

# Cosmetology/Barber Meeting

July 15, 2025

Seven Springs Mountain Resort

# ***Thank you to our Sponsors***

- Milady/Cengage
  - Beauty Schools Marketing Group
  - Oozle Media
  - MUD – Makeup Designory
  - Cosmebeautica
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- Each sponsor will be making a brief presentation during the meeting. Please take the time to speak with our sponsors. They all offer many options to assist schools and students with their success. Feel free to sit with them during lunch.

# ***Agenda***

- Federal Updates – Time allows a brief overview. For detailed information, please register for the conference.
- Litigation Updates
- State Updates
  - Pennsylvania
  - New Jersey
  - Maryland
  - Delaware
  - West Virginia

# ***Special Item***

- We have included NACCAS most common limitations/findings.
  - Annual report errors
  - Advisory board not being asked to comment on average of student grades (theory/practical) and attendance of students enrolled in each program and other required items
  - Not maintaining the correct types of documentation for instructors or documentation has errors or missing information
  - School not following the policy it set for written performance evaluations for instructors
  - Advertising not conforming to NACCAS standards
  - Not accurately implementing admissions policies and requirements

# ***NACCAS -Continued***

- Catalog does not conform to the catalog checklist
- Not following all enrollment agreement guidelines, fully executed BEFORE starting class, copy provided to student, copy maintained by the school
- Offering or advertising unapproved programs as approved
- LOA policy does not follow NACCAS standards and schools not following their own policy
- Schools not getting distance education approved
- Refund policies published in catalog and enrollment agreement do not match or missing information or contradictory information, not monitoring for unofficial withdraws at least every 30 days
- Calculating refunds incorrectly or charging a student current prices rather than what is on the contract

# ***Big Beautiful Bill – What happened***

- What is in it.
- GE – House bill eliminated it. Senate version changed it but less than degree programs are not included. Our schools are still stuck with the Biden era GE regulations as of today. (Senate version is referenced as “do no harm”.) Deadlines 9/30 and 10/1.
- BDR – Delays Biden expansion of BDR regulation for 10 years restoring regulation from previous Trump Administration.
- 90/10 – House bill eliminates it. Senate version does not. However, the preamble has been re-written, and schools have more options of what can be included in the 10.
- Title IX – Reverts back to previous Trump administration version (Remember to do your Title IX training. MAACS will be offering this via webinar in the future.)

# ***Big Beautiful Bill - Continued***

- Plus Loans - These are capped at 20K per student per year for undergraduates.
- Prorate loans – Set lower limits for part-time students which aligns with how the Pell grant is distributed. Still working on more clarification for this.
- Schools are now permitted to set lower loan limits as long as they do so consistently within programs.
- Simplify loan repayment for new borrowers.
- Streamline income-driven repayment for existing borrowers.
- Streamline deferments. Limit forbearances.
- Allows borrowers to rehabilitate defaulted loans twice instead of once.
- Delay Biden expansion of Closed School Discharge regulation for 10 years restoring regulation from the previous Trump Administration.

# ***Big Beautiful Bill- Continued***

- Workforce Pell - While this seems very exciting you must be aware of the rules. Beginning with award year July 1, 2026, expands eligibility for Pell grants to students enrolled in short term programs (150 to 599) high quality, high-demand, workforce aligned programs. Schools will have to achieve 70% completion rates and 70% job placement rates to maintain eligibility. Limited to accredited institutions. Programs must be at least 8 weeks and no longer than 15 weeks. Earnings will also have certain achievable rates. You need to submit an application if you want your school to participate. More to come.
- Limiting Pell eligibility – If a student has a full scholarship for cost of attendance, they are not permitted to receive Pell.



# ***Let's Talk About Tips***

- The Senate's new bill includes No Tax on Tips and now includes the FICA tip tax credit for salons, spas and barbershops.(HUGE WIN)

# ***Litigation Overview***

- Gainful Employment - In a surprise, USDE seems to be defending the Biden era version of GE (If nothing is resolved prior to the current deadline of September 30 and the next deadline of October 1, schools should be prepared to report data.)
- Bare Minimum Rule or 150% Rule – Case has been stayed through July 21, 2025

# ***Let's Talk About Default***

- USDE has actively started to collect payments after years long delay in repayment.
- Many students incorrectly believe their loans have been forgiven.
- USDE has told schools to actively work with their graduates to ensure payment.
- If schools do not have a default management plan or company, do this now.
- MAACS will be offering a webinar in the future to assist schools.

## ***For more information:***

- If you would like more detailed information concerning any of the federal issues and litigation reviewed today, these will be covered in detail during the MAACS conference. If you have not registered, you may want to consider doing so.

# ***Pennsylvania Updates***

- **House Bill 87** – Legislation proposed to allow salon owners with 10 years of experience to teach apprentices in their salon. Table on May 6. MAACS is in discussion with the legislator who introduced the bill. MAACS has opposed this. The legislator is asking if we have any alternatives to suggest. She is open to that.
- **House Bill 58** – Legislation proposed to require the Department of State to expedite salon change location application approvals. No movement since January 14. In House Professional Licensure Committee. MAACS supports this.
- **House Bill 59** – Legislation proposed to require state inspectors to be licensed cosmetologists for at least 5 years. No movement since January 14. In House Professional Licensure Committee. MAACS does not supports this.
- **House Bill 61** – Legislation proposes to allow the use of blades by estheticians. No movement since January 14. In House Professional Licensure Committee. MAACS does not supports this.

# ***Pennsylvania - Continued***

- **House Bill 365** – Legislation proposes to have Pennsylvania enter the “Interstate Cosmetology Compact” to provide more license portability across state lines. We have the Shapiro Administration support as long as we push the effective date to Fall of 2026. MAACS has been instrumental in moving this forward.
- **Senate Bill 331** – This is the companion bill to the above. Legislation proposes to have Pennsylvania enter the “Interstate Cosmetology Compact” to provide more license portability across state lines. (need status) MAACS has been instrumental in moving this forward.
- **House Bill 644** – Legislation proposed to end current prohibition of booth rental in salons and spas. There has been no movement since February. It is in Professional Licensure Committee. MAACS does not support this.
- **House Bill 1082** – Legislation proposed to allow licensees to work in mobile salons. There has been no movement since April. MAACS has not taken a position on this. It is in Professional Licensure Committee.

# Pennsylvania - Continued

- **House Bill 1627** – Legislation to change the current “Pilot Program” available for CTC’s with cosmetology programs and make them permanent. MAACS is opposed to this due to the many issues with the structure of the program and the fact they have no outcomes data to determine if the program is effective or not. This passed the House on June 26.
- **House Bill 1626** – This is the same legislation as House Bill 1627 only for CTC’s with barber programs. The bill passed the House on June 26. MAACS opposes this for the same reasons as above.
- **Senate Bill 877 and 878** – These are the companion bills to HB1627 and HB1626
- **House Bill 1083** – This bill amends the Barbers’ License Law to update definitions and regulations related to barber shops with a specific focus on mobile barber units. There has been no action since April 2025. The bill is in committee.
- **Act 66 of 2024** – Governor Shapiro signed this into law in July of 2024 with an effective date of September 2024 allows licensed barbers-in addition to manager-barbers to become a barbering teacher. It lowers the minimum age to take the barber teacher’s exam from 23 to 18 and lowers the teacher training hours from 1250 to 500.

# ***Pennsylvania - Continued***

- **House Bill 1646** – A bill was introduced to keep the Board of Barbering Examiners operating smoothly. The board has had difficulty reaching a quorum of six board members required in current law. This has prevented the Board from completing needed work. This bill requires a majority of the board vote. At least 19 other boards under the Department of State have this same requirement rather than a quorum.



# Pennsylvania - Other

- Schools should be prepared to see new licensing software in 2026. For several years the state has said PALS will be updated/replaced. It looks like 2026 will be the year.
- Pennsylvania no longer requires a license for Natural Hair Braiding or to have a Natural Hair Braiding salon. NOTE: This is dependent on the Natural Hair Braider and salon not engaging in any other practices or constitute anything under the Cosmetology license.

# ***New Jersey Updates***

- **A882** – Requires cosmetology and hairstyling licensees to complete domestic violence sensitivity and response training. Referred to Assembly Regulated Professions Committee in January of 2024.
- **A1138** – Allows issuance of temporary permits to applicants seeking licensure as teachers from New Jersey State Board of Cosmetology & Hairstyling. Referred to Assembly Regulated Professions Committee in January of 2024.
- **A1627** – Allows New Jersey State Board of Cosmetology & Hairstyling to conduct examinations at schools during public health emergency. Referred to Assembly Regulated Professions Committee in January of 2024.
- **A1628/S2430** – Allows for those holding a limited license such as Esthetics or Nail Technology to become a specialty licensed teacher. Received in Senate and referred to senate Commerce Committee in May of 2024.
- **A1925/S3627** – Modifies languages that examinations are to be conducted in for applicants seeking a professional license issued by the New Jersey State Board. Received in Senate and referred to senate Commerce Committee in September of 2024.

# ***New Jersey - Continued***

- **A1926** – Provides option for individuals to satisfy requirements for licensure as manicurist through apprenticeship. Reported out of committee, referred to Assembly Labor Committee in February of 2024
- **A1929/S3630** – Clarifies that law concerning requirements for closure of private career school applies to certain schools licensed by New Jersey State Board. Received in Senate and referred to Senate Commerce Committee in February of 2025.
- **A2361/S1480** – Requires calculation of national average time needed to approve applications for initial credential in profession or occupation and use of average time as standard in New Jersey. Introduced and referred to Assembly Labor Committee in January of 2024.
- **A2903/S691** – Concerns licensure of persons rendering barbering services in another state or foreign country. Received in Senate without committee reference, 2<sup>nd</sup> reading in Senate as of May 2024.

# ***New Jersey - Continued***

- **A3414/S2245** – Modifies regulation of student permits by New Jersey State Board and establishes oversight of individuals seeking employment as shampoo technicians. Signed by the Governor February 2025.
- **A3673** – Permits cosmetology and hairstyling students with at least 60 hours of course instruction to receive a student permit to wash hair. Introduced and referred to Assembly Regulated Professions Committee in February 2024.
- **A3882/S2495** – Requires training of cosmetologist, hairstylists, beauticians, barbers and hair braiders to include working on textured hair. Reported out of committee; referred to Assembly Regulated Professions Committee in June 2025.
- **A3891/S1810** – Creates new level of barbering license and apprenticeships in barbering and establishes limits to hours of instruction for certain barber training. Received in Senate and referred to Senate Conference Committee in May of 2024.

# ***New Jersey - Continued***

- **A3987/S2967** – Establishes optional special needs training program for professional and shop licensees of New Jersey State Board. Introduced and referred to Assembly Regulated Professions Committee in March of 2024.
- **A4316/S688** – Allows teaching experience to be considered for out-of-State individuals seeking licensure from New Jersey State Board. Introduced and referred to Assembly Regulated Professions Committee in May of 2024.
- **A4331** – Establishes licensure for cosmetic retail sales. It was scheduled for Senate vote on 6/30.
- **A4587/S3451** – Increases hours required for individual to obtain licensure as teacher in cosmetology and hairstyling or as a massage and bodywork therapist. Signed by the Governor on July 10, 2024.
- **A5668/S2329** – Revises membership of New Jersey State Board. Introduced and referred to Assembly Regulated Professions Committee in May of 2025.

# ***New Jersey – Continued***

- **S424** – Prohibits institutions of higher education and certain proprietary institutions from withholding transcripts due to an outstanding student account balance; establishes penalties for non-compliance. Introduced and referred to Senate Higher Education Committee in January 2024. (Federal regulation already prohibits this.)
- **S2684** – Regulates individuals seeking employment as shampoo technicians. Introduced and referred to Senate Commerce Committee in January of 2024.
- **S3741** – Excludes tips from gross income tax. Introduced and referred to Senate Labor Committee in October of 2024.
- **S3766** – Enters New Jersey in Cosmetology Licensure Compact. Introduces and referred to Senate Commerce Committee in October of 2024.
- **S4477** – Bans carcinogens, reproductive toxicants, flame resistant chemicals and volatile organic compounds from certain hair products. Reported out of committee, 2<sup>nd</sup> reading in the Senate in June of 2025.

# ***Maryland Updates***

- **House Bill 1223** – Licensing – Eyelash Extensions – This bill establishes a new limited license for eyelash extension services with the Maryland State Board of Cosmetology’s regulatory framework. The new licensing category will become effective October 1, 2025, providing a structural pathway for professionals to legally provide specialized eyelash extension services in Maryland.
- **Senate Bill 617** – This is the companion bill to HB 1223 above.
- **House Bill 1547** – Domestic Violence Awareness Training – The bill requires mandated domestic violence awareness training as a condition for obtaining and renewing licenses for barbers, cosmetologists, estheticians, hairstylists and nail technicians. Starting January 1, 2026, licenses must complete a one-hour training program either in-person or virtually. Maryland Department of Labor is responsible for approving the training programs.

# ***Maryland - Continued***

- **Senate Bill 738** – Frederick County- Beer and Wine License Alterations – This bill modifies the existing alcoholic beverage licensing regulations specifically for barbershops and beauty salons in Frederick County, Maryland. Under the new law, barbershops and beauty salons with a special beer and wine license can service up to 6.5 ounces of wine and 12 ounces of beer during normal business hours, but not later than 9:00 pm. (The previous amount was 5 ounces.) This bill took effect on July 1, 2025.



# ***West Virginia Updates***

- **House Bill 2941** – The purpose of the bill is to establish the Interstate Cosmetology Licensure Compact. The last action was in February of 2025, and the bill is now dead.
- **Senate Bill 369** – This bill authorizes the Board of Barbers and Cosmetologists to promulgate legislative rules as needed. The bill passed on 4/29/2025
- **Senate Bill 376** – This bill is formally approving the board's updated regulatory guidelines for those governed by the Board of Barbers and Cosmetologists. The last action was February of 2025, and the bill is now dead.

# ***Delaware/Washington DC Updates***

- We have not been made aware of any legislative activity in Delaware or DC affecting Cosmetology and/or Barbering.

# ***Other Discussion Items/Questions?***

- This is your chance to bring up any items you think need to be discussed or any additional questions that have not been answered.

# ***What You Can Do***

- Invite your state and federal legislators in to visit your school and meet with students, graduates, employers. It is the most effective way to show them our success, and this will help during legislative discussions.
- If you are not a MAACS member, become one. By being a member, you can stay up to date with state and federal legislative and regulatory issues. We can help you become a member today.
- If you want more detail on legislative and legal current events, attend the conference which begins immediately following lunch. If you are not registered, you will need to do so. You can register for one day or both. The registration desk is available one floor above us.

# ***What to remember in these challenging times:***

- We are the best at what we do.
  - Educating students!
  - Graduating students!
  - Licensing students!
  - Putting our graduates to work in outstanding positions!
- Our schools are.....



## ***Now, a word from our Sponsors/Special Guests***

- Milady/Cengage
- Beauty Schools Marketing Group
- Oozle Media
- MUD Make up Designory
- Cosmebeautica
- AACCS