


Government of the District of Columbia  
Office of the Chief Financial Officer



**Fitzroy Lee**  
Acting Chief Financial Officer

**MEMORANDUM**

**TO:** The Honorable Phil Mendelson  
Chairman, Council of the District of Columbia

**FROM:** Fitzroy Lee  
Acting Chief Financial Officer 

**DATE:** March 3, 2022

**SUBJECT:** Fiscal Impact Statement – Beautician and Barber Behavioral Health  
Support Training Act of 2022

**REFERENCE:** Bill 24-242, Committee Print as provided to the Office of Revenue  
Analysis on February 15, 2022

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**Conclusion**

Funds are not sufficient in the fiscal year 2022 through fiscal year 2025 budget and financial plan to implement the bill. The Department of Behavioral Health (DBH) will need \$47,000 in fiscal year 2022 and \$989,000 over the financial plan to implement the bill.

**Background**

The bill establishes a free voluntary behavioral health support training program at DBH for barbers and cosmetologists. The training program must be evidence-based and provide participants the ability to:

- Recognize the signs and symptoms, risk factors, and warning signs for behavioral health and addiction concerns;
- Have a supportive conversation with a client in both crisis and non-crisis situations;
- Know how and where to refer a client for behavioral health help, including available databases, electronic resources, and referral systems;
- Break down stigma associated with behavioral health and addiction disorders, teach about resiliency and recovery, and encourage treatment; and
- Provide information on public and private health insurance plans offered in the District and their coverage of behavioral health services.

### Financial Plan Impact

Funds are not sufficient in the fiscal year 2022 through fiscal year 2025 budget and financial plan to implement the bill. DBH will need \$47,000 in fiscal year 2022 and \$989,000 over the financial plan to implement the bill.

DBH will contract with a vendor to provide voluntary behavioral health support trainings to the approximate 9,000 licensed barbers and cosmetologist in the District beginning in fiscal year 2023. DBH estimates that 20 percent of licensees will complete behavioral health trainings each year. DBH will also contract with an advertising agency to market these trainings through local news outlets, organization newsletters, posters, fliers, advertisements, email, and websites. The program will be managed by a project manager who will conduct outreach, develop marketing materials, contract with instructors, and coordinate training events. In total, the program costs \$47,000 in fiscal year 2022 and \$989,000 over the financial plan.

Bill 24-242 - Beautician and Barber Behavioral Health Support Training Act of 2022 Total Costs					
	FY 2022	FY 2023	FY 2024	FY 2025	Total
Training Costs <sup>(a)</sup>	\$0	\$142,000	\$151,000	\$161,000	\$454,000
Marketing	\$0	\$25,000	\$25,000	\$0	\$50,000
Salary <sup>(b)</sup>	\$37,000	\$112,000	\$113,000	\$115,000	\$377,000
Fringe <sup>(c)</sup>	\$10,000	\$31,000	\$33,000	\$34,000	\$108,000
Total	\$47,000	\$310,000	\$322,000	\$310,000	\$989,000

Table Notes:

- (a) Assumes 20 percent of licensees will participate in trainings each year at a cost of \$105 per individual. Assumes cost growth of 1.5 percent and participation rate increase of 5 percent each fiscal year.
- (b) Assumes one Grade-14 Project Manager and cost growth of 1.75 percent.
- (c) Assumes a fringe rate of 27.4 percent and cost growth of 2.375 percent.