communities that tend to be
10 more busy from their regular professional day, not
11 only supporting the customer base but also
12 supporting aestheticians and cosmetologists who
13 would be looking to get additional hours to work in
14 other venues and work in more prime locations
15 eventually.

16 CHAIRMAN: Okay. Just to make sure
17 that you're not in trouble at this point, currently
18 the way the law is set up is that - currently, the
19 way the law is set up is a person that's working has
20 to be working with a beauty salon, your appointment
21 book has to be in the beauty salon. That's their
22 central location, and they go out and do services
23 from there. I'm not saying whether your business
24 plan is right or wrong or good or back. I'm just
25 saying I want to make sure that you're not doing

1 something now that's going to cook your goose.

2 Are there any questions from the
3 Board? This seems to be something that could create
4 a tremendous amount of time for us in the future.

5 Any questions? I'm going to open this
6 up to the floor then. Is there anybody out in our
7 guests that may have an attitude, opinion, or a
8 question for the Board concerning this?

9 Okay.

10 BOARD MEMBER: Is this going to run in
11 like how we have one stylist in so many square feet?
12 Like how is this going to be - like I need a
13 picture.

14 Can you paint me a picture of how this
15 is going to look if we walk in as an inspector?

16 MR. ILLSON: I'm not too familiar
17 walking in as an inspector, but I can tell you that
18 these services are available in 27 other states
19 currently for mobile units. They run everything
20 from full-size RVs and trailers down to trader vans.
21 They are, you know, fully compliant with their
22 different state laws. They have all facilities that
23 you do require. And I would intend to pretty much
24 have the same thing, just by simply - it would just
25 be on a smaller scale for more simple services.

1 I probably wouldn't be looking to do
2 things like hair colorings and things like that, but
3 I would have, you know, hot water for rinses and
4 washes and everything like that, as well as many
5 other services available. So I don't think there
6 would be anything that an inspector would find that
7 would be out of place for a mobile salon.

8 BOARD MEMBER: So basically you're
9 just thinking about doing haircuts? Would it be
10 men?

11 MR. ILLSON: Focusing mostly on
12 haircuts, yes. It would predominantly probably gear
13 to the male community, but it would be open for all,
14 yes.

15 BOARD MEMBER: Where would your
16 permanent residence be at?

17 MR. ILLSON: So that's still - and
18 that's where I'm looking for input from this Board.
19 That is certainly a point of flexibility for me. I
20 don't necessarily - the House Bill 553 would state
21 that - would change the stipulations of law that you
22 no longer need a permanent address for it. It would
23 be defined as a mobile unit. But I would try and
24 have say a permanent base of operations to park the
25 truck and to provide any kind address like that.

1 BOARD MEMBER: Would you be connected
2 with a salon?

3 MR. ILLSON: I would try to be an
4 independent salon, yes. I would no longer be
5 connected to another business, no. This would be
6 fully independent and operating. And my intent
7 would be to have more than one truck in a city such
8 as Pittsburgh and then eventually looking
9 potentially to franchise the business out to
10 multiple cities throughout Pennsylvania and
11 potentially throughout the northeast area.

12 BOARD MEMBER: Right now for any salon
13 there's the square footage. So in order to
14 establish that, you have to be within that certain
15 footage. Would the truck meet the square footage?

16 MR. ILLSON: It would not currently.
17 But again, working with the State and House Bill
18 553, we would look to try and redefine that to make
19 it that it would be compliant hopefully with a
20 smaller square footage requirement. As of right
21 now, the Bill does have a 24-foot vehicle
22 requirement, but I know, you know, not many other
23 states have a requirement certainly to that extent.

24 BOARD MEMBER: Someone said something
25 about 24 square feet in length. We can do that, 24

1 feet in length?

2 MR. ILLSON: Not at the moment. This
3 is what the House Bill currently has in it. The
4 Bill is written, and it's pending in the legislature
5 right now. But it's not currently active. I'm
6 trying to reinvigorate the attention to the Bill and
7 trying to get it moving again to the House and
8 hopefully with a slightly different amendment for
9 length.

10 CHAIRMAN: I would recommend that we
11 as a Board each get a copy of House Bill 553, so we
12 have an opportunity to look at it. It's somewhat
13 difficult to comment on, because what you're asking
14 is outside of the scope of what we do right now.

15 MR. ILLSON: I'm aware of that, and
16 that's why I came here. The simple fact is that it
17 really is just defining the mobile unit as a self-
18 contained, fully enclosed vehicle that would be 24
19 feet in length that would operate as a fully
20 licensed salon per view of your Board and all the
21 laws.

22 CHAIRMAN: We have so many different -
23 this touches so many things. I hate to get back
24 into bathrooms again. But we've got that, and
25 you're talking about primarily cutting men's hair.

1 And the title of your endeavor of - what was it?
2 Blades of Steel.

3 MR. ILLSON: Blades of Steel is the
4 working title.

5 CHAIRMAN: It seems to be somewhat of
6 a male title. But this really could tend to open
7 the door to people that want to do other services
8 besides just cutting men's hair. And we have to
9 look at everything. So I think probably our next
10 step would be to take a look at 553 and see what
11 this Board thinks is good or bad about it.

12 MR. ILLSON: That would be one part I
13 would love to hear.

14 CHAIRMAN: I would imagine that our
15 State Representatives would ask us possibly.

16 MR. ILLSON: I'd be more than happy -
17 Representative Gainey is my personal representative
18 from Pittsburgh, and he is a co-sponsor on the
19 legislation. So I'd be more than happy to have him
20 -.

21 CHAIRMAN: Okay. Thank you. Are
22 there any additional questions for Mr. Illson?

23 BOARD MEMBER: Our Board is primarily
24 focused on the safety and sanitation of our customer
25 base. I would be really interested in finding out

1 more information about how to be ADA compliant with
2 having a customer getting onboard your vehicle. And
3 the second part of is also making sure that - if I
4 could see some kind of a business model or just
5 something conceptual I think it would help me
6 understand.

7 MR. ILLSON: I will be glad to. I
8 have my business card with me, and I'll be glad to
9 make myself available to show you any of those
10 examples.

11 BOARD MEMBER: You're saying you're
12 going to mainly deal with men and haircutting. But
13 when it arises that one of your gentlemen want color
14 or want waxing, how are you going to address that
15 considering you will be full service?

16 MR. ILLSON: I mean, I would like to
17 be approved for full service, but it wouldn't
18 necessarily be the services that I would be
19 intending to provide. So I would not have them
20 available as part of the simple services from the
21 salon. I probably would not even carry any the
22 products that handle that.

23 The goal is to be all hair services
24 that would be probably 15 to 20 minutes in length at
25 most, providing more towards services to the busy

1 professional or busy family person who just needs
2 simple services, nothing that would replace a full
3 salon, but simple additional service for when they
4 aren't available to get to.

5 AUDIENCE MEMBER: With that type of
6 format would there be requirements, which you guys
7 don't know - would there be requirements for where
8 they park? And would that come from the city?
9 Would there be a requirement for them to not park in
10 front of your operating salon? Those would be
11 things that - actually there is a requirement that
12 we never go out and - what is the - anyway,
13 requiring 100 feet between the salons or any
14 operating salon. There should be a respectful
15 requirement for salon owners that are trying to
16 solicit their services legally. So I would think
17 that would be something to bring up concerning where
18 they would park if this does come through, you know,
19 like other things that come through, and how it
20 would affect other businesses.

21 COUNSEL: I think that's something
22 that the legislature would look at when they were
23 determining whether or not to pass a bill in a
24 particular form. And if a bill did get passed, and
25 the Board would look at promulgating regulations to

1 address safety issues and sanitation issues after
2 the bill would be passed.

3 CHAIRMAN: Normally our considerations
4 have the safety and health of the citizens of the
5 Commonwealth. In this case, we have to be concerned
6 about the health and safety of our operators,
7 because if you can have some fight words out there.
8 If you parked in front of somebody else's beauty
9 salon, I can imagine that truck might not make it
10 far after that.

11 Okay. Are there any additional
12 comments or questions for Gregory Illson?

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14 WHEREUPON, HOUSE BILL 553 WAS READ OUTLOUD FOR THE
15 RECORD.

16 ***

17 CHAIRMAN: Thank you.

18 BOARD MEMBER: How could they be
19 inspected if they're always parked somewhere
20 different?

21 CHAIRMAN: I think we would like to
22 pass some reservations to the House of
23 Representatives asking for feedback or input, like
24 maybe we should have a little bit of input into
25 this, because it is - the beauty of its simplicity

1 is also possibly -.

2 AUDIENCE MEMBER: My question would
3 be, how could you possibly conduct an inspection on
4 a moving target? Just to enforce the law on another
5 target like this could be very, very difficult. I
6 personally don't care, but I think it's just -.

7 MR. ILLSON: Obviously, the goal of
8 the truck would be to be perfectly visible to all of
9 our customers and the Board. So for inspections, it
10 would be very easy to locate the truck. We're
11 planning on being online through a web-based app to
12 be constantly able to locate all of our trucks for
13 any type of request, be it an inspection.

14 CHAIRMAN: Thank you for considering
15 the fact that the State of Pennsylvania, our
16 inspectors are technology up with probably you on
17 social media and other things. But that might be
18 another question that has to be brought up.

19 Are there any additional comments or
20 questions?

21 AUDIENCE MEMBER: If you had a
22 stationary salon and then had a mobile unit that was
23 set up in the same place at all times, would that be
24 legal in that aspect?

25 COUNSEL: The Board can't give you an

1 advisory opinion on what may or may not be legal
2 with that specific situation. But you can check the
3 Act and the regulations and see what would be okay.

4 AUDIENCE MEMBER: So when the
5 cosmetologist becomes licensed, do they have to
6 operate from a salon or are they able to just freely
7 go house to house or, you know, venue to venue?

8 COUNSEL: Again, the Board can't give
9 you a legal opinion, but the regulations have
10 specific sections regarding providing services
11 outside of a salon. And I would direct you to look
12 at those.

13 AUDIENCE MEMBER: So people that do
14 hair at their house or that don't have a license for
15 a particular salon, that is illegal?

16 COUNSEL: Pursuant to the regulations,
17 the practice of cosmetology for compensation is to
18 be within a licensed salon. And then there are
19 regulations regarding providing services outside of
20 the salon.

21 AUDIENCE MEMBER: And if somebody is
22 running a very profitable business in their house,
23 but aren't - they're licensed but they don't have a
24 salon - they're kind of going everywhere, that is
25 illegal?

1 COUNSEL: I would recommend that you
2 look at the regulations. And if there is one
3 particular place that you're concerned about or
4 someone has a concern about, you can certainly make
5 a report on our website regarding this particular
6 place.

7 But the inspectors, you know, they do
8 what they can, but a lot of information they receive
9 is from complaints. So if it's happening, a
10 complaint should be made. And then the inspectors
11 will do their job and investigate the reports.

12 REQUESTED QUESTIONS AND COMMENTS.

13 ***

14 CERTIFICATE

15
16 I hereby certify that the foregoing questions and
17 comments were reported by me and that I, Adam Beck,
18 read this transcript, and that I attest that this
19 transcript is a true and accurate record of this
20 excerpt of the State Board of Cosmetology meeting.

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Adam Beck, Court Reporter