

From: Amber Smith
To: ST_RegulatoryCounsel
Subject: Proposed Fee Increase Regulation #16A-724 (IRRC #3203)
Date: Sunday, July 22, 2018 7:06:14 PM

3203

Dear Board Members,

I am writing in about **Regulation #16A-724 (IRRC #3203)**

I have been a Massage Therapist and Business owner of my own office for 9 years now. 2017 was the 1st year that I was profitable. My yearly gross was a Whopping \$17K, and that's before overhead is taken out. My profit was \$7k and after all the taxes that came out of it, it didn't actually leave me with much.

Massage therapy does not pay well to the inflated cost of living to justify such a rise in fees. For me I pay 20% rent to my land lords, 40% to my business expenses and 40% is my pay. I carry 2 types of insurances: Malpractice and property. I'm required to have continuing ed hours, CPR, recognizing child abuse, and ethics for not only my state license but, my board license as well. Which classes are not cheap. I have to replace sheets, oils, office supplies, create a relaxing office space, advertise and a business credit card as well as other smaller overhead expenses to run my business. Lucky for me my husband is the breadwinner in our family so I can chase my dream. But, for others they are not so lucky. Most Spa's require their therapists to carry their own insurance, cover their own continuing ed and these therapist's make maybe \$9 per hour and another \$9 as commission when they have a client. The majority of these therapist's are single and are trying to pay off inflated school loans, and survive on what is left of their paychecks.

Let's face reality, a massage therapist's pay is peanuts for PA's high cost of living, which is getting even more expensive and raising our renewal fee's this much are way too extravagant. I am wondering in what right mind are all of you in? If the state of PA can not properly manage the income of our fees and taxes, then it needs to look at it's outgoing operations spending and it's own employee wages. Not bleeding us, the tax payer and small time worker for more money. As civil servants you work for the people not for the government, remember that when making your decisions.

Thank you for your time
Amber Smith, LMT, BCTMB
Business owner and US Army Veteran

