

**MINUTES OF THE MEETING
OF THE
ASSEMBLY COMMITTEE ON COMMERCE AND LABOR**

**Seventy-Fifth Session
March 11, 2009**

The Committee on Commerce and Labor was called to order by Chairman Marcus Conklin at 1:43 p.m. on Wednesday, March 11, 2009, in Room 4100 of the Legislative Building, 401 South Carson Street, Carson City, Nevada. The meeting was videoconferenced to Room 4406 of the Grant Sawyer State Office Building, 555 East Washington Avenue, Las Vegas, Nevada. Copies of the minutes, including the Agenda ([Exhibit A](#)), the Attendance Roster ([Exhibit B](#)), and other substantive exhibits, are available and on file in the Research Library of the Legislative Counsel Bureau and on the Nevada Legislature's website at www.leg.state.nv.us/75th2009/committees/. In addition, copies of the audio record may be purchased through the Legislative Counsel Bureau's Publications Office (email: publications@lcb.state.nv.us; telephone: 775-684-6835).

COMMITTEE MEMBERS PRESENT:

Assemblyman Marcus Conklin, Chairman
Assemblyman Kelvin Atkinson, Vice Chair
Assemblyman Bernie Anderson
Assemblyman Morse Arberry Jr.
Assemblywoman Barbara E. Buckley
Assemblyman Chad Christensen
Assemblywoman Heidi S. Gansert
Assemblyman Ed A. Goedhart
Assemblyman William C. Horne
Assemblywoman Marilyn K. Kirkpatrick
Assemblyman Mark A. Manendo
Assemblywoman Kathy McClain
Assemblyman John Ocegüera
Assemblyman James A. Settelmeyer

COMMITTEE MEMBERS ABSENT:

None

GUEST LEGISLATORS PRESENT:

Assemblyman Tick Segerblom, Clark County Assembly District No. 9
Assemblywoman Ellen Koivisto, Clark County Assembly District No. 14
Assemblyman Joseph Hardy, Clark County Assembly District No. 20

STAFF MEMBERS PRESENT:

Dave Ziegler, Committee Policy Analyst
Andrew Diss, Committee Manager
Karen Fox, Committee Secretary
Sally Stoner, Committee Assistant

OTHERS PRESENT:

Shane Burras, Licensed Acupuncturist (L.Ac.), Diplomat in the National Board of Acupuncture Orthopedics (DNBAO), Essex, Vermont
Leslie A. Johnstone, Executive Officer, Public Employees' Benefits Program, Carson City, Nevada
Jan Gilbert, Private Citizen, Washoe Valley, Nevada
Mark Coleman, Deputy Director, Clark County Association of School Administrators and Professional-Technical Employees, Las Vegas, Nevada
Jack Kim, representing the Nevada Association of Health Plans, Las Vegas, Nevada
Helen Foley, representing Nevadans for Affordable Healthcare, Las Vegas, Nevada
Tray Abney, Director, Government Relations, Reno-Sparks Chamber of Commerce, Reno, Nevada
Elizabeth MacMenamin, representing Retail Association of Nevada, Carson City, Nevada
Larry S. Harrison, Media Relations Chair, Clark County Association of Health Underwriters, Las Vegas, Nevada
George Ross, representing the Las Vegas Chamber of Commerce, Las Vegas, Nevada
Charles Duarte, Administrator, Division of Health Care Financing and Policy, Department of Health and Human Services
Stacey Escalante, Private Citizen, Las Vegas, Nevada
Michael Brown, Executive Director, Melanoma Education Foundation of Nevada, Las Vegas, Nevada
Tom McCoy, Nevada Government Relations Director, American Cancer Society Cancer Action Network, Reno, Nevada
Samantha Guild, Board Member, Aim at Melanoma, Richmond, California

Randall C. Robison, Las Vegas, Nevada, representing Indoor Tanning Association, Washington, D.C.
Josiah Garlan, Owner, Bodyheat Tanning, Las Vegas, Nevada
Jeff Palessio, Owner, The Tan Factory, Las Vegas, Nevada
Annette Bianco, Owner, Body Heat Fine Tanning, Carson City, Nevada
Vincent Jimno, Executive Director, State Board of Cosmetology, Las Vegas, Nevada

Chairman Conklin:

[Roll called.] We will start the Work Session on Assembly Bill 149.

Assembly Bill 149: Revises provisions governing foreclosures on property.
(BDR 9-824)

Assemblywoman Barbara Buckley, Clark County Assembly District No. 8:

The proposed amendments are in every Committee member's folders ([Exhibit C](#)). Since the hearing on A.B. 149, I held a meeting with Chief Justice Hardesty as well as most of the lenders who were at the hearing.

The first amendment addresses when a lender needs to foreclose on owner-occupied housing. There was question if the original version applied only to loans covered under the federal Home Ownership and Equity Protection Act (HOEPA). The amendment clarifies it covers all owner occupied housing.

The second amendment defines owner occupied housing as someone's primary residence and clarifies that all lenders are covered by the bill. There was a concern if this includes timeshares. The amendment clarifies that it does not cover timeshares.

The third amendment clarifies the term "trustee" to "beneficiary of the deed of trust." That language is more precise since we do not want the trustee to be there; we want the person with the beneficial interest to be present.

The fourth amendment is a technical change that changes "Administrative Office of the Court" to "Mediation Administrator," which is appointed by the Nevada Supreme Court. This gives the court the flexibility during the rule making hearings to decide which entity or location is appropriate to have a request for a mediation filed. The court is now looking at having some of the administration done in the county where the foreclosure is occurring.

The fifth amendment clarifies when the trustees can proceed to foreclosure. This would apply so the title insurance can be issued. This amendment takes into account that some individuals will expressly waive the right and others will

fail to respond. If someone fails to respond to expressly waive the right, obviously no mediation is required, and the trustee will execute an affidavit stating the foreclosure can proceed. If mediation is required and a party fails to appear, likewise, the mediation is concluded and the court can provide the trustee with a certificate that the mediation has been completed and foreclosure proceedings can then go forward.

Many lenders had questions on how the Supreme Court would administer the program. Amendment number six, section 1, subsection 7, lines 6 through 19, articulates the areas the Nevada Supreme Court has been asked to address in the rule making hearings. A concern was what happens if someone has already been through mediation? The court agreed to adopt a rule regarding anyone who might have used the process before or tries to use undue delay.

Amendment number seven, section 1, subsection 8, lines 20 to 29, clarifies that the mediation would not be required if the homeowner or borrower had filed a petition in bankruptcy. There is a bankruptcy bill that is currently pending in Congress but has cleared the House of Representatives. Once a bankruptcy has been filed, the bankruptcy court has jurisdiction until the end of the plan. This amendment clarifies that in case of a bankruptcy, the bankruptcy proceeding would take precedence.

The final technical amendment states that if a homeowner and lender agree to participate in a voluntary mediation without regard to loan delinquency and default, the Supreme Court can adopt rules governing such mediations. So many homeowners are expressing that they want to work something out, but do not want to wait until they are about to lose their homes. This allows the Supreme Court to allow mediations to occur if the lender and homeowner agree to do so.

The goals of each amendment are the same. They are to arrest the cascading flow of foreclosures due to the unbelievable decline in real estate value, to minimize lender losses, to help Nevadans who want to keep their homes, to give Nevadans an opportunity to mediate their foreclosures, and hopefully to stabilize our economy.

Chairman Conklin:

Are there any questions from the Committee?

Assemblywoman Gansert:

When section 1, subsection 7, says, "Requiring each party to a mediation to provide such information as the mediator determines necessary," will the courts determine when the information will be provided to make sure they are

prepared? I think the issue was to make sure the mediations can take place in a timely manner.

Assemblywoman Buckley:

This was a concern of the lenders. The courts are required to examine that issue in their rule making and now have a very quick procedure. If the homeowner fails to respond, a certificate will be immediately issued so the case will not be delayed in the mediation process.

Assemblywoman Gansert:

During the meeting I attended, it was brought up that a lot of banks and credit unions have seconds and thirds on properties. What happens with those?

Assemblywoman Buckley:

If a lender on the second is seeking to foreclose, then mediation will be available. If the lender on the first is seeking to foreclose, the court indicated that everyone would get a notice for the opportunity to attend. If the first is foreclosing, the second can be dismissed. The advice I have received is that it is prudent that everyone be invited to attend mediation.

Assemblywoman Gansert:

Will it be in the rule making that all parties that have notes on the property can attend?

Assemblywoman Buckley:

Yes.

Chairman Conklin:

Are there any additional questions from the Committee?

ASSEMBLYMAN ATKINSON MOVED TO AMEND AND DO PASS
ASSEMBLY BILL 149.

ASSEMBLYMAN ANDERSON SECONDED THE MOTION.

Is there any discussion?

Assemblywoman Gansert:

I want to support this bill as amended, but I would like to reserve my right to change my vote on the floor.

Chairman Conklin:

I request that you let me know ahead of time.

Assemblywoman Gansert:

Yes, I will.

Chairman Conklin:

Is there any discussion? Placed to motion, we will take the vote.

THE MOTION PASSED. (ASSEMBLYMAN GOEDHART VOTED NO.
ASSEMBLYWOMAN GANSERT RESERVED THE RIGHT TO
CHANGE HER VOTE ON THE FLOOR.)

Madam Speaker, I am assuming you will take this on the floor.

We are done with the work session.

The first bill on the agenda is Assembly Bill 167.

Assembly Bill 167: Requires certain policies of health insurance and health care plans to provide coverage for acupuncture treatments in certain circumstances. (BDR 57-49)

Assemblyman Tick Segerblom, Clark County Assembly District No. 9:

This is a very simple but important bill. [Referred to ([Exhibit D](#)).] We have a history with acupuncture: Nevada had the first licensing statute for acupuncturists over 30 years ago. Today it is still not a required coverage for health insurance plans, which is why we are here today. The State of Nevada health insurance, which covers many of the employees here in the Legislature, provides acupuncture as a mandated coverage. The coverage for a participant is a little over \$5 per person per year. This does not take into account that when you are going to an acupuncturist, you are not going to an orthopedic surgeon or another professional. Acupuncture is not a speculative treatment anymore and results in a cost savings.

Shane Burras, Licensed Acupuncturist (L.Ac.), Diplomat in the National Board of Acupuncture Orthopedics (DNBAO), Essex, Vermont:

I originally spent 18.5 years working for the insurance industry in California before I entered into my career of choice as an acupuncturist in California. I spent multiple years practicing in Beverly Hills, California, as well as serving on multiple committees to ensure appropriate coverage for acupuncture nationally. Currently I practice in Vermont and serve as treasurer of the American Association of Acupuncture and Oriental Medicine, which is the single largest national acupuncturist association in the United States. I not only have a lot of experience working with patients but also see this coverage from the insurer's perspective.

While the majority of health plans in the United States, and Nevada specifically, have the option to cover acupuncture, many plans fall short of actually covering the services. As you see in the handout ([Exhibit D](#)) the estimate in California, in terms of cost per patient per month, is between \$0.75 and \$1.50. That dollar amount is only the cost of having the benefit.

What are not included in the analysis are the clinical gains that are provided by treating a patient effectively with acupuncture by decreasing his dependence on pain medications and increasing the speed with which an employee returns to work. There have been multiple studies showing patients treated with acupuncture as an adjunct to their primary care return to work faster, and their treatment time is reduced.

For example, if a patient has a lower back pain, an L-5/L-6 radiculopathy, or a sprain/strain, we can get him back to work much quicker by having him participate in combination therapy with acupuncture, as opposed to having the patient in traditional therapy only. Acupuncture has become more widespread than in the past. There are more people seeking us out, especially as the baby boomer generation ages, because of multiple treatment options available. There is a bill currently being reviewed to include acupuncture as a part of Medicare. When senior citizens need pain relief, we find that given the multiple spectrum of medications they are on, we can provide a low-invasive, less complicated, and virtually no-side-effect option for pain management. The conventional treatments are simply to add more medications that can sometimes complicate the situation drastically.

We ask that you support this bill to provide coverage for acupuncture and make it part of the state mandated benefit offering so that it will, in part, emphasize the treatment of care for a patient from not just one provider, but also from a team of providers working to get the patient better in a health care system rather than a sick care system.

Chairman Conklin:

Are there any questions from the Committee? There are none.

**Leslie A. Johnstone, Executive Officer, Public Employees' Benefits Program,
Carson City, Nevada:**

As indicated, the Public Employees' Benefits Program's (PEBP) self-funded program covers acupuncture treatment. It does not include maintenance treatments, but when a condition shows improvement through acupuncture, the treatment is covered. It is, however, subject to the deductible and paid at 80 percent.

Chairman Conklin:

In your experience with PEBP, how often is this service used?

Leslie Johnstone:

Out of the 32,000 that participate in the self-funded plan, approximately 600 individuals have used the acupuncture coverage. Because of the low utilization, there is a low cost when averaging it across the entire population.

Chairman Conklin:

Do you have any idea of what the success rate of acupuncture treatment is?

Leslie Johnstone:

I was not able to obtain any clinical information to find out what the cost benefit is to avoid other treatments.

Chairman Conklin:

Are there any questions from the Committee? There are none.

Assemblyman Segerblom:

The handout we provided has answers to these specific questions. As you know, there are very few actual state regulated health insurance plans since so many people are covered by the Employee Retirement Income Security Act (ERISA) plans. Most ERISA plans will institute mandates when they reach out to add coverage. One of the reasons that I bring this bill is so we can encourage the large self-funded plans like the Culinary Workers' plan to cover acupuncture treatment also.

Chairman Conklin:

Are there any questions from the Committee?

Assemblywoman Gansert:

I have never been to an acupuncturist so I am not sure of the cost or how long patients need treatment. Are there any caps in this bill?

Assemblyman Segerblom:

We wrote the bill in a way that an insurance company can provide any type of plan it wants. Most of the plans have a certain number of visits, and as Ms. Johnstone testified, the PEBP provides for treatment but not for maintenance. You cannot go every week unless there is specific treatment for a specific ailment. The insurance company has the option to decide how they want to manage it. There is usually a fairly large co-payment. The intent of this bill is to encourage someone to use the insurance coverage for treatment as opposed to giving an open-ended dollar amount to an acupuncturist.

Assemblywoman Gansert:

Do they write prescriptions for a specific time frame, depending on the ailment? I am trying to understand the difference between the first treatment versus maintenance.

Assemblyman Segerblom:

If you have a knee problem or a balance problem, there would be a set program for so many treatments for each ailment, to see how successful it is.

Assemblywoman Gansert:

Does the patient submit a document to the insurance company to get approval for the process or plan?

Assemblyman Segerblom:

If an insurance company covers acupuncture, the claim would be approved for a particular diagnosis, and then the patient would be allowed so many visits, plus the deductible.

Chairman Conklin:

Are there any questions from the Committee? There are none.

Jan Gilbert, Private Citizen, Washoe Valley, Nevada:

I am here representing myself as a private citizen. I have been going for acupuncture treatments for two years and use it as my primary care. I can only tell you that I wish my insurance company covered this. I have a very good insurance company through my nonprofit company, but they will not cover acupuncture and will not allow me to use it for my deductible. If I move to California with the exact same plan, it would be covered. I do not go to the doctor very often, other than a dermatologist for skin damage and an ophthalmologist because of eye problems in my family. I am saving my insurance company money by going for acupuncture treatments and have never felt better in my life. I have been going once a month and am charged \$60 per visit, which I pay out of my pocket as I feel it is well worth it. I think you are going to see more doctors use this as an alternative to pain medication. I injured my knee, and after acupuncture treatment, I no longer had pain. You each received two documents [([Exhibit E](#)) and ([Exhibit F](#))] from my acupuncturist, Maggie Tracey, OMD, Dipl. O.M., L.Ac., in Carson City. I urge you to support this bill because I feel it is a tremendous asset to the field of medicine.

Chairman Conklin:

Are there any questions from the Committee?

Mark Coleman, Deputy Director, Clark County Association of School Administrators and Professional-Technical Employees, Las Vegas, Nevada:

We are in support of this bill. Our only concern is the potential increase in premiums for any health insurance policy enhanced with a new benefit. However, according to the testimony of Assemblyman Segerblom this concern can be addressed in the bill with language clarifying the number of visits for maintenance.

Chairman Conklin:

Did you speak with the bill sponsor ahead of time?

Mark Coleman:

No.

Chairman Conklin:

You might want to share your concerns with him as well. Are there any questions from the Committee? There are none.

Jack Kim, representing the Nevada Association of Health Plans, Las Vegas, Nevada:

We were here recently discussing the autism bill, mandates in general, and their impacts on premiums. These are the same concerns we have on this bill. This bill is different, because compared to the Autism mandate, this is not as costly. The incremental effects of this mandate and every other mandate that you will be hearing over the next few months will have impact. Some health plans, as Assemblyman Segerblom has indicated, cover acupuncture as part of the basic benefit, the same as an alternative medicine option. There are a number of other health plans that provide this coverage where it is considered a rider. This is an option the employer can buy to cover this type of benefit. A suggestion that we spoke to Assemblyman Segerblom about was to offer a rider to employers and let them decide if they want to cover it or not. Ms. Johnstone had indicated earlier this was not a highly utilized service. So the question is do we need to force everyone to purchase this when it is not used by a lot of people.

Other concerns we have, which I have discussed with Mr. Segerblom, are inserting yearly caps, visit caps, and other methods to control the costs. I do not see anything in the bill that addresses this. It looks as if it is an open-ended benefit, and I think this is something for which the Committee should consider inserting restraints.

Chairman Conklin:

Are there any questions from the Committee? There are none.

Helen Foley, representing Nevadans for Affordable Healthcare, Las Vegas, Nevada:

Many of the small businesses actively support the use of acupuncture, and most people who have experienced the treatment of acupuncture feel it is a good tool to decrease the cost of healthcare. The major concern of our organization, and also one of the root causes of so many people being uninsured in the United States and Nevada, is that small employers cannot afford to cover their employees. Nevada has 52 mandates regarding insurance coverage, which is the second highest in the nation. We agree with Mr. Kim's proposal to have this coverage as a rider, where it would be an option to health plans. It would be wonderful if a group of employees talked with their employer and said, "We would like to have this type of coverage." We think if acupuncture treatment coverage was offered as a rider, it would receive a lot more exposure than it has today. It would be a better option for all small businesses if it were not a mandate.

Chairman Conklin:

Are there any questions from the Committee? There are none.

Jack Kim:

When we were reviewing the definition of who this applies to, there was a concern that this bill would apply to Medigap, vision, or dental policies. I do not think the bill was intended for those policies, but it is intended for comprehensive plans. We might want to make some adjustments for that.

Chairman Conklin:

Are there any questions from the Committee?

Tray Abney, Director, Government Relations, Reno-Sparks Chamber of Commerce, Reno, Nevada:

I would like to echo Mr. Kim's and Ms. Foley's concerns.

Elizabeth MacMenamin, representing Retail Association of Nevada, Carson City, Nevada:

Our organization represents over 1,500 small employers in the State of Nevada. I have nothing new to add other than it is our policy within the Retail Association of Nevada to come to the table in opposition to mandates for health insurance because of the burden it puts on the small employer.

Chairman Conklin:

Are there any questions from the Committee? There are none.

Larry S. Harrison, Media Relations Chair, Clark County Association of Health Underwriters, Las Vegas, Nevada:

I am also a small businessman and an independent health insurance broker. The goal of the National Association of Health Underwriters is to get more people insured and to save them money. Whenever there is a mandate, it always raises rates to the premiums. As an independent broker, I find my clients are fighting to keep their premiums down. When mandates are presented, resulting in higher rates, we end up with more people uninsured. I think that acupuncture has a place in society, and I have personally had acupuncture performed, but I pay for it out of my health savings account. Rarely do I have a client ask for acupuncture coverage. I feel it can be offered as an optional benefit the same as dental, vision, or maternity benefits. It is a fabulous idea to offer employers acupuncture coverage, but making it a mandate could be costly and contribute to the number of noninsured residents in Nevada.

Chairman Conklin:

Are there any questions from the Committee? There are none. Is there anyone else in opposition? All those who are neutral in this position please come forward at this time.

George Ross, representing the Las Vegas Chamber of Commerce, Las Vegas, Nevada:

As a chamber we typically oppose mandates in health care and are very dedicated to having affordable health care available to small businesses. In fact, we have established our own health care insurance program to enable this to happen. However, usually when we discuss mandates, we talk about a malady or an illness, but we are not talking about a malady or illness when it comes to acupuncture. This is a treatment option. It is entirely possible this could be a more cost-effective treatment option than other things one could pursue. In the long run, acupuncture could reduce the cost of premiums once the bill is made clear. Therefore, we ask that you keep in mind all the facts of this bill as a mandate but be sure that it results in the cost-effectiveness of our programs.

Chairman Conklin:

Are there any questions from the Committee? There are none.

Charles Duarte, Administrator, Division of Health Care Financing and Policy, Department of Health and Human Services:

The Legislative Counsel's Digest for this bill states the intent to exempt the state plan for Medicaid from the requirements of acupuncture services. I spoke

with Assemblyman Segerblom about a proposed amendment which would clearly exclude Nevada Medicaid and Nevada Check Up, our children's health insurance program, from the requirements of this bill, particularly from the requirements in the applicability in *Nevada Revised Statutes* (NRS) 695G.090. The proposed amendment ([Exhibit G](#)) before you would amend section 12, clarifying the exclusion of Nevada Medicaid and Nevada Check Up. It also includes a new section 13 of the bill, which would more clearly state the exclusion of Nevada Medicaid and Nevada Check Up from the version of this mandate.

[Jennifer Lazovich, representing AFLAC, Columbus, Georgia submitted a proposed amendment ([Exhibit H](#)).]

[Daniel Markels, Regional Public Policy Director, National Federation of Independent Business, San Carlos, California, submitted a letter ([Exhibit I](#)).]

Margarita Nevel, Private Citizen, Carson City, Nevada, submitted a letter ([Exhibit J](#)).]

Chairman Conklin:

Are there any questions from the Committee? There are none. We will close the hearing on A.B. 167. We will open the hearing on Assembly Bill 150.

Assembly Bill 150: Provides for the regulation of tanning establishments by the State Board of Cosmetology. (BDR 54-491)

Assemblywoman Ellen Koivisto, Clark County Assembly District No. 14:

[Spoke from written testimony ([Exhibit K](#)) and also provided several articles and other documents pertaining to melanoma ([Exhibit L](#)).]

Chairman Conklin:

Are there any questions from the Committee?

Assemblyman Atkinson:

Who would be responsible for the enforcement?

Assemblywoman Koivisto:

The State Board of Cosmetology would be the enforcement agency.

Assemblyman Atkinson:

Would they first have to receive a complaint?

Assemblywoman Koivisto:

I believe it would be done the same way as they enforce the regulations of hair and nail salons and aestheticians.

Chairman Conklin:

Are there any questions from the Committee?

Assemblywoman Gansert:

Is there anything that prevents an operator of a tanning salon from doing this anyway? Sometimes it is important for a business owner to have a document signed by a patron, from a liability standpoint.

Assemblywoman Koivisto:

Many of the operators require a signature, but currently there is no regulation. Anyone can purchase a tanning bed and start a tanning salon in his kitchen.

Assemblywoman Buckley:

In section 4, where it lists the skin types, where is that later mentioned in the bill? Are there additional requirements for different skin types?

Assemblywoman Koivisto:

I am not sure it is anywhere else in the bill, but it is part of what the tanning bed operators would have to learn.

Assemblywoman Buckley:

So would they have a sense of the scale, classification, and skin's reaction to the service?

Assemblywoman Koivisto:

Exactly.

Assemblywoman Kirkpatrick:

When we discussed this bill last session, there was a concern about the age limit of going to a tanning salon without the parent's permission. I think we need to regulate this, but I do not want it to be so limiting that parents are spending the afternoon at the tanning salon. Who determines the level of a tan? Does the customer sign a waiver?

Assemblywoman Koivisto:

I believe that is the way it is done in many cases.

Assemblyman Atkinson:

How do they know which of the skin category types you fit in?

Assemblywoman Koivisto:

Part of the training of the tanning booth operators will include how to determine the various skin types.

Assemblyman Ocegüera:

Why is there an age requirement of 18 to work at a tanning salon, and does the requirement result in a reduction of the workforce?

Assemblywoman Koivisto:

The magic number of 18 is only for the employee operating the tanning equipment. The receptionist can be 16 but not be the person operating the equipment.

Assemblyman Ocegüera:

I have been to a tanning booth salon before, and what I have experienced is the person at the front desk types in that I want 12 minutes, and I go in and turn it on. I lay in the tanning bed and get burnt or I do not. I do not know what they would do to prevent me from getting burned.

Assemblywoman Koivisto:

They would be operating the machine. It sounds like you are going to a self- tanning bed where you operate it yourself.

Chairman Conklin:

Are there any questions from the Committee?

Assemblyman Settlemeyer:

I believe that Assemblyman Ocegüera is referring to an amendment last year in Commerce and Labor that was about individuals under 18 years old who were allowed to utilize equipment based on similar concepts. I do not believe we have age requirements on other professions in the State of Nevada as long as the individual is competent enough to pass the classes and licensing procedures, as in driving a car. Because of the current economy, the public is doing everything they can to save a penny. One of my main constituents who was concerned with this bill is no longer in business because of a rent increase. I worry this bill would put an undue burden on small businesses that are already struggling.

Chairman Conklin:

Are there any questions from the Committee? There are none.

Stacey Escalante, Private Citizen, Las Vegas, Nevada:

[Spoke from written testimony ([Exhibit M](#)).]

Assemblywoman Buckley:

Thank you for coming forward and sharing your story in such a brave way to help so many people. I missed your testimony last session and wanted to make sure I commended you on your struggle. It is important for individuals to get checked and understand the dangers of tanning.

Chairman Conklin:

Are there any questions from the Committee? There are none. We appreciate your testimony.

**Michael Brown, Executive Director, Melanoma Education Foundation of Nevada,
Las Vegas Nevada:**

[Spoke from written testimony ([Exhibit N](#)).]

Chairman Conklin:

We appreciate what must have been a very difficult testimony. Are there any questions from the Committee? There are none.

**Tom McCoy, Nevada Government Relations Director, American Cancer Society
Cancer Action Network, Reno, Nevada:**

Testimony we have heard today has been personal and emotional. I have not gone through the severity that Stacey or indirectly that Michael has gone through, but I have had skin cancer, so I have a personal response to this legislation. I want to make sure that it is noted the most prevalent cancer in the State of Nevada is skin cancer. I think it is because we do not think much of it, which is why we asked Stacey and Michael to address what they have experienced in their lives.

Personally, I mentioned that there are others in this room who grew up in the same type of sun culture as I did: "Surf is up, let us catch a wave, let us catch some rays, fun, fun, fun in the sun, sun, sun." I paid the price for it. I grew up on the coast of California and would burn before I tanned, got golden tan, and then later in life was diagnosed with skin cancer. In my prepared statement ([Exhibit O](#)) you will notice a summary of skin cancer from the American Cancer Society's Cancer Facts and Figures 2008. In addition, I have submitted letters from Wolfram Samlowski, M.D. ([Exhibit P](#)), and Cindy L. Lamerson, M.D., my dermatologist ([Exhibit Q](#)). Those statements should provide a more technical background on this issue.

There are two types of skin cancer, melanoma and non-melanoma. Luckily my skin cancer was the less dangerous variety, but we have heard about the potentially deadly type so far. Assembly Bill 150 seeks regulations on the tanning industry in Nevada. The person who cuts my hair had to have many

hours of education and practical training before getting licensed. A manicure or pedicure technician must complete at least 500 hours of training before getting licensed. The person giving you a facial must undergo hundreds of hours of training before he is licensed. The three professionals I just mentioned are often in the same setting with tanning beds. The service that has a high cancer risk is not regulated, and the operators are not licensed for that service. If A.B. 150 is passed for Nevadans, the American Cancer Society believes it will help prevent cancer and increase skin cancer awareness.

This bill will ensure that tanning salon owner/operators are licensed, and the staff operating the equipment is at least 18 years of age. More importantly, the employee operating the equipment is going to be expected to have knowledge of the regulations, exposure schedules, how to handle emergencies, and how to operate the equipment. It was agreed that the age of 18 would be mature enough to handle those responsibilities. Other items that this bill will ensure is that no one under the age of 18 will be allowed to go under the ultra violet (UV) lights without parental consent; everyone who goes to a tanning salon signs a consent form; the consent form contains a warning explaining skin tones and burn factors; and each site will have records kept on each client to track how much UV exposure he has had. We feel that awareness and prevention will result from this legislation. The American Cancer Society sees this legislative effort as a meaningful opportunity to prevent skin cancer in Nevada and save the state health dollars.

Chairman Conklin:

Are there any questions from the Committee? There are none.

Samantha Guild, Board Member, Aim at Melanoma, Richmond, California:

Six years ago my sister, at the age of 25, was diagnosed with stage IV melanoma. When she was diagnosed, it was her intention, after she recovered, to be a voice to tell others about melanoma and how to prevent it. Nine months later she died. My mother and I work on this foundation in order to be her voice. That is why I am here today and why we support this legislation.

[Spoke from written testimony ([Exhibit R](#)).]

This is not an issue of money. It is an issue of protecting children's health. We ban minors under the age of 18 from smoking. It would be the same as saying the tobacco companies are going to lose money if they cannot sell the cigarettes to children. We understand the health and welfare of our children are much more important than money. There is actually a cost savings in the long run when one in five Nevada citizens are getting skin cancer. There is a cost to the treatment procedures for cancer and the follow-up visit for recovery.

Chairman Conklin:

Are there any questions from the Committee?

Assemblyman Horne:

Is there a section in the bill that deals with education? With all the testimony, it seems that a missing component may be educating the public of the dangers of tanning, similar to smoking and wearing seatbelts. Can you insert something in the bill regarding educating the public?

Assemblywoman Koivisto:

There is a section in the bill about signage in the tanning salons, and Assembly Bill No. 78 of the 74th Session addressed having information about tanning associated with melanoma taught in the schools. I am not sure how much of that is being done now because of the lack of funding and time the teachers have.

Michael Brown:

Our website, www.skincheck.org, includes information about education in high schools.

Chairman Conklin:

Are there any questions from the Committee?

Assemblywoman Kirkpatrick:

Section 8, subsection 2, talks about the board approving programs and courses to train the operators. How expensive is this? I do not think that many 18-year-olds are going to make working at a tanning salon a career versus the other types of professional licenses mentioned earlier. Are the classes going to cover all types of tanning beds?

Assemblywoman Koivisto:

When this was reviewed previously, an idea was proposed to have the owner of the salon take the training class and then train the operators of the tanning beds. It was clear that most of the operators were of younger ages.

Tom McCoy:

The intent as I read the bill is to have the owner/operator be the licensed person responsible to train his staff on how to operate the equipment and assess the skin tone for good business and insurance reasons. This is an opportunity for the industry to respond in a positive way to address a problem that could be significant in the future. This health issue is probably going to happen to people down the road, who are tanning at the present time.

Chairman Conklin:

Are there any questions from the Committee? There are none. We will now hear from those who are in opposition.

Randall C. Robison, Las Vegas, Nevada, representing Indoor Tanning Association, Washington, D.C.

We are not opposed to informed consent, parental consent, consumer education, public awareness, or responsibility of both the operator and customer. I would like to introduce you to Mr. Garlan and Ms. Bianco so they can let you know what they do currently on a day-to-day basis as they interact with their customers, both from the standpoint of good business operations as well as some of the regulations they follow as part of their liability insurance.

Chairman Conklin:

Does everyone have different testimony?

Josiah Garlan, Owner, Bodyheat Tanning, Las Vegas, Nevada:

The largest opposition to this bill is that we, as professional operators, already cover a lot of the things that this bill wants to accomplish. All of my salons are currently linked by a sophisticated computer system which shows customers exposure times and tanning history at our salon. If they go across town, we will know if they have already been to one of our other stores. As good business practice, we must have parental consent for anyone under 18, because minors cannot sign any document without a parent cosigning. Our insurance companies require us to have these releases put in place, so the skin exposure schedule is being monitored.

The distinction between someone operating a tanning bed and someone who is doing a manicure or hairstyle is that we are not physically doing the work on the person. All of our tanning booths are approved and regulated by the Food and Drug Administration (FDA) and all of the electrical wiring in our stores is regulated. A lot of the goals of this bill are already being regulated and complied with. We would not be in business today if we were burning people and not giving good advice. I feel tanning salons, professionally run, are giving the first line of education. We welcome parents who bring their 17-year-olds into our salons because they learn how to tan properly. The alternative is going to the beach or lake for eight hours a day and getting burned. We do not want that. We want healthy looking people representing our business. It would be a detriment to our business to do anything negative to our customers.

In addition, we offer other alternatives without UV exposure. We are already complying with many of the things in the bill. If we start regulating, adding costs to each of our stores, and requiring our employees to be over the age of

18, we will be putting more individuals out of the workforce. More importantly, as the economy continues to tighten, it will put more tanning salons out of business, unable to educate the public. My concerns are the bill is already being accomplished by regulations of the FDA and our insurance companies.

Chairman Conklin:

Are there any questions from the Committee?

Assemblyman Anderson:

What percentage of the market share do you have in Clark County?

Josiah Garlan:

I do not know the exact percentage, but I own 11 stores of 100 salons in Nevada.

Assemblyman Anderson:

Does the computer system only link the 11 stores you own?

Josiah Garlan:

Yes. I cannot be linked to my competitors.

Assemblyman Anderson:

I realize you can only speak for yourself, but do you feel that others are following a uniform code as you are?

Josiah Garlan:

After being in business in Nevada since 2003, I have never been in a tanning salon that does not have a computer system or a waiver since the insurance companies require it. You cannot keep track of your business in this modern age without a computer system that controls UV exposure, keeps track of clients' tans, and operates as a general cash register.

Assemblyman Horne:

Can you explain the level of training your employees have in operating the tanning beds, recognizing various skin types, and educating the public? What in this bill do you think is redundant?

Josiah Garlan:

There is an international certification called Smart Tan, which is a universal education system that puts everyone on the same page for looking at exposure schedules and skin types. The larger tanning salons, like mine, as good business practice have taken it a step further in educating our employees. If someone is more educated on tanning, you will better understand how to get

tan safely. If customers are looking good and healthy, we are going to be more successful. If we begin to regulate each individual salon and add fees, I do not think it is going to help us since we are already doing these things.

I have not been to a tanning salon in Nevada that does not use a computer system or have release forms for minors. I feel that we have gone above and beyond in education. We are the first line for educating people that they should not be on the lake for eight straight hours unless they cover up.

Assemblyman Horne:

When I come to you and apply for a job at your salon, what training would you put me through?

Josiah Garlan:

The training is written, verbal, and on-the-job training. We have found that we go above and beyond the international training because it is good for our business. We have written education and a test after shadowing a staff member for 30 days. You are trained on skin exposure and skin types. We retest after 30 days, and we have monthly meetings where we reeducate our employees. Also, you cannot tan in my establishment unless you wear eyewear.

Assemblyman Horne:

Are you crafting the written test, or is it coming from another source?

Josiah Garlan:

We took the comprehensive international test and took it a step further because we found the better educated our employees are, the better our customers reacted to our salons as opposed to our competitors. Besides our written and verbal testing and our shadow-training, all of our employees come to a training center for a monthly meeting to talk about what is happening at the stores. We do not want to burn our customers.

Assemblyman Horne:

You have been referring to "burning" in your testimony. I do not think getting burned causes melanoma or skin cancer. I think it is continuous exposure to the radiation. I would like to see an example of your examinations given to your employees.

Josiah Garlan:

I would be happy to provide those materials to you.

Chairman Conklin:

Are there any questions from the Committee? There are none.

Jeff Palessio, Owner, The Tan Factory, Las Vegas, Nevada:

I believe the bill was created with good intentions in the interest of public safety. Mr. Garlan and I are fans of anything that will increase the level of professionalism in our industry. We feel we are getting doubly regulated, as most of the items in the bill, such as record keeping, consent and release forms, skin typing, sanitation, warning signs on tanning equipment, and minor consent are already regulated by the FDA, insurance companies, and the business license office. There is a national standard that we uphold. All of the training and testing is done through the Smart Tan model. We also train our employees for salon specific items. As a national standard, skin typing is done through a process of seven questions to determine someone's skin type.

It is difficult for me to support this bill although it would be a benefit to ensure that everyone follows some of the procedures that we are already doing. As Mr. Garlan mentioned earlier, we have not seen any tanning salons that are not clean, using a computer, or keeping records. All of these things get done as our basic business practice because we would not be able to operate our business without doing them. The bill is very broad in how the enforcement will be done and what the training standards are. It will be very difficult to monitor if the tanning bed is clean between 300 customers visiting per day at a tanning salon. As salon owners we are responsible for providing clean tanning beds for our customers.

Our work pool is greatly reduced because there are so many opportunities for someone to work after the age of 21 in Nevada. We tend to have an employee pool between the ages of 16 and 21. Mandating the age of our staff to be at least 18 is going to be very difficult to do. Most tanning salons require only one operator to run the salon at a time. We are not comparing apples to apples when we are talking about other businesses that are governed by the Board of Cosmetology. We are not performing a one-on-one service to our client the same way a hairdresser, manicurist, or aesthetician would do. There is no threat of transferring blood. The extent of the sanitation is similar to sharing equipment at a gym when the equipment needs to be wiped down because there is sweat on it. To require our staff to pay a \$200 fee and be a licensed operator of the salon is not going to be economically feasible, not because of the cost of the license, but due to the time it will take to get employees licensed. We feel that our training programs are adequate, since they are already governed by the FDA.

We were voted the second-best place to work by the Southern Nevada Human Resource Division last year, which we take a lot of pride in. The main reason we were selected for that position was not because we provided the best benefits, the most vacation time, or the biggest pay scale. What we were recognized for was taking young adults and developing them into good workers who will go out into the workplace and succeed. There are not many opportunities for a young adult to learn the skills they can learn by working at a tanning salon. It may seem as simple as turning on a tanning bed, which is the extent of what they do in the process of tanning somebody, but they basically run the business. They learn sales, management, customer service skills, and customer care. I have had some of my most stellar employees be 16 years of age and my worst employees 30 years of age. I do not think the age can be compared to the maturity that it takes to be able to do a job well. Licensing requirements for our staff is going to be very cumbersome and, I feel, unneeded.

Neither Mr. Garlan nor I have had any claims for work injuries. The state of our industry's economy is very difficult right now. The number of tanning salons in the State of Nevada was 144 last year. We are now at approximately 100 due to the economy. Because tanning is an expendable income item that gets reduced when one is struggling financially, along with the fact that the minimum wage and power bills have been increasing, we are very concerned about the economic feasibility of our business in the State of Nevada if we get additional regulation.

I contacted Assemblywoman Koivisto two years ago when this bill was introduced, and I was very optimistic about sitting down with her and talking about ways we could find a regulation that would work with both the salon owners and the state to ensure that public safety was ensured. It was frustrating because I was never contacted by her or her office to have any type of input on this bill. My assessment is that what this bill requires is already being done through our business and the regulation of the FDA. I cannot support this bill as I do not think it has taken under consideration how our industry will survive.

[Chairman Conklin left the room, and Vice Chairman Atkinson assumed the chair.]

Vice Chairman Atkinson:

Are there any questions from the Committee?

Assemblyman Manendo:

You had mentioned that it would be difficult to be regulated for cleaning the tanning bed for every customer that comes in when you have up to 300 customers a day. A restaurant has regulations for food preparation, and they easily have 200 to 300 patrons who come in a day. Although restaurants are not inspected daily, inspectors come in to make sure that no one is getting sick.

Jeff Palessio:

To clarify that, the way the current bill is written, I do not see how this would be effective. Right now you are asking for an establishment fee from each tanning salon of \$200 per year. With only 100 tanning salons in Nevada, that would total \$20,000 per year. I worry about the burden it would put on the state's expense. The health department that governs the restaurants has much more resource to handle inspections. What we have found in reviewing other states that are regulated is they are inspected every two years. I am not opposed to any type of inspection system or regulations. We do a fine job, and we do it well, but as this bill is written, it needs some work. I would love to sit down and talk to the sponsors of the bill about how we can come to a mutual compromise. But for the same reason this bill did not pass two years ago, there have been no major changes to this. Nothing was addressed as to the salon owners' input. It is obvious from some of the sponsors of the bill that they are not aware of how we operate.

Assemblyman Manendo:

Did you reach out to the sponsor of the bill?

Jeff Palessio:

Yes, I contacted Assemblywoman Koivisto's office, where I gave them my name and number and said I would be more than happy to sit down and talk with her on this. I never got a call back.

Assemblyman Manendo:

When was that, sir?

Jeff Palessio:

Right after the last time the bill went through.

Vice Chairman Atkinson:

I think Assemblyman Manendo was trying to clarify if you had contacted the sponsor this session.

Jeff Palessio:

We were not contacted about this.

Vice Chairman Atkinson:

It works both ways as well. You could have contacted the sponsor. You have said a number of times that the bill does not work, but have not clarified what segments of the bill. Maybe you will have some time after the hearing to talk with the sponsor.

Are there any questions from the Committee? There are none.

Annette Bianco, Owner, Body Heat Fine Tanning, Carson City, Nevada:

We are required to send our insurance company 10 pages of documents, including the consent forms and skin type questionnaire, before they will insure us. We also provide the Smart Tan training for our employees, and I provide an employee manual that every employee is required to read. We require that a customer under 18 must bring a parent to the salon, where we verify he is the parent of the customer and then ask him to sign the waiver. I have many employees who are under 18 years of age and who work for me after school. This is not a career position for them since many move on after school ends. My salons are small enough that I need only one employee to be there at a time. The tanning beds are regulated through my computer system called Salon Touch, which has fields for the customer's name, address, birth date, and skin type. It tracks the last time they tanned with us. They must wait 24 hours before they can tan again. In addition to having the customer sign the release forms and other documents, we find out his skin type; we talk about the lotion; and our beds are sanitized with an intense cleaner. I also have meetings with all of my employees. I also distribute awards to employees who have excelled in remembering the facts from training. Each tanning bed has different lights; therefore, they each are on a timer so that one cannot tan longer than what the manufacturer has recommended.

[Chairman Conklin has reassumed the chair.]

Chairman Conklin:

Are there any questions from the Committee?

Randall Robison:

I have had the opportunity to speak with the sponsor of the bill and would be more than willing to work with Assemblywoman Koivisto to see if there is an agreement that could be reached.

Chairman Conklin:

Anyone else wanting to get on record in opposition or in the neutral position on A.B. 150? We will close the hearing on A.B. 150. We will open the hearing on Assembly Bill 202.

Assembly Bill 202: Makes various changes concerning the State Board of Cosmetology. (BDR 54-681)

Assemblyman Joseph Hardy, Clark County Assembly District No. 20:

The formulation of A.B. 202 started when a constituent in Laughlin who is in the cosmetology business had individuals who wanted to become cosmetologists but had to move to Las Vegas in order to comply with the statute to be under a mentoring program. She wanted to know why we do not have a mentoring program like we have everywhere else in the state. Section 17 of A.B. 202 allows the rural parts of Clark County to do what everybody else in the state does. I am in a cooperative position with the Nevada State Board of Cosmetology, working together so the profession of cosmetology and related entities will be looked at more as a profession than a trade with an ongoing duty for continuing education.

Chairman Conklin:

Are there any questions from the Committee?

Assemblyman Settelmeyer:

The concept of allowing people to enter a training process will encourage more people to possibly get into this profession and give them an opportunity to branch out in this time of high unemployment, giving people different options and encouraging them to get education. I am concerned the continuing education requirements may add a burden to the businesses.

Assemblywoman Gansert:

At the bottom of page 6, it states, "Has received a minimum of 500 hours of training as an instructor or as a licensed provisional instructor." Does this mean you can count all of your hours while you are provisional even though you have never been an instructor? Does this mean you do not have to be an instructor, but can always be provisional?

Vincent Jimno, Executive Director, State Board of Cosmetology, Las Vegas, Nevada:

This bill carries five major issues that the Committee should be aware of. The first is the changing of the term "manicurist" to "nail technologist," to be more consistent with the industry nationwide and to broaden the scope of the practice to meet the current standards throughout the United States. It is merely a title change.

The second issue is to add the term "sugaring or threading." It was always assumed by the board that those two terms were included in the responsibilities and determined the definition of depilatories. However there have been people coming from other cultures and other countries who did not see the words in the legislation and decided they should not be under the regulation. This is only a clarification in contact with the Legislative Counsel Bureau attorneys and our Deputy Attorney General to be sure that we have the wording that is clear and there is no misunderstanding or misconception.

The third thrust is the training for aestheticians and a number of other service providers. For aesthetician training, it has been nationally agreed upon that the 600 hours standard that Nevada requires is insufficient time to actually teach the two major accepted textbook materials, *Milady* and *Pivot Point*. The instructors feel that 900 hours is more appropriate to carry out the responsibility of teaching the basic aesthetician requirements.

The fourth issue is the clarification of the requirements of becoming an instructor. There are two options to becoming an instructor. One is to graduate from beauty college and go directly to an instructor's training program. It requires a fee and a greater number of hours. There is no field experience within the community. The provisional license is for an experienced provider of service, who has been licensed for a year or more and practiced in the population, who can come in and become a paid instructor for the beauty college. At the same time, he earns credit to become a full-time licensed instructor. The board has evaluated the training and has found that the basic teacher training, curriculum development, lesson plan development, student motivation, and other related skills that teachers must have are all the same between the two portions, whether you are a licensed instructor candidate or you are a provisionally licensed instructor who operates under the umbrella of the school itself. We are aligning that portion of the training to be identical. The additional 200 hours for the students who are in the instructor program but have never practiced are to complete the familiarization and make up the difference of the lack of physical experience in the field.

The last item is the one I expected more questions on, that Assemblyman Settelmeyer addressed, which is the continuing education units. The board unsuccessfully attempted to add a minimal number of hours some years ago. Throughout the nation, currently in 12 states, there has been a movement toward requiring licensees to have minimal training of some type. The other 40 states are considering making that move because of three main issues. Infection control is becoming much more difficult to deal with, and the training a licensee gets is not sufficient, if not refreshed periodically, to maintain good quality understanding and knowledge about infectious control, disease

transfer, and sanitation issues. This effort is focused on getting everyone trained who is licensed. What we found in our research and discussions with the schools, practitioners, and agency staff inspectors is that there are not enough cosmetologists who have been practicing for 20 to 30 years who feel any need whatsoever to get refresher training. This bothers me from my experience in the oversight of medical issues in San Diego County from a previous career. This is a dangerous scenario when people do not know there are dangerous diseases that can seriously hurt them, as Texas and California found in two major outbreaks in the last five years.

Chairman Conklin:

Are there any questions from the Committee?

Assemblywoman Gansert:

What would the fees be when the training requirement is increased from 600 to 900 hours? I would imagine that some of the schools would need to charge more for that time.

Vincent Jimno:

Yes, that is true. I do not know what that fee would be. It has been a universal discussion with all the parties involved, and they think it would be a good idea to increase the required training hours. There will obviously be a negative impact on candidate students.

Chairman Conklin:

Are there any questions from the Committee? There are none.

Assemblyman Hardy:

I have distributed two amendments, one ([Exhibit S](#)) dated February 24, 2009, and another ([Exhibit T](#)) dated March 11, 2009. The recent amendment was written today because as it went onto the website, it became clear in section 1, subsection 3, line 13, the "sugaring or threading" that was alluded to by Mr. Jimno should be in a different place as described in the short amendment dated today. Line 13 should read, "The use of depilatories, waxing, tweezers, sugaring or threading but does not include the branches of cosmetology of..."

Chairman Conklin:

Is that the only amendment that you are aware of?

Assemblyman Hardy:

You should have the original amendment dated February 24, 2009, and then the second one we just discussed. The proposed amendment to A.B. 202 submitted by Assemblyman Hardy, dated March 11, 2009, is the title of the

one that is on the sign-in table. It deals with section 25, subsection 5 and takes into account the ways that credit can be earned. It states, "At least 2 credits of course work from a university or community college in general health, biology, chemistry, English, foreign language, cardiopulmonary resuscitation or first-aid; or at least 8 hours of continuing education from a professional course or seminar presented by a person or nationally recognized organization approved by the Board relating to infection control, sign language, establishment management, health, hair, skin, or nail care." Mr. Jimno has other ways of describing all the free opportunities to learn without putting the student under further financial difficulty.

Chairman Conklin:

Are there any questions from the Committee? There are none. We will close the hearing for A.B. 202. Does anyone wish to testify in favor of A.B. 202? Is there anyone in opposition or neutral?

[Meeting adjourned at 4:04 p.m.]

RESPECTFULLY SUBMITTED:

Karen Fox
Committee Secretary

APPROVED BY:

Assemblyman Marcus Conklin, Chairman

DATE: _____

EXHIBITS

Committee Name: Committee on Commerce and Labor

Date: March 11, 2009

Time of Meeting: 1:43 p.m.

Bill	Exhibit	Witness / Agency	Description
	A		Agenda
	B		Attendance Roster
AB 149	C	Assemblywoman Buckley	Amendments to AB 149
AB 167	D	Assemblyman Segerblom	PowerPoint Presentation Printout
AB 167	E	Jan Gilbert	List of supporters
AB 167	F	Jan Gilbert	Letter from an acupuncturist
AB 167	G	Charles Duarte	Written Testimony
AB 167	H	Jennifer Lazovich	Proposed Amendment
AB 167	I	Daniel Markels	Letter
AB 167	J	Margarita Nevel	Written Testimony
AB 150	K	Assemblywoman Koivisto	Written Testimony
AB 150	L	Assemblywoman Koivisto	(15) articles on melanoma
AB 150	M	Stacey Escalante	Written Testimony
AB 150	N	Michael Brown	Written Testimony
AB 150	O	Tom McCoy	Written Testimony
AB 150	P	Tom McCoy	Letter from a dermatologist
AB 150	Q	Tom McCoy	Letter from a dermatologist
AB 150	R	Samantha Guild	Written Testimony
AB 202	S	Assemblyman Hardy	Proposed Amendment
AB 202	T	Assemblyman Hardy	Proposed Amendment