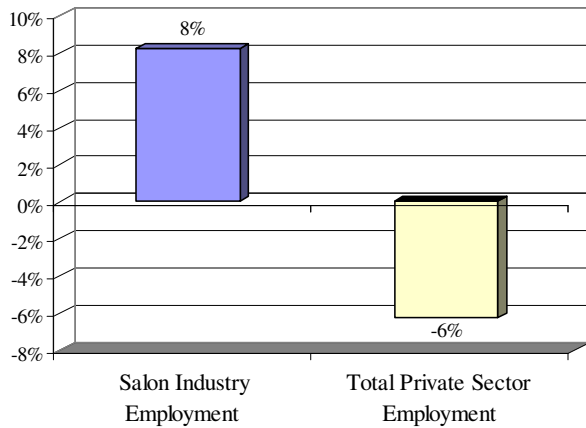


## PORTRAIT OF THE ALABAMA SALON INDUSTRY

### ALABAMA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$576 Million
Establishments with Employees:	926
Payroll Employees:	4,108

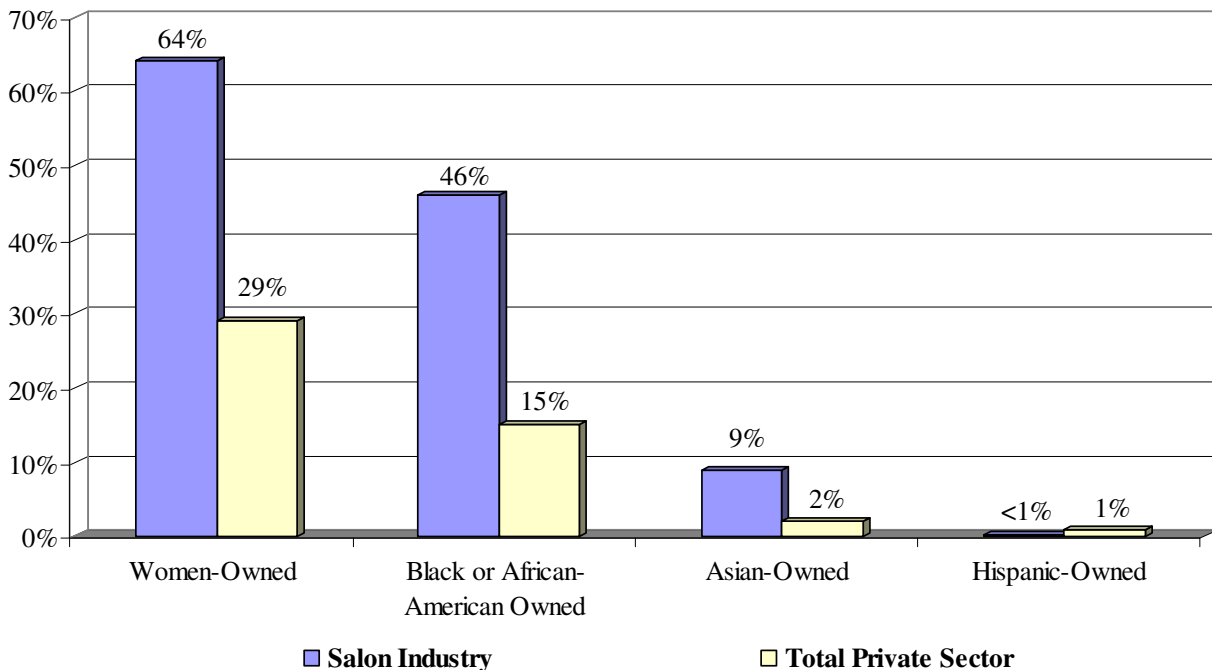
### ALABAMA JOB GROWTH: 2000 TO 2010



### ALABAMA SALON INDUSTRY TRENDS

- ⇒ Alabama's salon industry is a vibrant and growing industry, generating over \$576 million in annual sales and providing employment opportunities for more than 4,100 individuals.
- ⇒ Growth in Alabama's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Alabama increased 8 percent. In contrast, total private sector employment in the state declined 6 percent during the same 10-year period.
- ⇒ Not only does Alabama's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-four percent of Alabama's salon businesses are owned by women, compared to only 29 percent of businesses in the state's overall private sector.
- ⇒ Forty-six percent of businesses in Alabama's salon industry are Black or African-American-owned, versus just 15 percent of total private sector businesses.

### BUSINESS OWNERSHIP: ALABAMA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## ALABAMA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	Jo Bonner (R)	123	544
2	Martha Roby (R)	129	570
3	Mike Rogers (R)	115	511
4	Robert B. Aderholt (R)	103	459
5	Mo Brooks (R)	162	719
6	Spencer Bachus (R)	152	675
7	Terri A. Sewell (D)	142	630
<b>Total</b>		<b>926</b>	<b>4,108</b>

*\*Includes only establishments with payroll employees*

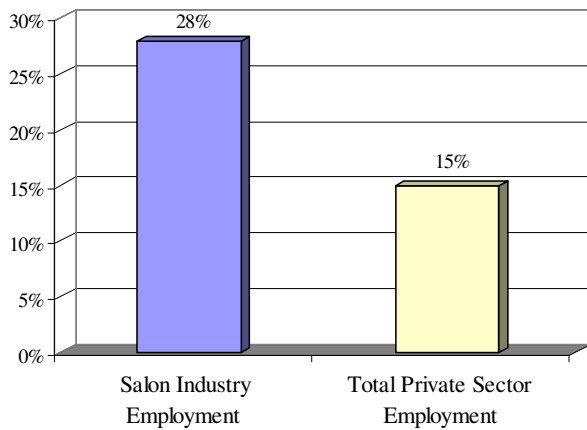
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE ALASKA SALON INDUSTRY

### ALASKA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$84 Million
Establishments with Employees:	132
Payroll Employees:	951

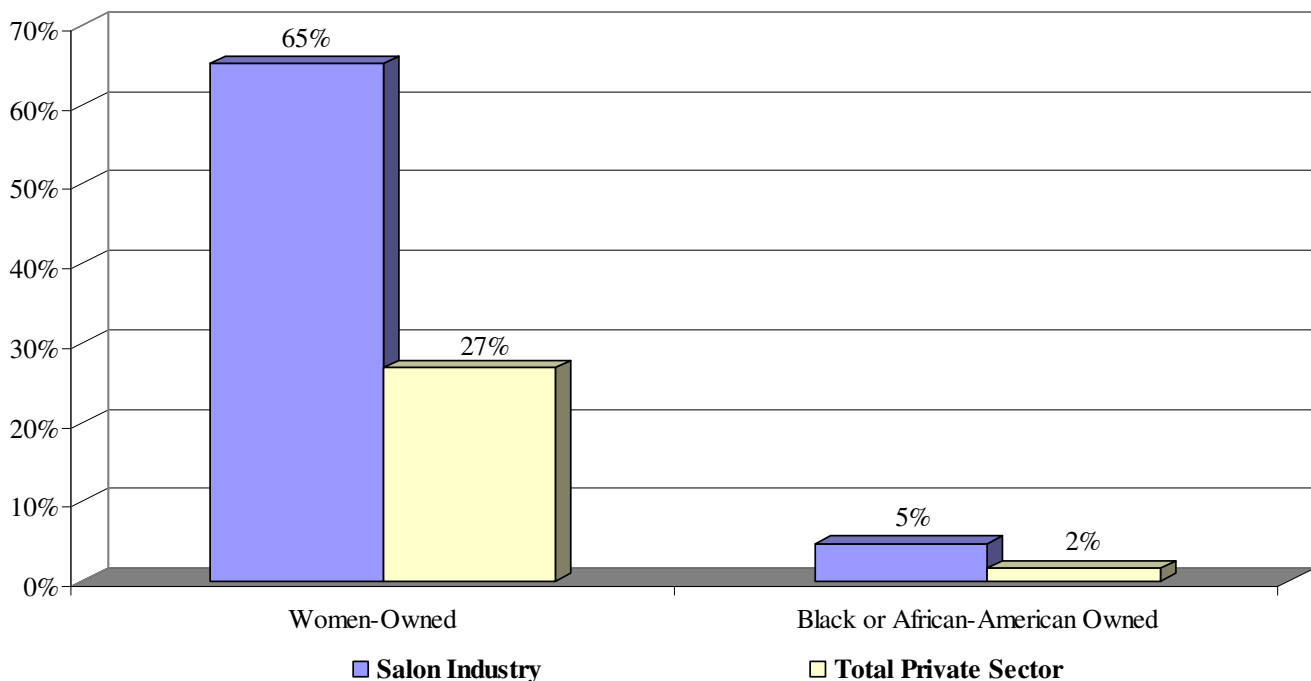
### ALASKA JOB GROWTH: 2000 TO 2010



### ALASKA SALON INDUSTRY TRENDS

- ⇒ Alaska's salon industry is a vibrant and growing industry, generating over \$84 million in annual sales and providing employment opportunities for more than 900 individuals.
- ⇒ Growth in Alaska's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Alaska increased 28 percent. In comparison, total private sector employment in the state increased 15 percent during the same 10-year period.
- ⇒ Not only does Alaska's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-five percent of Alaska's salon businesses are owned by women, compared to only 27 percent of businesses in the state's overall private sector.
- ⇒ Five percent of businesses in Alaska's salon industry are Black or African-American-owned, versus just 2 percent of total private sector businesses.

### BUSINESS OWNERSHIP: ALASKA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## ALASKA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
At Large	Don Young (R)	132	951
<b>Total</b>		<b>132</b>	<b>951</b>

*\*Includes only establishments with payroll employees*

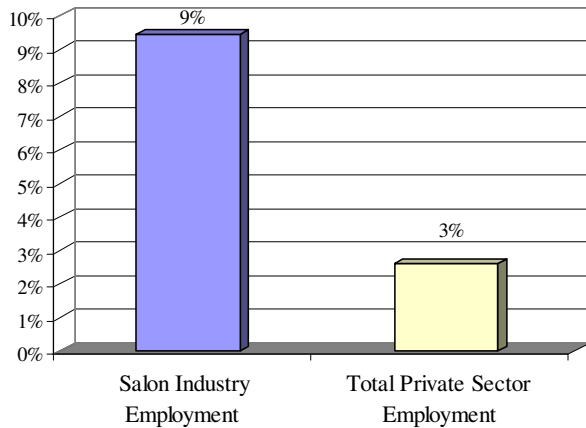
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE ARIZONA SALON INDUSTRY

### ARIZONA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$775 Million
Establishments with Employees:	1,256
Payroll Employees:	8,689

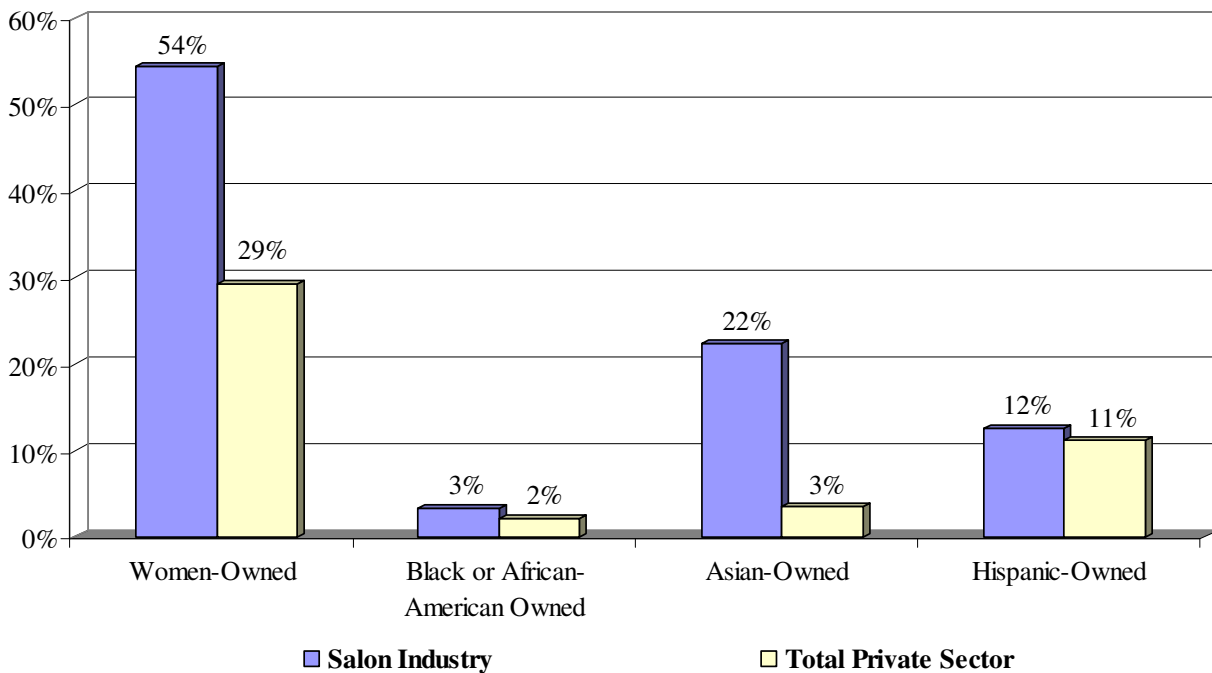
### ARIZONA JOB GROWTH: 2000 TO 2010



### ARIZONA SALON INDUSTRY TRENDS

- ⇒ Arizona's salon industry is a vibrant and growing industry, generating over \$775 million in annual sales and providing employment opportunities for nearly 9,000 individuals.
- ⇒ Growth in Arizona's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Arizona increased 9 percent. In contrast, total private sector employment in the state increased only 3 percent during the same 10-year period.
- ⇒ Not only does Arizona's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Fifty-four percent of Arizona's salon businesses are owned by women, compared to only 29 percent of businesses in the state's overall private sector.
- ⇒ Twenty-two percent of businesses in Arizona's salon industry are Asian-owned, versus just 3 percent of total private sector businesses.

### BUSINESS OWNERSHIP: ARIZONA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## ARIZONA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Paul A. Gosar (R)	107	740
2	Trent Franks (R)	148	1,026
3	Benjamin Quayle (R)	229	1,585
4	Ed Pastor (D)	90	623
5	David Schweikert (R)	268	1,857
6	Jeff Flake (R)	100	695
7	Raúl M. Grijalva (D)	109	753
8	Vacant Seat	204	1,409
<b>Total</b>		<b>1,256</b>	<b>8,689</b>

*\*Includes only establishments with payroll employees*

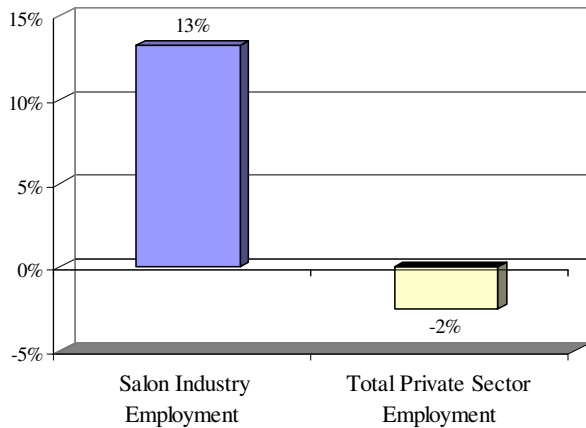
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE ARKANSAS SALON INDUSTRY

### ARKANSAS SALON INDUSTRY SNAPSHOT

Annual Sales:	\$251 Million
Establishments with Employees:	406
Payroll Employees:	1,643

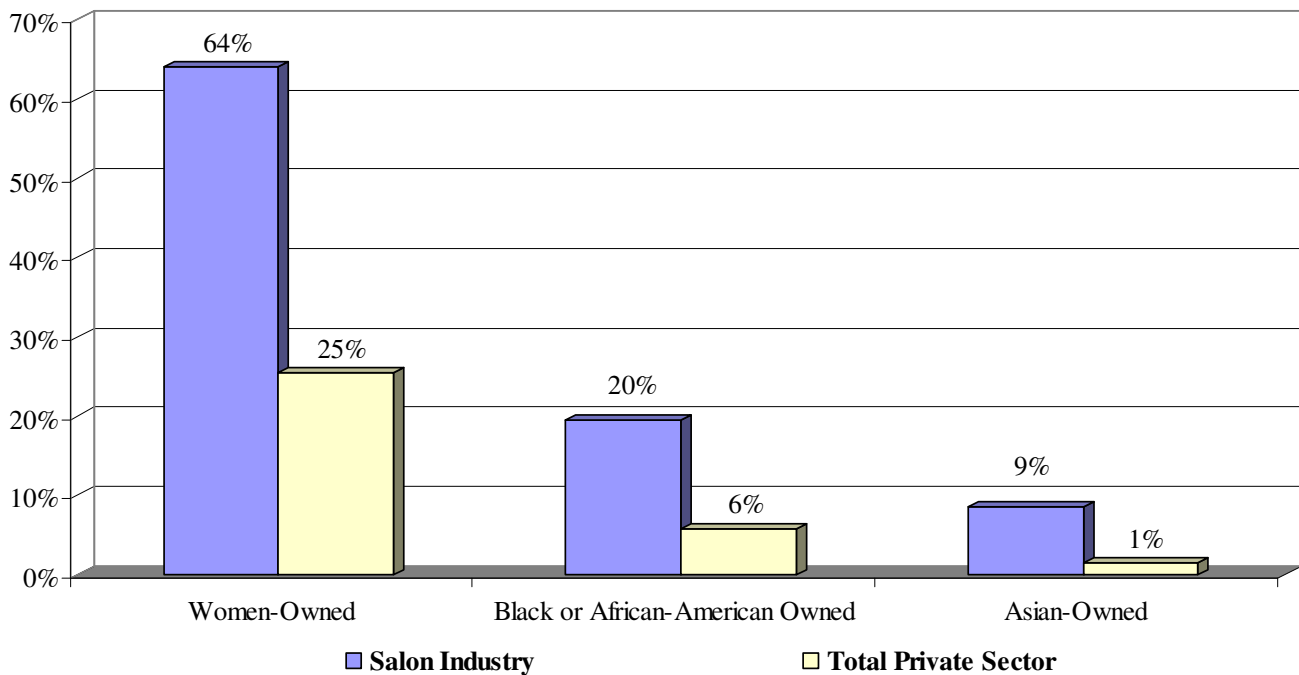
### ARKANSAS JOB GROWTH: 2000 TO 2010



### ARKANSAS SALON INDUSTRY TRENDS

- ⇒ Arkansas' salon industry is a vibrant and growing industry, generating over \$251 million in annual sales and providing employment opportunities for more than 1,600 individuals.
- ⇒ Growth in Arkansas' salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Arkansas increased 13 percent. In contrast, total private sector employment in the state declined 2 percent during the same 10-year period.
- ⇒ Not only does Arkansas' salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-four percent of Arkansas' salon businesses are owned by women, compared to only 25 percent of businesses in the state's overall private sector.
- ⇒ Twenty percent of businesses in Arkansas' salon industry are Black or African-American-owned, versus just 6 percent of total private sector businesses.

### BUSINESS OWNERSHIP: ARKANSAS' SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## ARKANSAS' SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Eric A. "Rick" Crawford (R)	87	353
2	Tim Griffin (R)	137	553
3	Steve Womack (R)	109	439
4	Mike Ross (D)	74	297
<b>Total</b>		<b>406</b>	<b>1,643</b>

*\*Includes only establishments with payroll employees*

*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

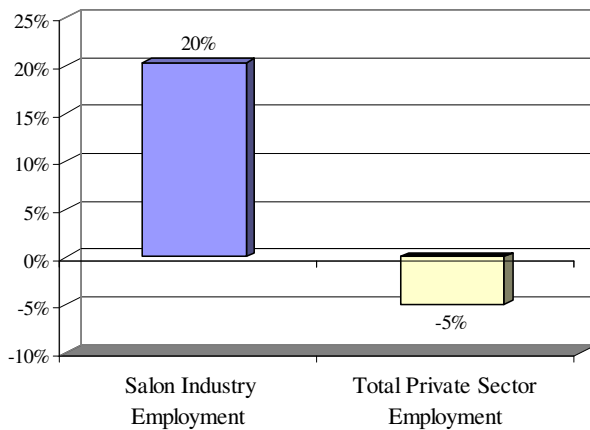


## PORTRAIT OF THE CALIFORNIA SALON INDUSTRY

### CALIFORNIA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$4.7 Billion
Establishments with Employees:	8,560
Payroll Employees:	44,786

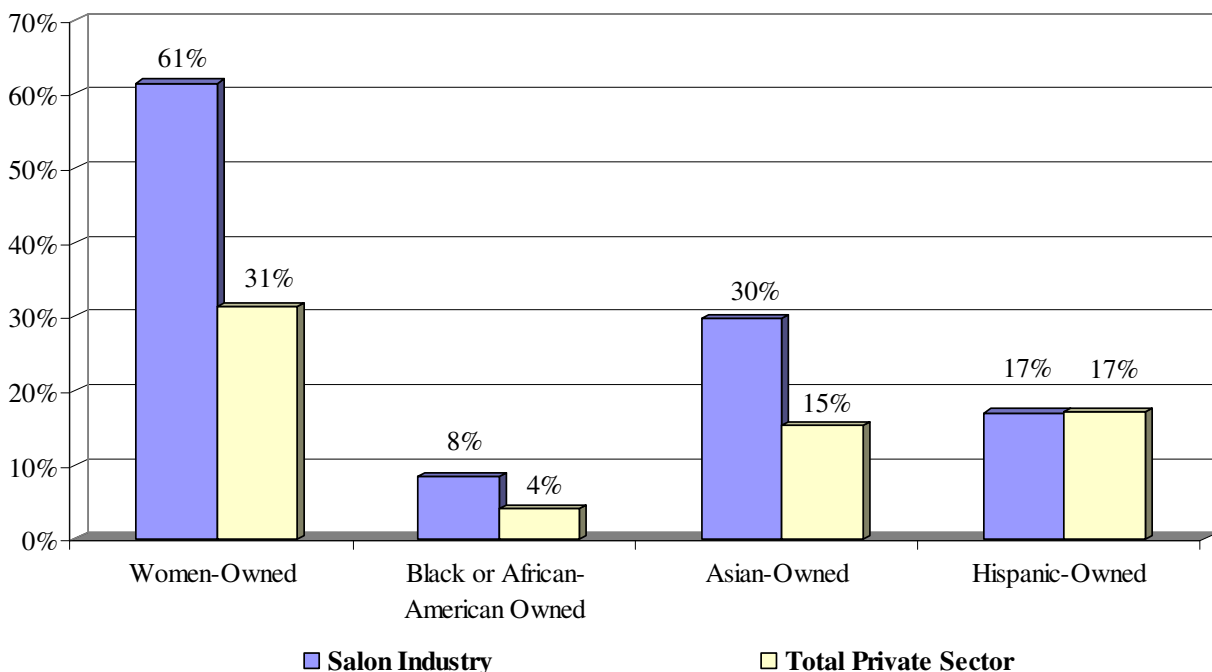
### CALIFORNIA JOB GROWTH: 2000 TO 2010



### CALIFORNIA SALON INDUSTRY TRENDS

- ⇒ California's salon industry is a vibrant and growing industry, generating \$4.7 billion in annual sales and providing employment opportunities for more than 44,000 individuals.
- ⇒ Growth in California's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in California increased 20 percent. In contrast, total private sector employment in the state declined 5 percent during the same 10-year period.
- ⇒ Not only does California's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-one percent of California's salon businesses are owned by women, compared to only 31 percent of businesses in the state's overall private sector.
- ⇒ Thirty percent of businesses in California's salon industry are Asian-owned, versus just 15 percent of total private sector businesses.

### BUSINESS OWNERSHIP: CALIFORNIA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## CALIFORNIA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Mike Thompson (D)	121	632
2	Wally Herger (R)	90	470
3	Daniel Lungren (R)	157	819
4	Tom McClintock (R)	116	608
5	Doris Matsui (D)	153	801
6	Lynn Woolsey (D)	226	1,180
7	George Miller (D)	130	680
8	Nancy Pelosi (D)	337	1,764
9	Barbara Lee (D)	195	1,018
10	John Garamendi (D)	199	1,042
11	Jerry McNerney (D)	233	1,216
12	Jackie Speier (D)	231	1,210
13	Fortney Pete Stark (D)	166	867
14	Anna Eshoo (D)	227	1,186
15	Michael Honda (D)	266	1,391
16	Zoe Lofgren (D)	247	1,295
17	Sam Farr (D)	121	632
18	Dennis A. Cardoza (D)	128	668
19	Jeff Denham (R)	122	638
20	Jim Costa (D)	39	205
21	Devin Nunes (R)	66	343
22	Kevin McCarthy (R)	93	488
23	Lois Capps (D)	159	831
24	Elton Gallegly (R)	135	705
25	Howard "Buck" McKeon (R)	98	512
26	David Dreier (R)	204	1,066
27	Brad Sherman (D)	188	982
28	Howard L. Berman (D)	170	891
29	Adam Schiff (D)	224	1,174
30	Henry A. Waxman (D)	436	2,282
31	Xavier Becerra (D)	71	373
32	Judy Chu (D)	130	680
33	Karen Bass (D)	108	566
34	Lucille Roybal-Allard (D)	116	608
35	Maxine Waters (D)	121	632
36	Janice Hahn (D)	242	1,265
37	Laura Richardson (D)	96	500
38	Grace Napolitano (D)	112	584
39	Linda T. Sanchez (D)	117	614
40	Edward Royce (R)	200	1,048
41	Jerry Lewis (R)	93	488
42	Gary Miller (R)	199	1,042
43	Joe Baca (D)	89	464
44	Ken Calvert (R)	91	476
45	Mary Bono (R)	140	735
46	Dana Rohrabacher (R)	259	1,355
47	Loretta Sanchez (D)	105	548
48	John Campbell (R)	229	1,198
49	Darrell Issa (R)	90	470
50	Brian P. Bilbray (R)	205	1,072
51	Bob Filner (D)	84	440
52	Duncan Hunter (R)	158	825
53	Susan Davis (D)	230	1,204
<b>Total</b>		<b>8,560</b>	<b>44,786</b>

\*Includes only establishments with payroll employees

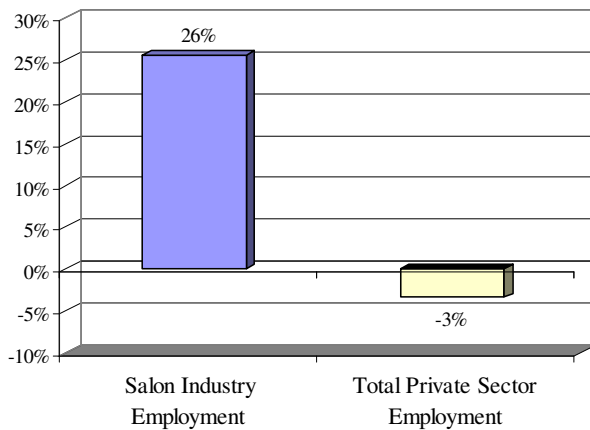
Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau

## PORTRAIT OF THE COLORADO SALON INDUSTRY

### COLORADO SALON INDUSTRY SNAPSHOT

Annual Sales:	\$669 Million
Establishments with Employees:	1,722
Payroll Employees:	8,983

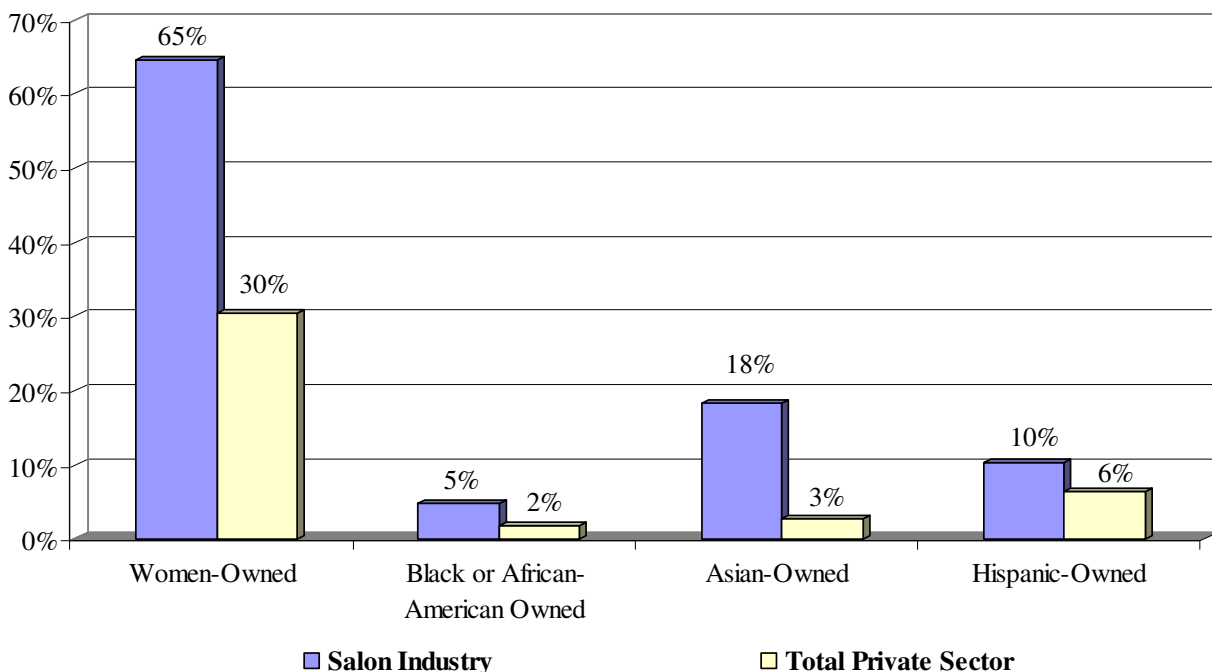
### COLORADO JOB GROWTH: 2000 TO 2010



### COLORADO SALON INDUSTRY TRENDS

- ⇒ Colorado's salon industry is a vibrant and growing industry, generating over \$669 million in annual sales and providing employment opportunities for nearly 9,000 individuals.
- ⇒ Growth in Colorado's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Colorado increased 26 percent. In contrast, total private sector employment in the state declined 3 percent during the same 10-year period.
- ⇒ Not only does Colorado's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-five percent of Colorado's salon businesses are owned by women, compared to only 30 percent of businesses in the state's overall private sector.
- ⇒ Eighteen percent of businesses in Colorado's salon industry are Asian-owned, versus just 3 percent of total private sector businesses.

### BUSINESS OWNERSHIP: COLORADO'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## COLORADO'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Diana DeGette (D)	260	1,356
2	Jared Polis (D)	215	1,119
3	Scott R. Tipton (R)	231	1,205
4	Cory Gardner (R)	208	1,083
5	Doug Lamborn (R)	230	1,198
6	Mike Coffman (R)	249	1,299
7	Ed Perlmutter (D)	330	1,722
<b>Total</b>		<b>1,722</b>	<b>8,983</b>

*\*Includes only establishments with payroll employees*

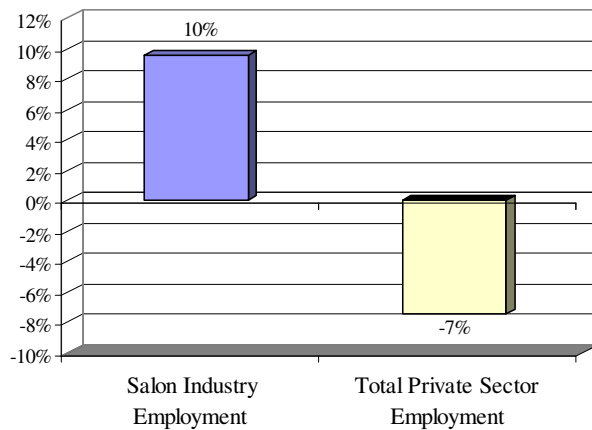
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE CONNECTICUT SALON INDUSTRY

### CONNECTICUT SALON INDUSTRY SNAPSHOT

Annual Sales:	\$599 Million
Establishments with Employees:	1,736
Payroll Employees:	8,808

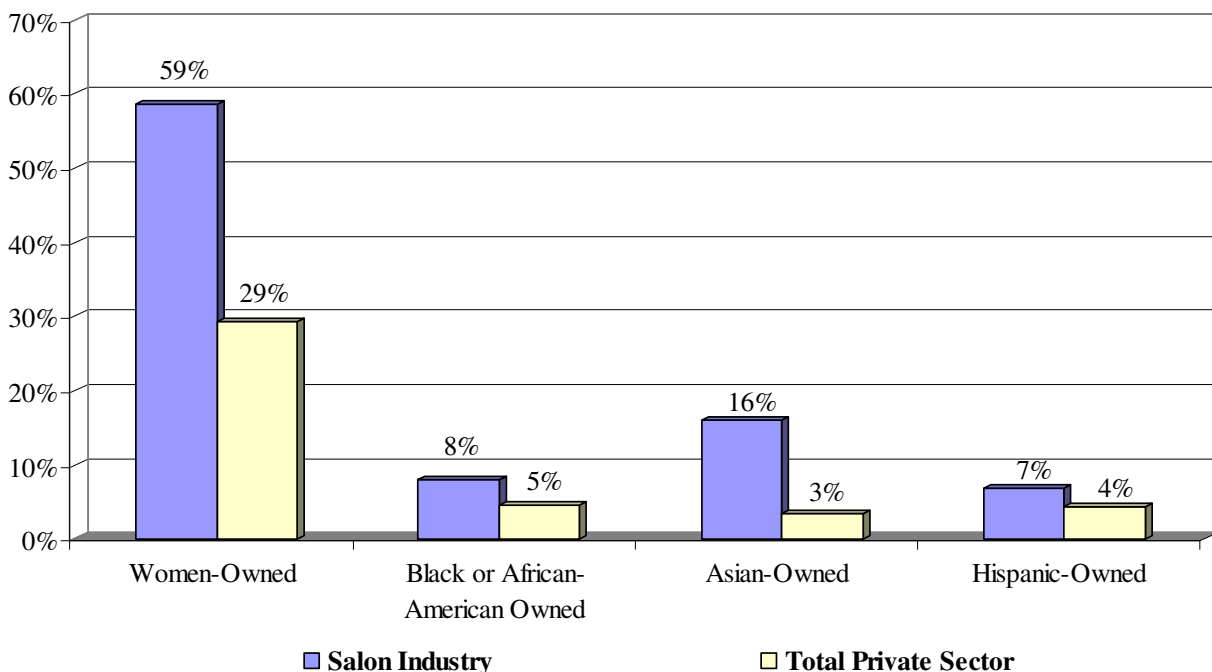
### CONNECTICUT JOB GROWTH: 2000 TO 2010



### CONNECTICUT SALON INDUSTRY TRENDS

- ⇒ Connecticut's salon industry is a vibrant and growing industry, generating over \$599 million in annual sales and providing employment opportunities for more than 8,800 individuals.
- ⇒ Growth in Connecticut's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Connecticut increased 10 percent. In contrast, total private sector employment in the state declined 7 percent during the same 10-year period.
- ⇒ Not only does Connecticut's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Fifty-nine percent of Connecticut's salon businesses are owned by women, compared to only 29 percent of businesses in the state's overall private sector.
- ⇒ Sixteen percent of businesses in Connecticut's salon industry are Asian-owned, versus just 3 percent of total private sector businesses.

### BUSINESS OWNERSHIP: CONNECTICUT'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## CONNECTICUT'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	John Larson (D)	380	1,925
2	Joe Courtney (D)	314	1,594
3	Rosa DeLauro (D)	366	1,855
4	James A. Himes (D)	323	1,639
5	Christopher S. Murphy (D)	354	1,795
<b>Total</b>		<b>1,736</b>	<b>8,808</b>

*\*Includes only establishments with payroll employees*

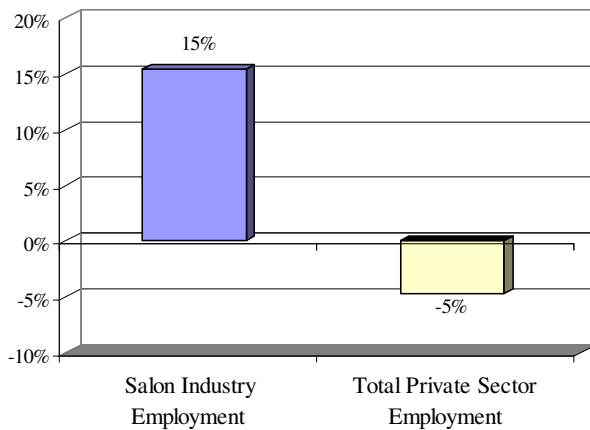
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE DELAWARE SALON INDUSTRY

### DELAWARE SALON INDUSTRY SNAPSHOT

Annual Sales:	\$130 Million
Establishments with Employees:	340
Payroll Employees:	2,295

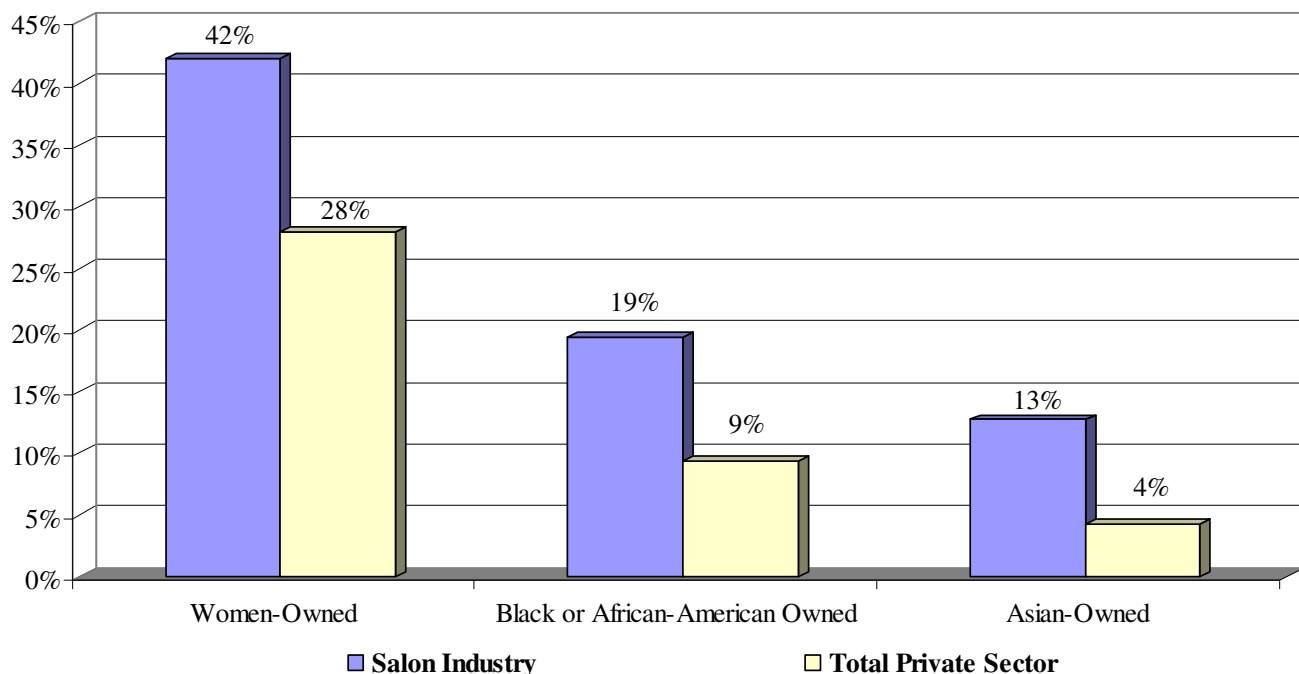
### DELAWARE JOB GROWTH: 2000 TO 2010



### DELAWARE SALON INDUSTRY TRENDS

- ⇒ Delaware's salon industry is a vibrant and growing industry, generating over \$130 million in annual sales and providing employment opportunities for more than 2,200 individuals.
- ⇒ Growth in Delaware's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Delaware increased 15 percent. In contrast, total private sector employment in the state declined 5 percent during the same 10-year period.
- ⇒ Not only does Delaware's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Forty-two percent of Delaware's salon businesses are owned by women, compared to only 28 percent of businesses in the state's overall private sector.
- ⇒ Nineteen percent of businesses in Delaware's salon industry are Black or African-American-owned, versus just 9 percent of total private sector businesses.

### BUSINESS OWNERSHIP: DELAWARE'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## DELAWARE'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
At Large	John C. Carney Jr. (D)	340	2,295
<b>Total</b>		<b>340</b>	<b>2,295</b>

*\*Includes only establishments with payroll employees*

*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

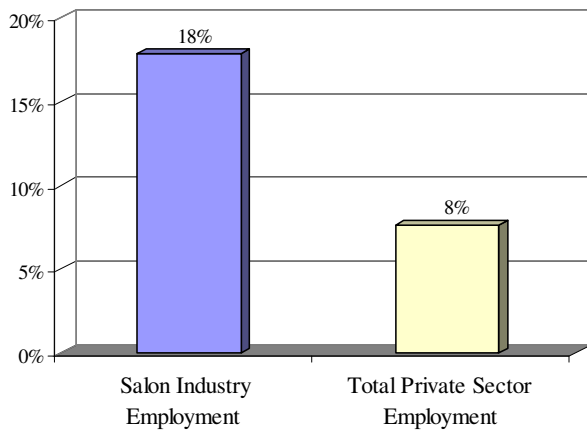


## PORTRAIT OF THE DISTRICT OF COLUMBIA SALON INDUSTRY

### DISTRICT OF COLUMBIA SALON SNAPSHOT

Annual Sales:	\$134 Million
Establishments with Employees:	238
Payroll Employees:	1,677

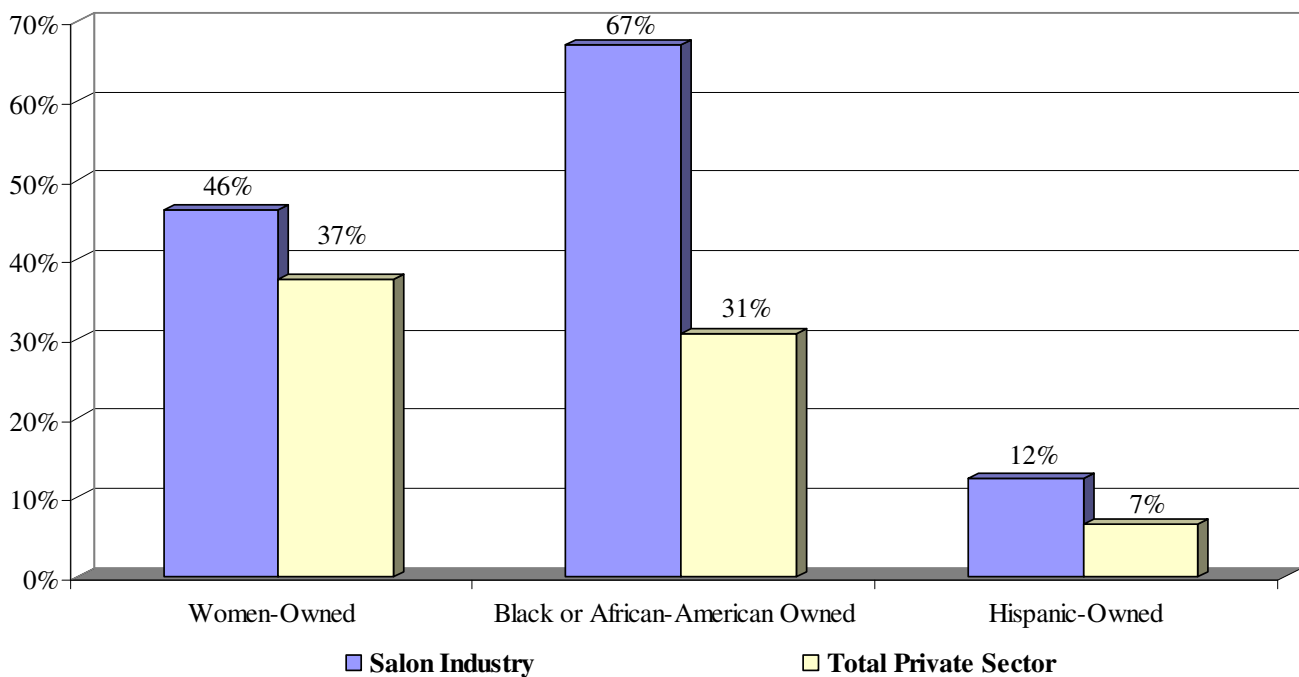
### D.C. JOB GROWTH: 2000 TO 2010



### DISTRICT OF COLUMBIA SALON INDUSTRY TRENDS

- ⇒ The District of Columbia's salon industry is a vibrant and growing industry, generating over \$134 million in annual sales and providing employment opportunities for more than 1,600 individuals.
- ⇒ Growth in the District of Columbia's salon industry outperformed the overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in the District of Columbia increased 18 percent. In comparison, total private sector employment rose 8 percent during the same 10-year period.
- ⇒ The District of Columbia's salon industry also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Forty-six percent of District of Columbia's salon businesses are owned by women, compared to only 37 percent of businesses in the overall private sector.
- ⇒ Sixty-seven percent of businesses in the District's salon industry are Black or African-American-owned, versus just 31 percent of total private sector businesses.

### BUSINESS OWNERSHIP: THE DISTRICT'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## DISTRICT OF COLUMBIA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
Delegate	Eleanor Holmes Norton (D)	238	1,677
<b>Total</b>		<b>238</b>	<b>1,677</b>

*\*Includes only establishments with payroll employees*

*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE FLORIDA SALON INDUSTRY

### FLORIDA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$3 Billion
Establishments with Employees:	6,775
Payroll Employees:	28,606

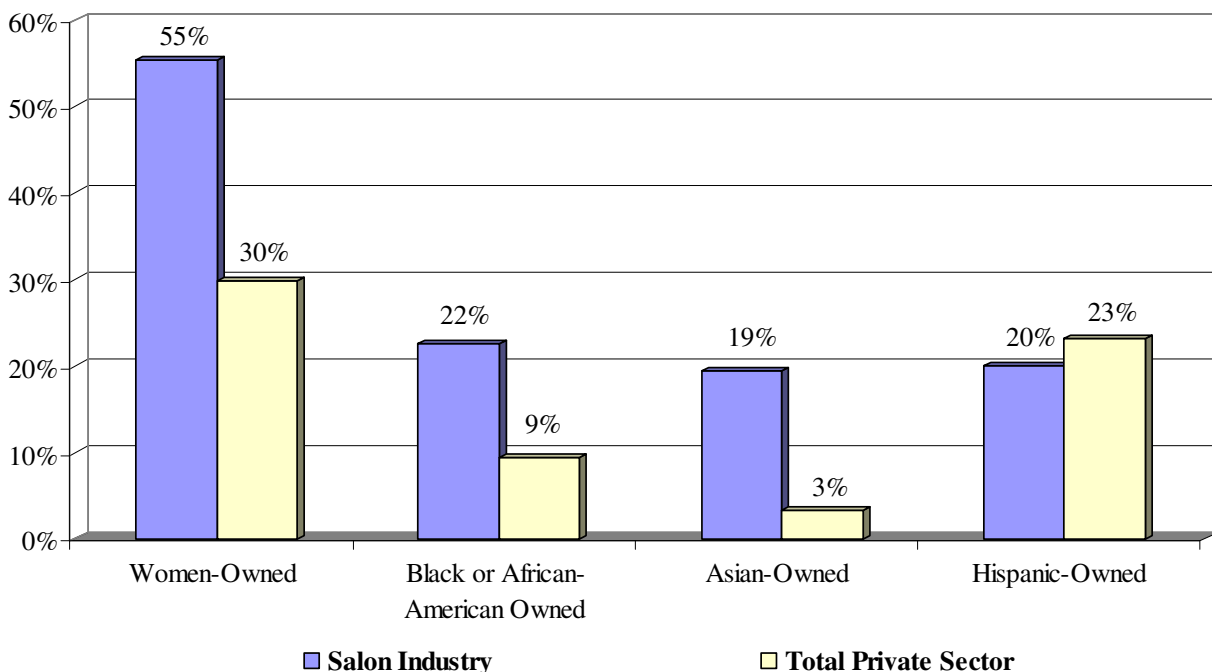
### FLORIDA JOB GROWTH: 2000 TO 2010



### FLORIDA SALON INDUSTRY TRENDS

- ⇒ Florida's salon industry is a vibrant and growing industry, generating \$3 billion in annual sales and providing employment opportunities for nearly 29,000 individuals.
- ⇒ Growth in Florida's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Florida increased 3 percent. In contrast, total private sector employment in the state declined 1 percent during the same 10-year period.
- ⇒ Not only does Florida's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Fifty-five percent of Florida's salon businesses are owned by women, compared to only 30 percent of businesses in the state's overall private sector.
- ⇒ Twenty-two percent of businesses in Florida's salon industry are Black or African-American-owned, versus just 9 percent of total private sector businesses.

### BUSINESS OWNERSHIP: FLORIDA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## FLORIDA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Jeff Miller (R)	204	859
2	Steve Southerland II (R)	151	638
3	Corrine Brown (D)	121	513
4	Ander Crenshaw (R)	321	1,357
5	Richard B. Nugent (R)	217	915
6	Cliff Stearns (R)	199	839
7	John Mica (R)	267	1,126
8	Daniel Webster (R)	283	1,196
9	Gus M. Bilirakis (R)	243	1,025
10	C. W. "Bill" Young (R)	374	1,578
11	Kathy Castor (D)	221	935
12	Dennis A. Ross (R)	180	759
13	Vern Buchanan (R)	338	1,427
14	Connie Mack (R)	364	1,538
15	Bill Posey (R)	277	1,171
16	Thomas J. Rooney (R)	251	1,060
17	Frederica S. Wilson (D)	135	568
18	Ileana Ros-Lehtinen (R)	458	1,935
19	Theodore E. Deutch (D)	320	1,352
20	Debbie Wasserman Schultz (D)	506	2,136
21	Mario Diaz-Balart (R)	282	1,191
22	Allen B. West (R)	471	1,990
23	Alcee Hastings (D)	165	699
24	Sandy Adams (R)	284	1,201
25	David Rivera (R)	142	598
<b>Total</b>		<b>6,775</b>	<b>28,606</b>

\*Includes only establishments with payroll employees

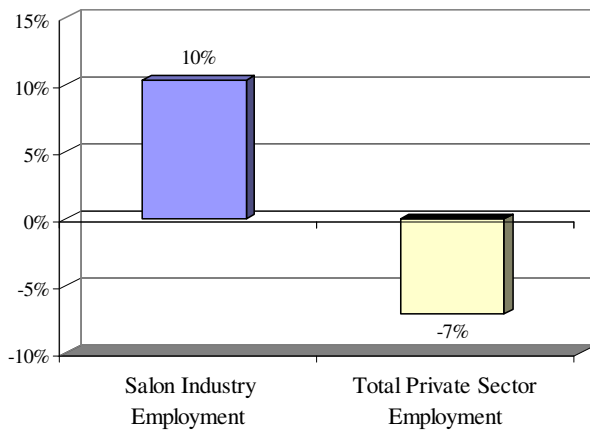
Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau

## PORTRAIT OF THE GEORGIA SALON INDUSTRY

### GEORGIA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$1.5 Billion
Establishments with Employees:	2,351
Payroll Employees:	10,163

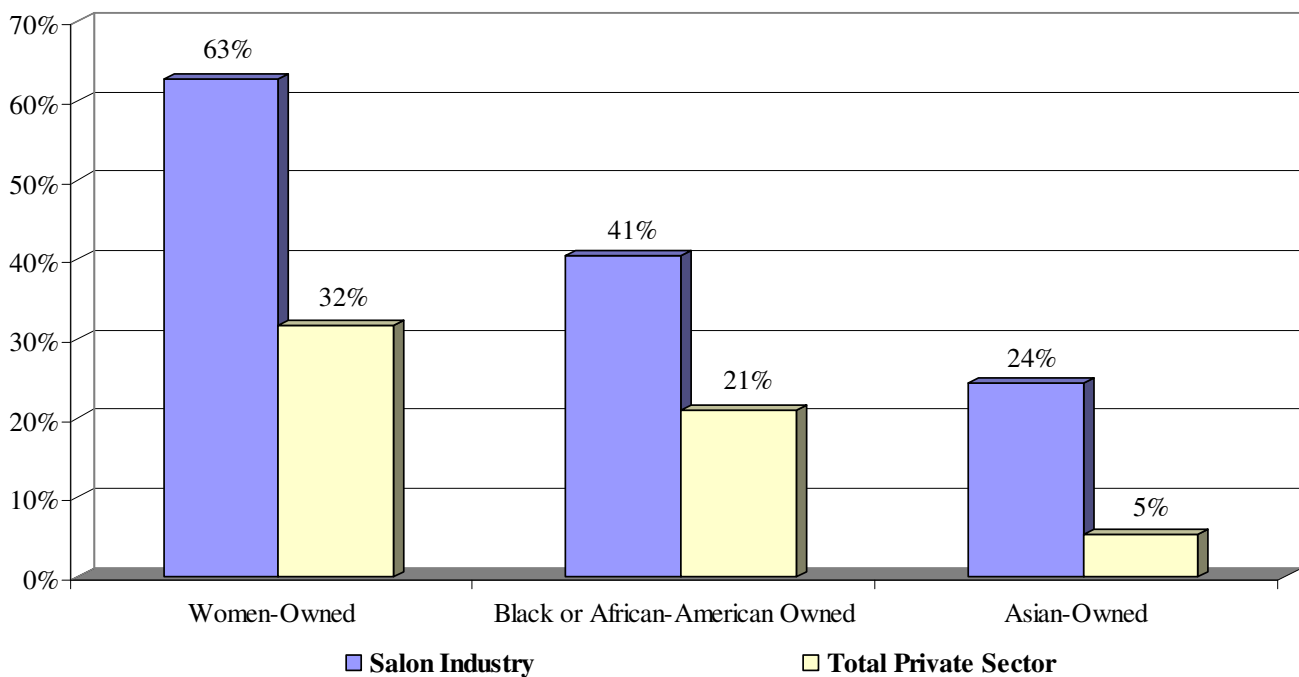
### GEORGIA JOB GROWTH: 2000 TO 2010



### GEORGIA SALON INDUSTRY TRENDS

- ⇒ Georgia's salon industry is a vibrant and growing industry, generating \$1.5 billion in annual sales and providing employment opportunities for more than 10,000 individuals.
- ⇒ Growth in Georgia's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Georgia increased 10 percent. In contrast, total private sector employment in the state declined 7 percent during the same 10-year period.
- ⇒ Not only does Georgia's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-three percent of Georgia's salon businesses are owned by women, compared to only 32 percent of businesses in the state's overall private sector.
- ⇒ Forty-one percent of businesses in Georgia's salon industry are Black or African-American-owned, versus just 21 percent of total private sector businesses.

### BUSINESS OWNERSHIP: GEORGIA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## GEORGIA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Jack Kingston (R)	177	767
2	Sanford D. Bishop, Jr. (D)	150	648
3	Lynn A. Westmoreland (R)	107	464
4	Henry C. "Hank" Johnson Jr. (D)	301	1,302
5	John Lewis (D)	378	1,635
6	Tom Price (R)	263	1,136
7	Rob Woodall (R)	91	392
8	Austin Scott (R)	160	690
9	Tom Graves (R)	111	482
10	Paul C. Broun (R)	120	517
11	Phil Gingrey (R)	151	654
12	John Barrow (D)	237	1,023
13	David Scott (D)	105	452
<b>Total</b>		<b>2,351</b>	<b>10,163</b>

*\*Includes only establishments with payroll employees*

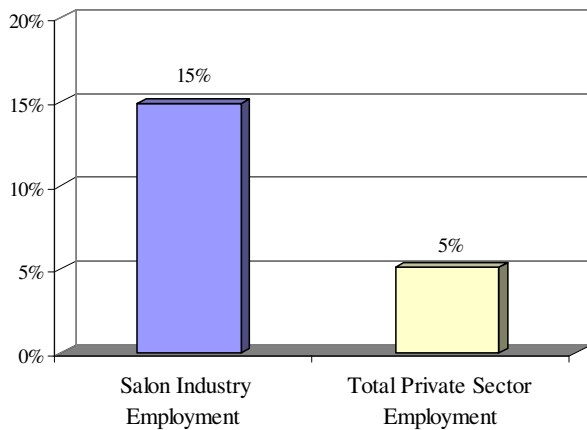
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE HAWAII SALON INDUSTRY

### HAWAII SALON INDUSTRY SNAPSHOT

Annual Sales:	\$191 Million
Establishments with Employees:	319
Payroll Employees:	2,173

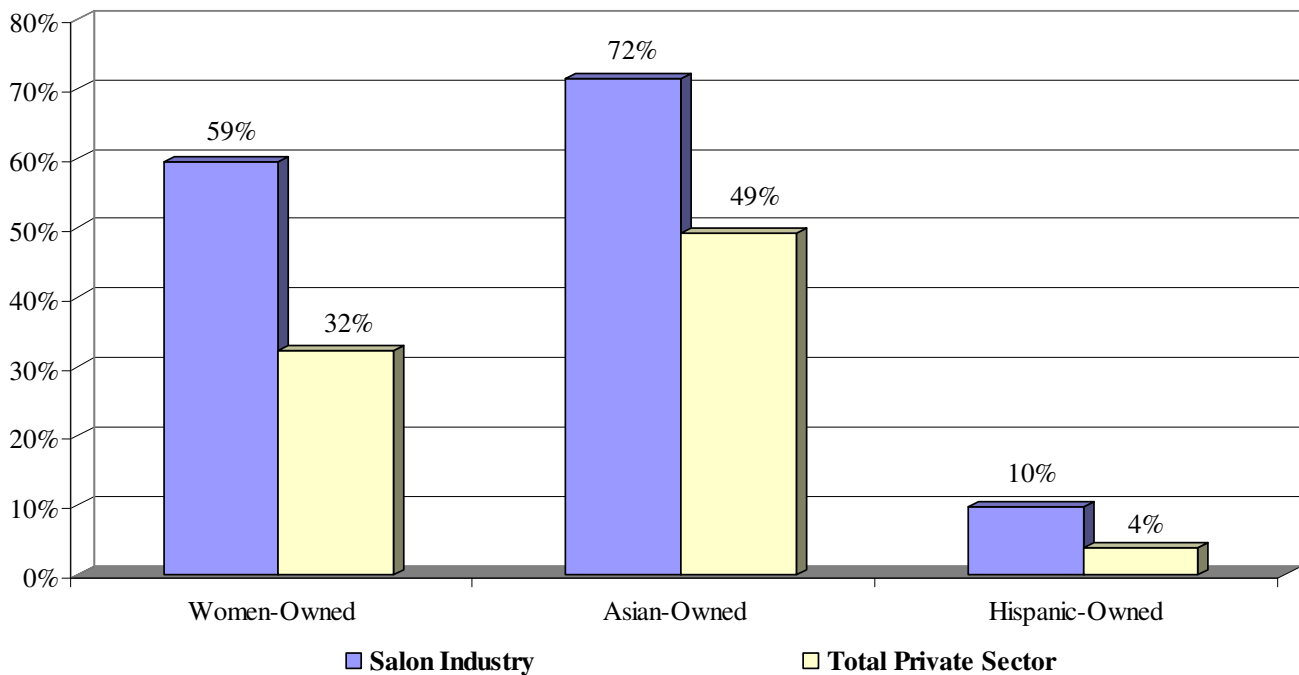
### HAWAII JOB GROWTH: 2000 TO 2010



### HAWAII SALON INDUSTRY TRENDS

- ⇒ Hawaii's salon industry is a vibrant and growing industry, generating over \$191 million in annual sales and providing employment opportunities for more than 2,100 individuals.
- ⇒ Growth in Hawaii's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Hawaii increased 15 percent. In comparison, total private sector employment in the state rose 5 percent during the same 10-year period.
- ⇒ Not only does Hawaii's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Fifty-nine percent of Hawaii's salon businesses are owned by women, compared to only 32 percent of businesses in the state's overall private sector.
- ⇒ Seventy-two percent of businesses in Hawaii's salon industry are Asian-owned, versus just 49 percent of total private sector businesses.

### BUSINESS OWNERSHIP: HAWAII'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## HAWAII'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	Colleen W. Hanabusa (D)	205	1,393
2	Mazie K. Hirono (D)	114	780
<b>Total</b>		<b>319</b>	<b>2,173</b>

*\*Includes only establishments with payroll employees*

*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

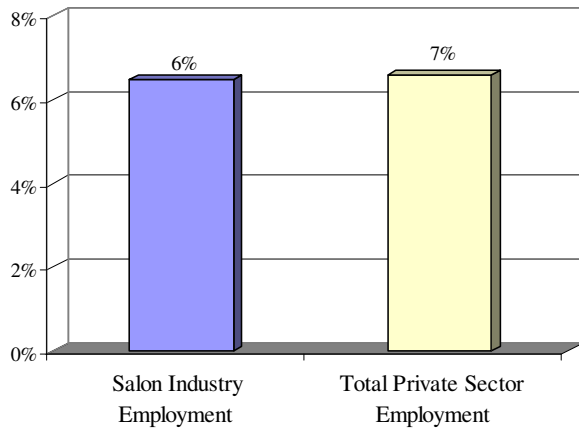


## PORTRAIT OF THE IDAHO SALON INDUSTRY

### IDAHO SALON INDUSTRY SNAPSHOT

Annual Sales:	\$138 Million
Establishments with Employees:	279
Payroll Employees:	1,365

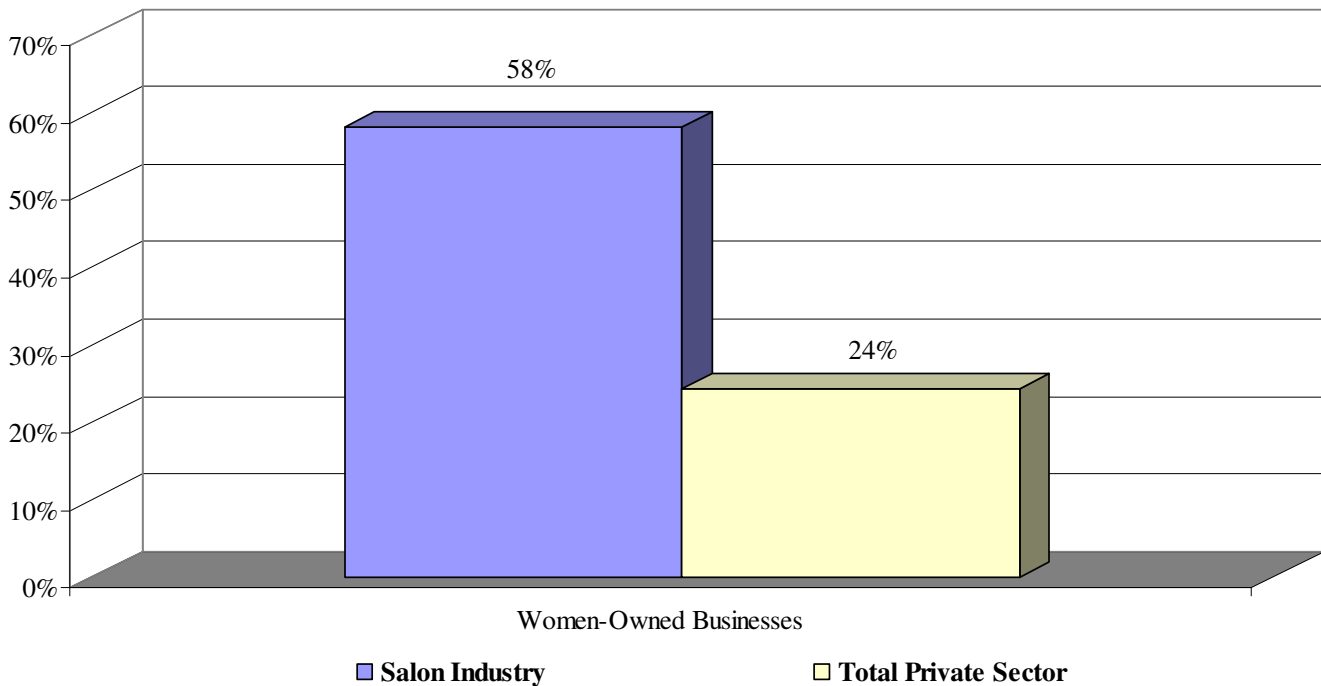
### IDAHO JOB GROWTH: 2000 TO 2010



### IDAHO SALON INDUSTRY TRENDS

- ⇒ Idaho's salon industry is a vibrant and growing industry, generating over \$138 million in annual sales and providing employment opportunities for more than 1,300 individuals.
- ⇒ Growth in Idaho's salon industry buoyed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Idaho increased 6 percent. In comparison, total private sector employment in the state rose 7 percent during the same 10-year period.
- ⇒ Not only does Idaho's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Fifty-eight percent of Idaho's salon businesses are owned by women, compared to only 24 percent of businesses in the state's overall private sector.

### BUSINESS OWNERSHIP: IDAHO'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## IDAHO'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	Raúl R. Labrador (R)	136	667
2	Michael Simpson (R)	143	698
<b>Total</b>		<b>279</b>	<b>1,365</b>

*\*Includes only establishments with payroll employees*

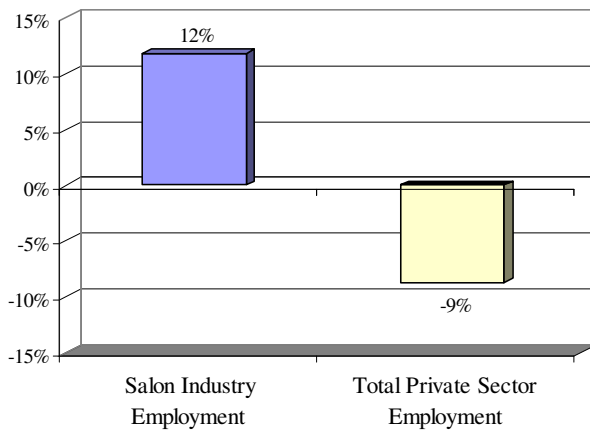
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE ILLINOIS SALON INDUSTRY

### ILLINOIS SALON INDUSTRY SNAPSHOT

Annual Sales:	\$1.9 Billion
Establishments with Employees:	3,649
Payroll Employees:	23,984

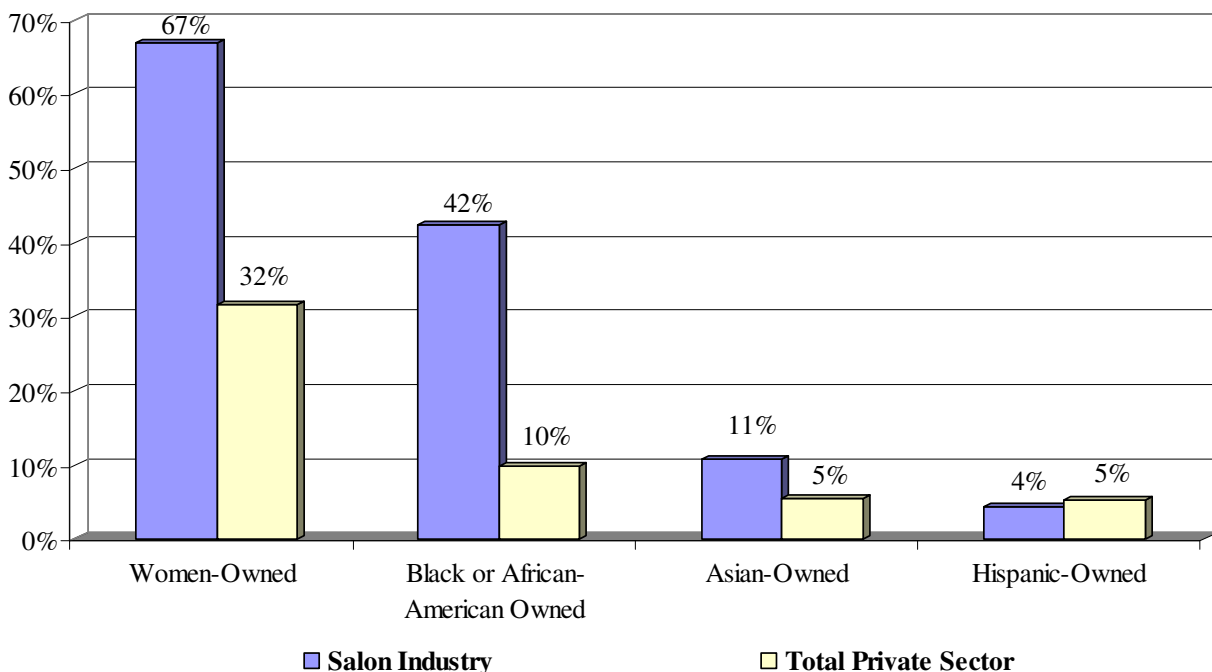
### ILLINOIS JOB GROWTH: 2000 TO 2010



### ILLINOIS SALON INDUSTRY TRENDS

- ⇒ Illinois' salon industry is a vibrant and growing industry, generating over \$1.9 billion in annual sales and providing employment opportunities for more than 23,000 individuals.
- ⇒ Growth in Illinois' salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Illinois increased 12 percent. In contrast, total private sector employment in the state declined 9 percent during the same 10-year period.
- ⇒ Not only does Illinois' salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-seven percent of Illinois' salon businesses are owned by women, compared to only 32 percent of businesses in the state's overall private sector.
- ⇒ Forty-two percent of businesses in Illinois' salon industry are Black or African-American-owned, versus just 10 percent of total private sector businesses.

### BUSINESS OWNERSHIP: ILLINOIS' SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## ILLINOIS' SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Bobby Rush (D)	129	850
2	Jesse Jackson, Jr. (D)	115	758
3	Daniel Lipinski (D)	198	1,299
4	Luis Gutierrez (D)	63	414
5	Mike Quigley (D)	193	1,271
6	Peter J. Roskam (R)	302	1,988
7	Danny Davis (D)	206	1,355
8	Joe Walsh (R)	216	1,419
9	Janice D. Schakowsky (D)	268	1,763
10	Robert J. Dold (R)	323	2,121
11	Adam Kinzinger (R)	202	1,327
12	Jerry F. Costello (D)	187	1,229
13	Judy Biggert (R)	244	1,601
14	Randy Hultgren (R)	189	1,243
15	Timothy V. Johnson (R)	144	948
16	Donald Manzullo (R)	157	1,032
17	Robert T. Schilling (R)	184	1,208
18	Aaron Schock (R)	199	1,306
19	John M. Shimkus (R)	129	850
<b>Total</b>		<b>3,649</b>	<b>23,984</b>

*\*Includes only establishments with payroll employees*

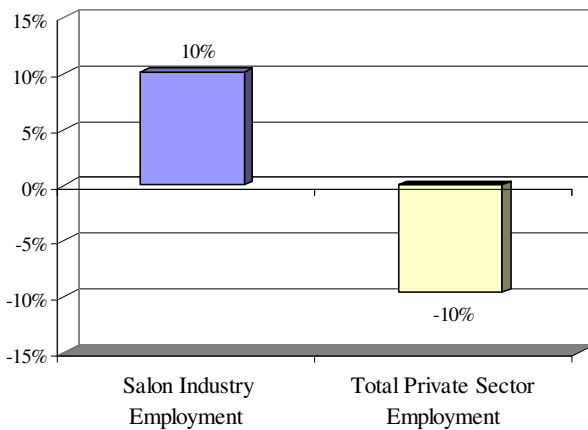
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE INDIANA SALON INDUSTRY

### INDIANA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$711 Million
Establishments with Employees:	1,419
Payroll Employees:	9,090

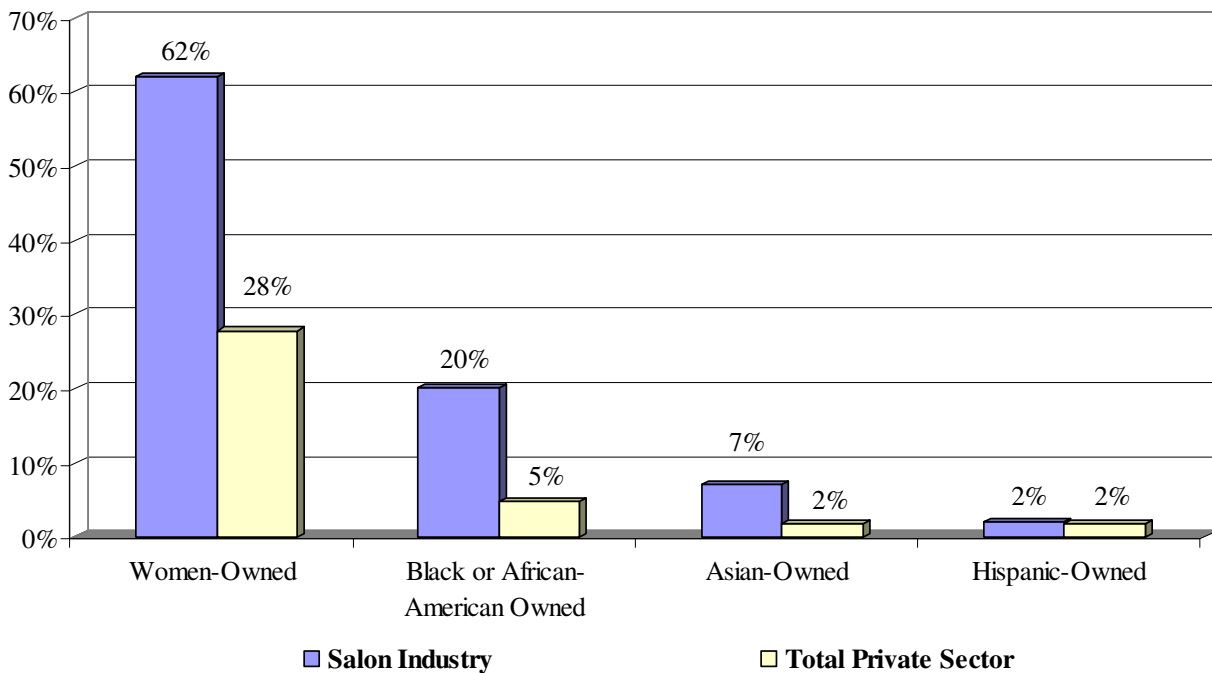
### INDIANA JOB GROWTH: 2000 TO 2010



### INDIANA SALON INDUSTRY TRENDS

- ⇒ Indiana's salon industry is a vibrant and growing industry, generating over \$711 million in annual sales and providing employment opportunities for more than 9,000 individuals.
- ⇒ Growth in Indiana's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Indiana increased 10 percent. In contrast, total private sector employment in the state declined 10 percent during the same 10-year period.
- ⇒ Not only does Indiana's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-two percent of Indiana's salon businesses are owned by women, compared to only 28 percent of businesses in the state's overall private sector.
- ⇒ Twenty percent of businesses in Indiana's salon industry are Black or African-American-owned, versus just 5 percent of total private sector businesses.

### BUSINESS OWNERSHIP: INDIANA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## INDIANA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Peter J. Visclosky (D)	182	1,165
2	Joe Donnelly (D)	191	1,221
3	Marlin A. Stutzman (R)	195	1,250
4	Todd Rokita (R)	155	991
5	Dan Burton (R)	149	957
6	Mike Pence (R)	119	765
7	Andre Carson (D)	175	1,120
8	Larry Bucshon (R)	134	856
9	Todd C. Young (R)	119	765
<b>Total</b>		<b>1,419</b>	<b>9,090</b>

*\*Includes only establishments with payroll employees*

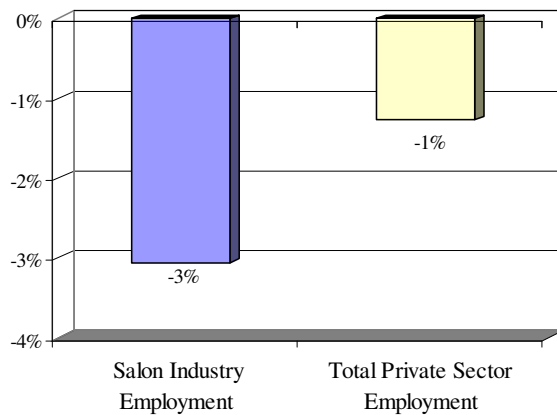
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE IOWA SALON INDUSTRY

### IOWA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$338 Million
Establishments with Employees:	914
Payroll Employees:	4,610

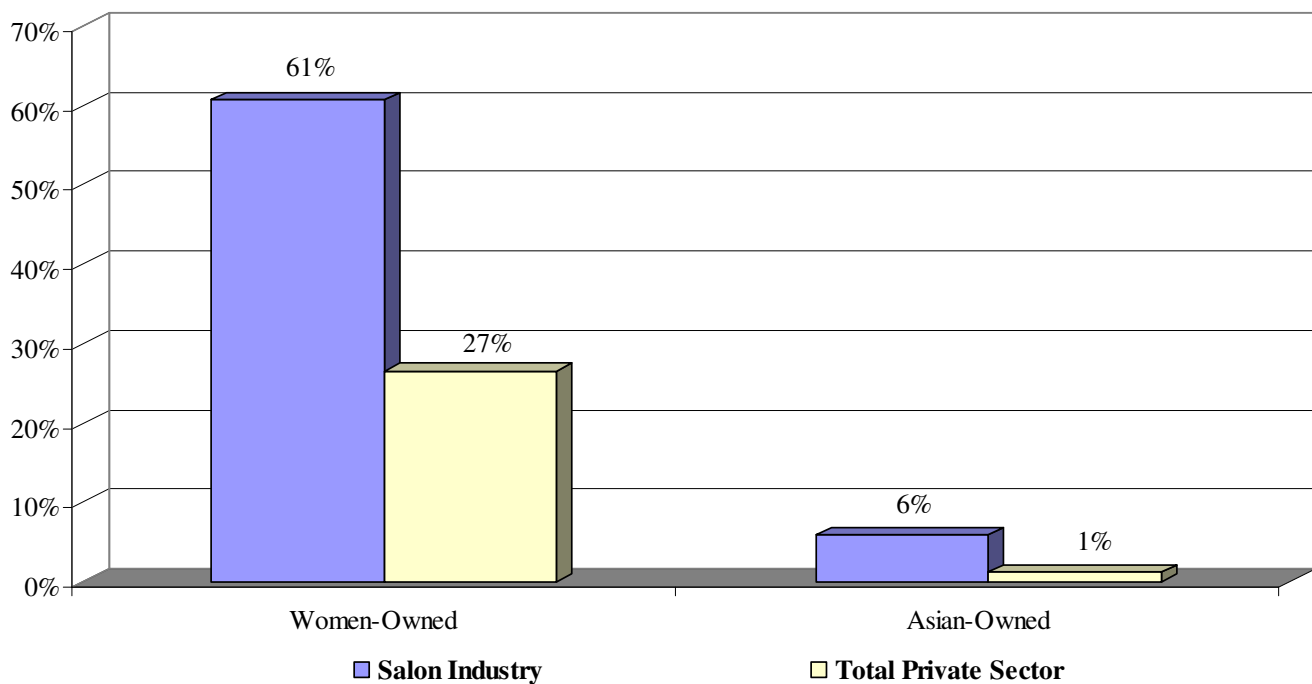
### IOWA JOB GROWTH: 2000 TO 2010



### IOWA SALON INDUSTRY TRENDS

- ⇒ Iowa's salon industry is a vibrant and growing industry, generating over \$338 million in annual sales and providing employment opportunities for more than 4,600 individuals.
- ⇒ Growth in Iowa's salon industry fell behind the state's overall private sector in recent years.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Iowa declined 3 percent. In comparison, total private sector employment in the state declined 1 percent during the same 10-year period.
- ⇒ Not only does Iowa's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-one percent of Iowa's salon businesses are owned by women, compared to only 27 percent of businesses in the state's overall private sector.
- ⇒ Six percent of businesses in Iowa's salon industry are Asian-owned, versus just 1 percent of total private sector businesses.

### BUSINESS OWNERSHIP: IOWA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## IOWA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	Bruce L. Braley (D)	199	1,001
2	David Loebsack (D)	187	945
3	Leonard L. Boswell (D)	187	945
4	Tom Latham (R)	169	853
5	Steve King (R)	172	865
<b>Total</b>		<b>914</b>	<b>4,610</b>

*\*Includes only establishments with payroll employees*

*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

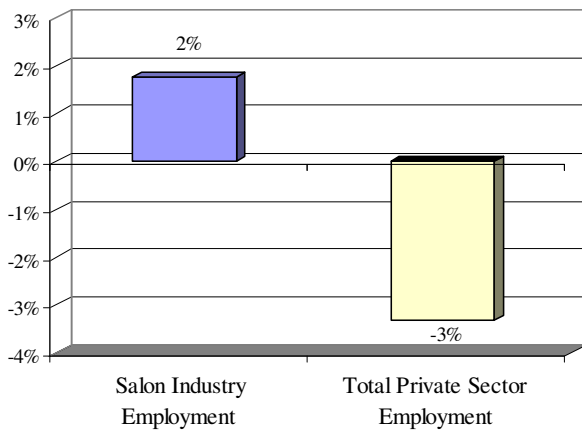


## PORTRAIT OF THE KANSAS SALON INDUSTRY

### KANSAS SALON INDUSTRY SNAPSHOT

Annual Sales:	\$316 Million
Establishments with Employees:	784
Payroll Employees:	4,370

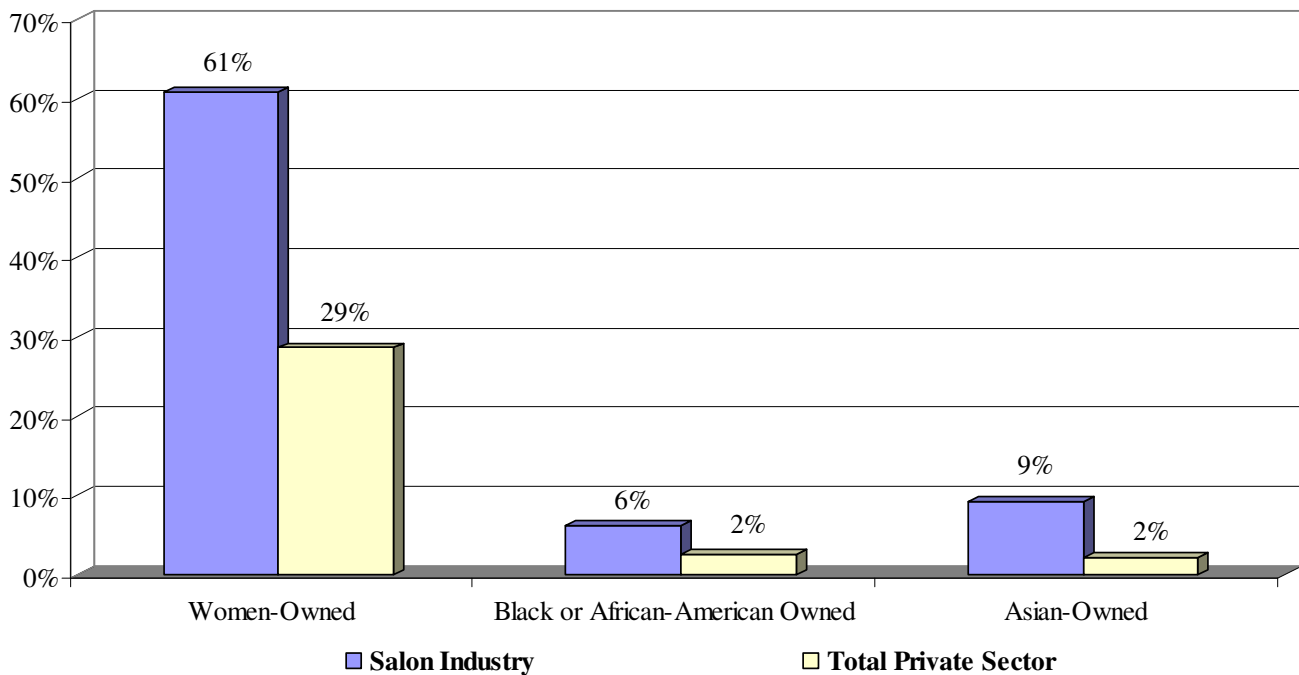
### KANSAS JOB GROWTH: 2000 TO 2010



### KANSAS SALON INDUSTRY TRENDS

- ⇒ Kansas' salon industry is a vibrant and growing industry, generating over \$316 million in annual sales and providing employment opportunities for more than 4,300 individuals.
- ⇒ Growth in Kansas' salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Kansas increased 2 percent. In contrast, total private sector employment in the state declined 3 percent during the same 10-year period.
- ⇒ Not only does Kansas' salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-one percent of Kansas' salon businesses are owned by women, compared to only 29 percent of businesses in the state's overall private sector.
- ⇒ Nine percent of businesses in Kansas' salon industry are Asian-owned, versus just 2 percent of total private sector businesses.

### BUSINESS OWNERSHIP: KANSAS' SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## KANSAS' SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	Tim Huelskamp (R)	235	1,309
2	Lynn Jenkins (R)	169	940
3	Kevin Yoder (R)	205	1,145
4	Mike Pompeo (R)	175	976
<b>Total</b>		<b>784</b>	<b>4,370</b>

*\*Includes only establishments with payroll employees*

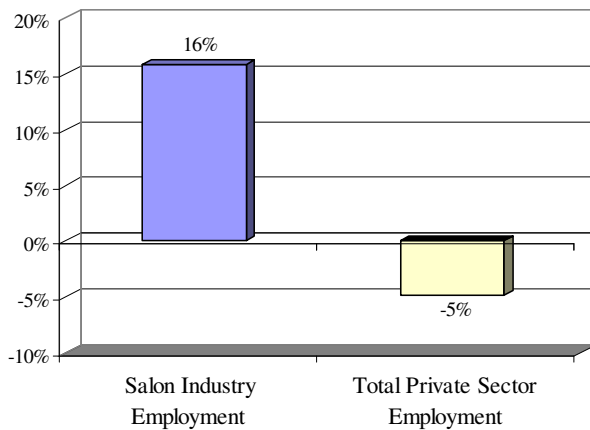
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE KENTUCKY SALON INDUSTRY

### KENTUCKY SALON INDUSTRY SNAPSHOT

Annual Sales:	\$413 Million
Establishments with Employees:	807
Payroll Employees:	4,365

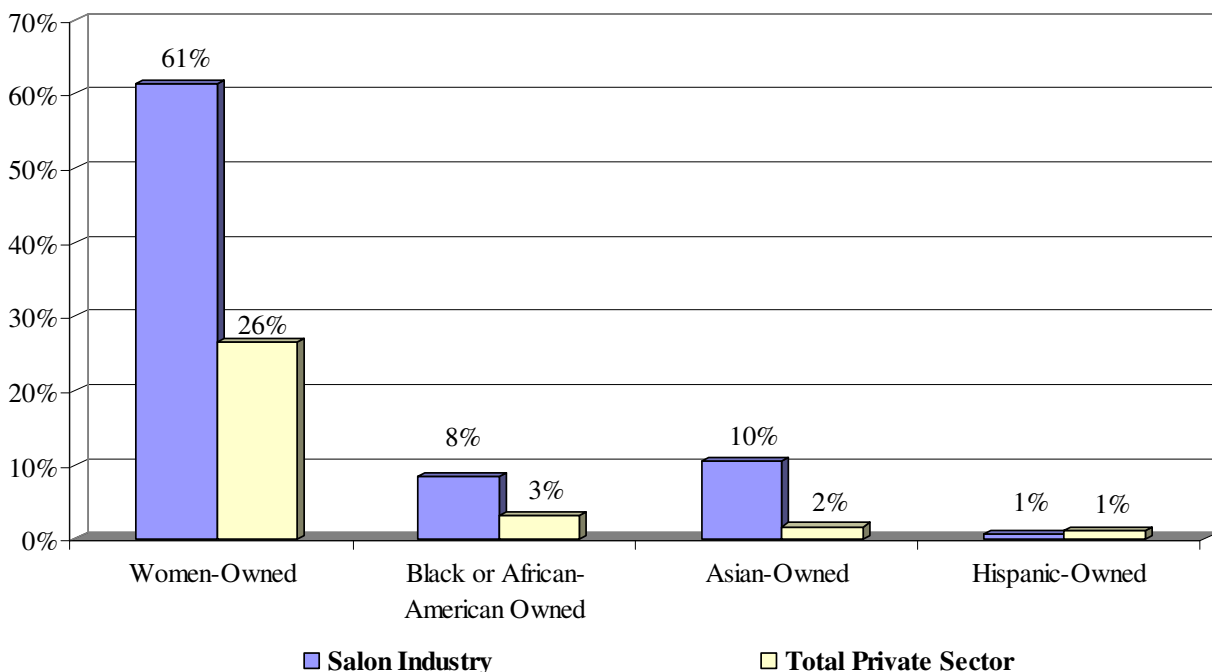
### KENTUCKY JOB GROWTH: 2000 TO 2010



### KENTUCKY SALON INDUSTRY TRENDS

- ⇒ Kentucky's salon industry is a vibrant and growing industry, generating over \$413 million in annual sales and providing employment opportunities for more than 4,300 individuals.
- ⇒ Growth in Kentucky's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Kentucky increased 16 percent. In contrast, total private sector employment in the state declined 5 percent during the same 10-year period.
- ⇒ Not only does Kentucky's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-one percent of Kentucky's salon businesses are owned by women, compared to only 26 percent of businesses in the state's overall private sector.
- ⇒ Eight percent of businesses in Kentucky's salon industry are Black or African-American-owned, versus just 3 percent of total private sector businesses.

### BUSINESS OWNERSHIP: KENTUCKY'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## KENTUCKY'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	Ed Whitfield (R)	100	540
2	Brett Guthrie (R)	116	630
3	John A. Yarmuth (D)	204	1,106
4	Geoff Davis (R)	159	862
5	Harold Rogers (R)	73	397
6	Ben Chandler (D)	154	831
<b>Total</b>		<b>807</b>	<b>4,365</b>

*\*Includes only establishments with payroll employees*

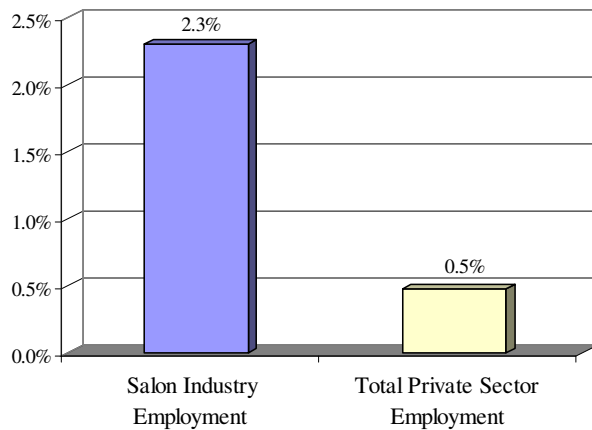
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE LOUISIANA SALON INDUSTRY

### LOUISIANA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$548 Million
Establishments with Employees:	921
Payroll Employees:	3,648

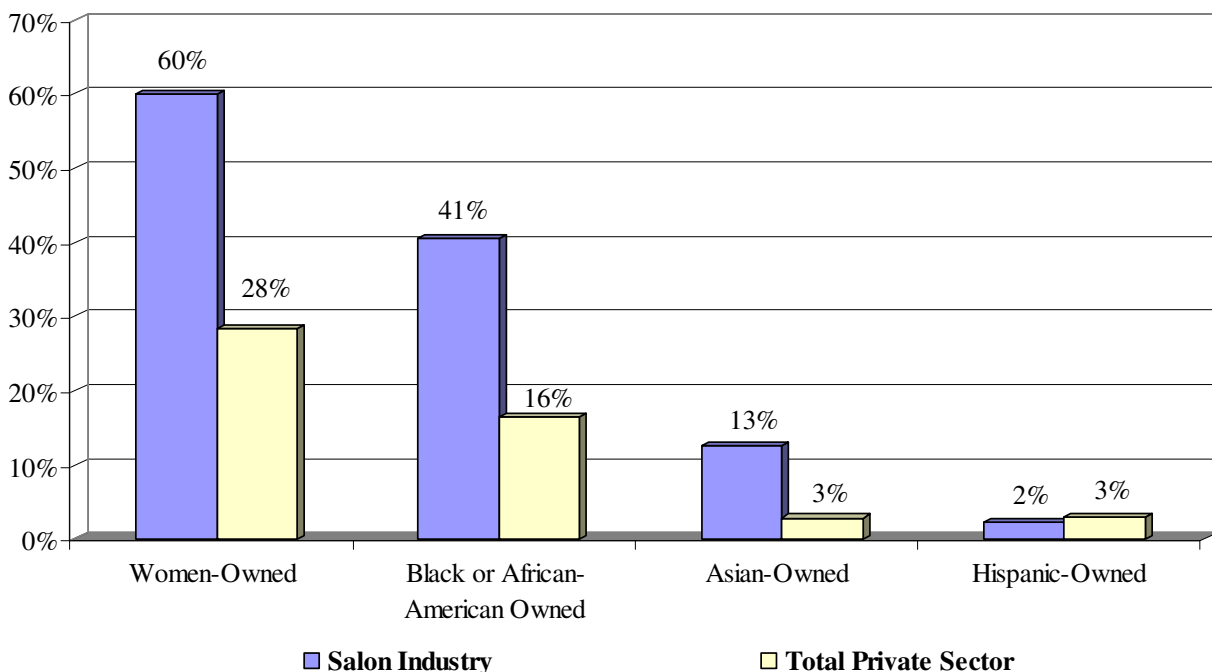
### LOUISIANA JOB GROWTH: 2006 TO 2010



### LOUISIANA SALON INDUSTRY TRENDS

- ⇒ Louisiana's salon industry is a vibrant and growing industry, generating over \$548 million in annual sales and providing employment opportunities for more than 3,600 individuals.
- ⇒ Growth in Louisiana's salon industry jobs in recent years supported the state's recovery from Hurricane Katrina.
- ⇒ Between 2006 and 2010, the number of salon industry jobs in Louisiana increased 2.3 percent. In comparison, total private sector employment in the state rose 0.5 percent during the same 10-year period.
- ⇒ Not only does Louisiana's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty percent of Louisiana's salon businesses are owned by women, compared to only 28 percent of businesses in the state's overall private sector.
- ⇒ Forty-one percent of businesses in Louisiana's salon industry are Black or African-American-owned, versus just 16 percent of total private sector businesses.

### BUSINESS OWNERSHIP: LOUISIANA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## LOUISIANA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Steve Scalise (R)	181	716
2	Cedric L. Richmond (D)	116	459
3	Jeffrey M. Landry (R)	74	295
4	John Fleming (R)	132	522
5	Rodney Alexander (R)	89	354
6	Bill Cassidy (R)	173	687
7	Charles Boustany, Jr. (R)	155	615
<b>Total</b>		<b>921</b>	<b>3,648</b>

*\*Includes only establishments with payroll employees*

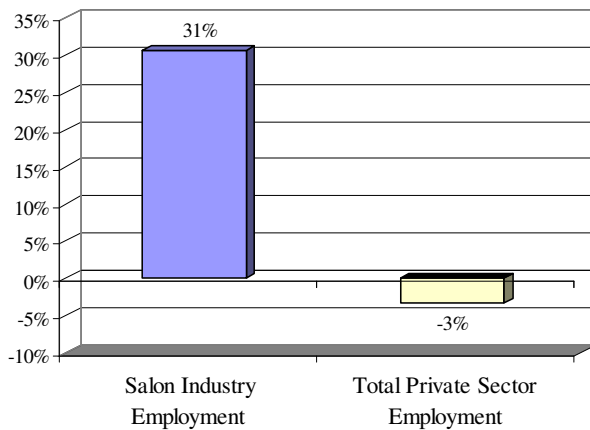
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE MAINE SALON INDUSTRY

### MAINE SALON INDUSTRY SNAPSHOT

Annual Sales:	\$134 Million
Establishments with Employees:	349
Payroll Employees:	1,647

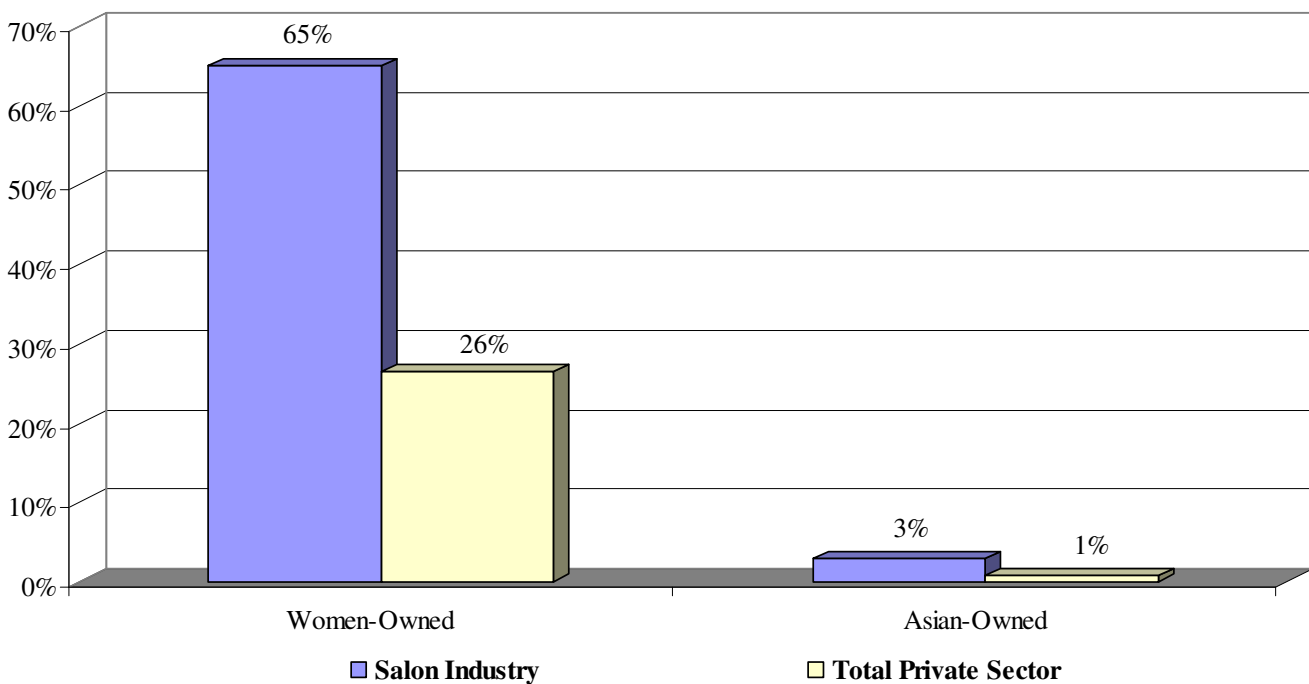
### MAINE JOB GROWTH: 2000 TO 2010



### MAINE SALON INDUSTRY TRENDS

- ⇒ Maine's salon industry is a vibrant and growing industry, generating over \$134 million in annual sales and providing employment opportunities for more than 1,600 individuals.
- ⇒ Growth in Maine's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Maine increased 31 percent. In contrast, total private sector employment in the state declined 3 percent during the same 10-year period.
- ⇒ Not only does Maine's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-five percent of Maine's salon businesses are owned by women, compared to only 26 percent of businesses in the state's overall private sector.
- ⇒ Three percent of businesses in Maine's salon industry are Asian-owned, versus just 1 percent of total private sector businesses.

### BUSINESS OWNERSHIP: MAINE'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## MAINE'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Chellie Pingree (D)	221	1,045
2	Michael H. Michaud (D)	128	602
<b>Total</b>		<b>349</b>	<b>1,647</b>

*\*Includes only establishments with payroll employees*

*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

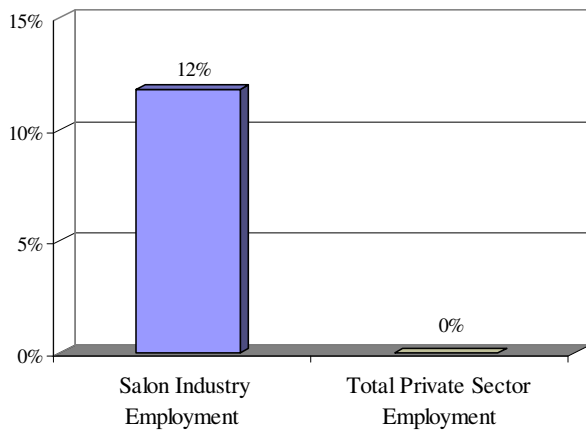


## PORTRAIT OF THE MARYLAND SALON INDUSTRY

### MARYLAND SALON INDUSTRY SNAPSHOT

Annual Sales:	\$961 Million
Establishments with Employees:	1,936
Payroll Employees:	13,917

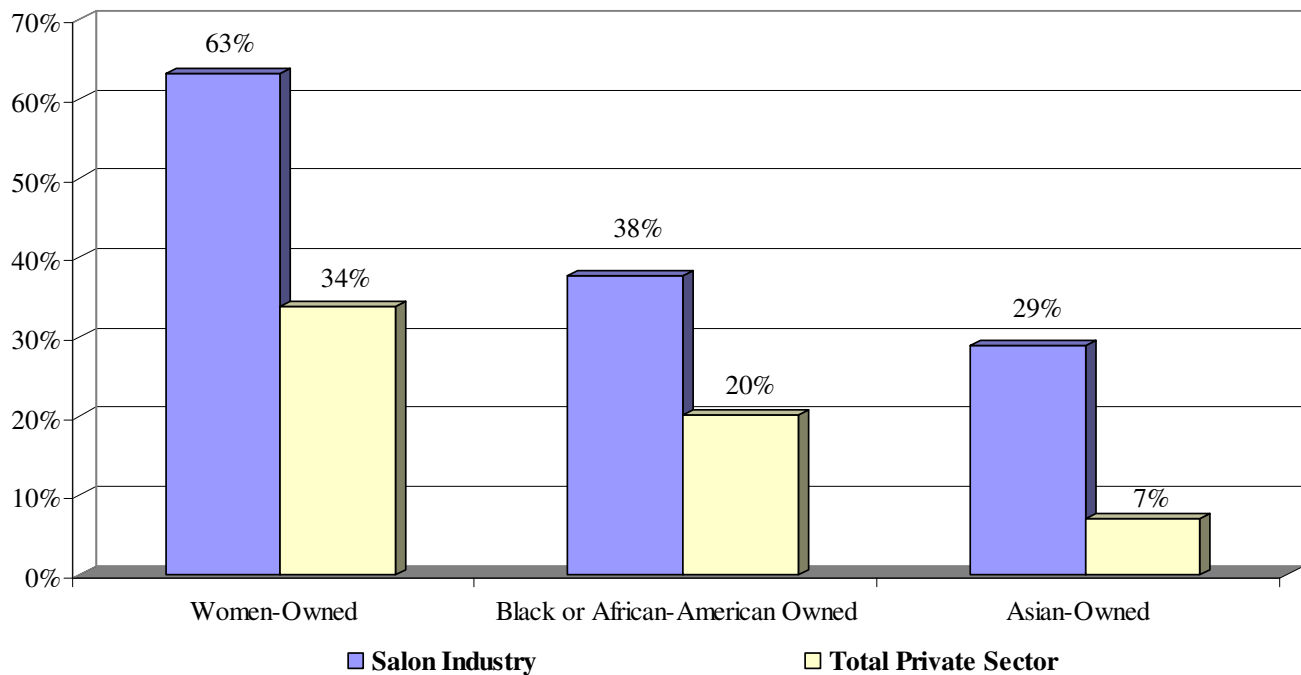
### MARYLAND JOB GROWTH: 2000 TO 2010



### MARYLAND SALON INDUSTRY TRENDS

- ⇒ Maryland's salon industry is a vibrant and growing industry, generating over \$961 million in annual sales and providing employment opportunities for nearly 14,100 individuals.
- ⇒ Growth in Maryland's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Maryland increased 12 percent. In contrast, total private sector employment in the state was essentially unchanged during the same 10-year period.
- ⇒ Not only does Maryland's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-three percent of Maryland's salon businesses are owned by women, compared to only 34 percent of businesses in the state's overall private sector.
- ⇒ Thirty-eight percent of businesses in Maryland's salon industry are Black or African-American-owned, versus just 20 percent of total private sector businesses.

### BUSINESS OWNERSHIP: MARYLAND'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## MARYLAND'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Andy Harris (R)	281	2,019
2	C. A. Dutch Ruppersberger (D)	261	1,879
3	John P. Sarbanes (D)	319	2,293
4	Donna F. Edwards (D)	147	1,057
5	Steny H. Hoyer (D)	189	1,362
6	Roscoe Bartlett (R)	280	2,012
7	Elijah Cummings (D)	161	1,158
8	Chris Van Hollen (D)	297	2,137
<b>Total</b>		<b>1,936</b>	<b>13,917</b>

*\*Includes only establishments with payroll employees*

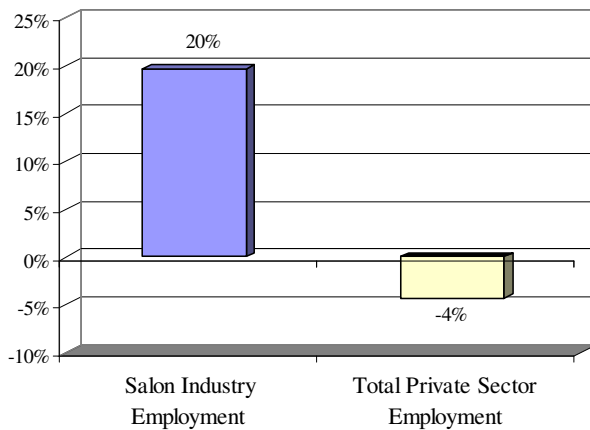
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE MASSACHUSETTS SALON INDUSTRY

### MASSACHUSETTS SALON INDUSTRY SNAPSHOT

Annual Sales:	\$1 Billion
Establishments with Employees:	2,949
Payroll Employees:	17,149

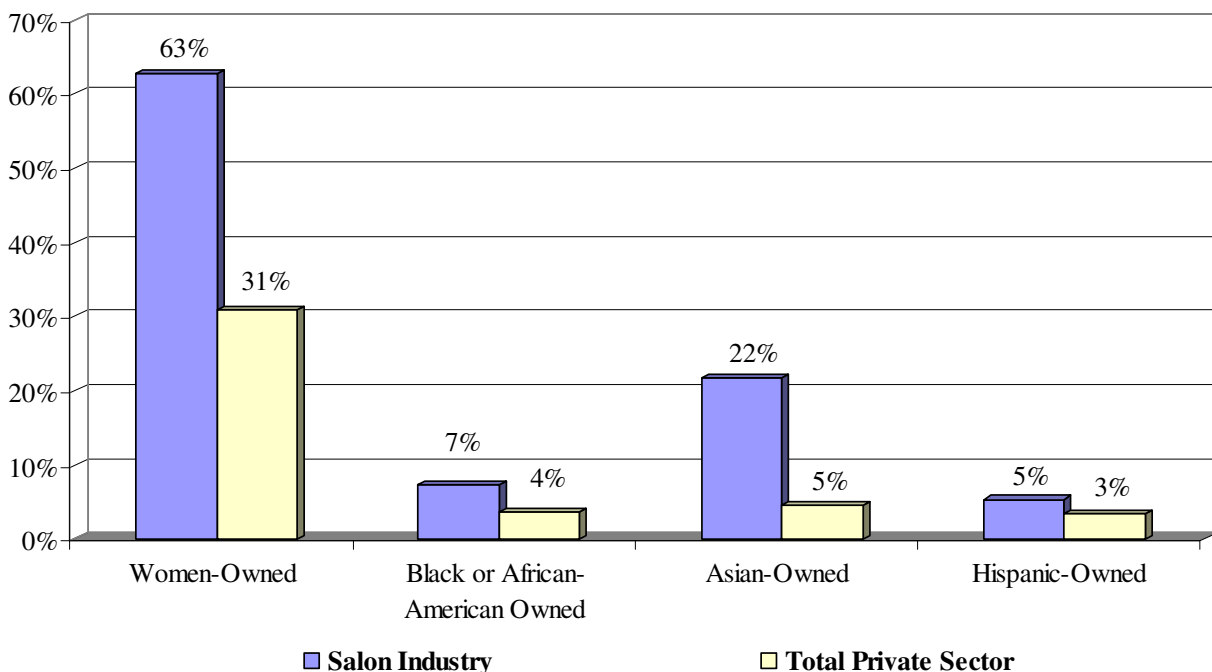
### MASSACHUSETTS JOB GROWTH: 2000 TO 2010



### MASSACHUSETTS SALON INDUSTRY TRENDS

- ⇒ Massachusetts' salon industry is a vibrant and growing industry, generating over \$1 billion in annual sales and providing employment opportunities for more than 17,000 individuals.
- ⇒ Growth in Massachusetts' salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Massachusetts increased 20 percent. In contrast, total private sector employment in the state declined 4 percent during the same 10-year period.
- ⇒ Not only does Massachusetts' salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-three percent of Massachusetts' salon businesses are owned by women, compared to only 31 percent of businesses in the state's overall private sector.
- ⇒ Twenty-two percent of businesses in Massachusetts' salon industry are Asian-owned, versus just 5 percent of total private sector businesses.

### BUSINESS OWNERSHIP: MASSACHUSETTS' SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## MASSACHUSETTS' SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	John W. Olver (D)	255	1,485
2	Richard E. Neal (D)	310	1,802
3	James P. McGovern (D)	326	1,894
4	Barney Frank (D)	182	1,056
5	Niki Tsongas (D)	317	1,842
6	John F. Tierney (D)	375	2,178
7	Edward J. Markey (D)	242	1,406
8	Michael Capuano (D)	279	1,624
9	Stephen F. Lynch (D)	304	1,769
10	William R. Keating (D)	360	2,092
<b>Total</b>		<b>2,949</b>	<b>17,149</b>

*\*Includes only establishments with payroll employees*

*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE MICHIGAN SALON INDUSTRY

### MICHIGAN SALON INDUSTRY SNAPSHOT

Annual Sales:	\$1.3 Billion
Establishments with Employees:	2,321
Payroll Employees:	14,630

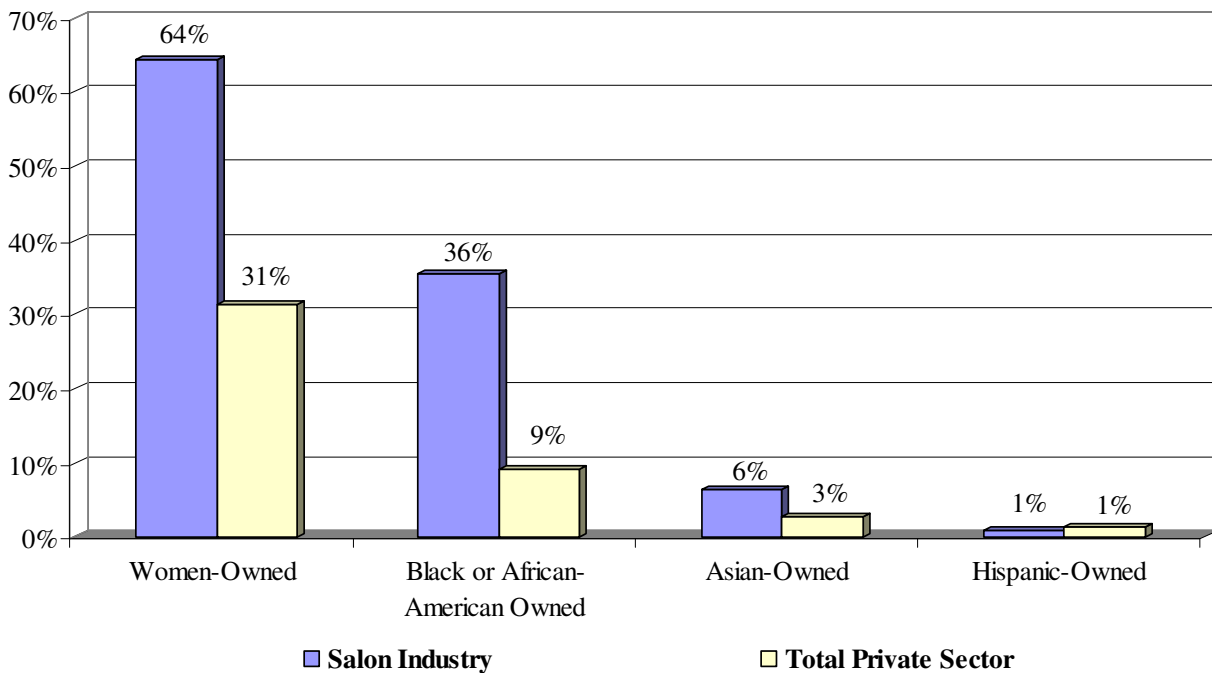
### MICHIGAN JOB GROWTH: 2000 TO 2010



### MICHIGAN SALON INDUSTRY TRENDS

- ⇒ Michigan's salon industry is a vibrant and growing industry, generating \$1.3 billion in annual sales and providing employment opportunities for more than 14,600 individuals.
- ⇒ Michigan's salon industry outperformed the state's overall private sector in recent years.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Michigan declined 2 percent. In contrast, total private sector employment in the state declined 20 percent during the same 10-year period.
- ⇒ Not only does Michigan's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-four percent of Michigan's salon businesses are owned by women, compared to only 31 percent of businesses in the state's overall private sector.
- ⇒ Thirty-six percent of businesses in Michigan's salon industry are Black or African-American-owned, versus just 9 percent of total private sector businesses.

### BUSINESS OWNERSHIP: MICHIGAN'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## MICHIGAN'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Dan Benishek (R)	175	1,101
2	Bill Huizenga (R)	138	868
3	Justin Amash (R)	167	1,053
4	Dave Camp (R)	151	953
5	Dale E. Kildee (D)	140	884
6	Fred Upton (R)	160	1,011
7	Tim Walberg (R)	117	736
8	Mike Rogers (R)	137	863
9	Gary C. Peters (D)	248	1,561
10	Candice S. Miller (R)	138	868
11	Thaddeus G. McCotter (R)	202	1,270
12	Sander M. Levin (D)	248	1,561
13	Hansen Clarke (D)	82	519
14	John Conyers Jr. (D)	89	561
15	John D. Dingell (D)	130	820
<b>Total</b>		<b>2,321</b>	<b>14,630</b>

*\*Includes only establishments with payroll employees*

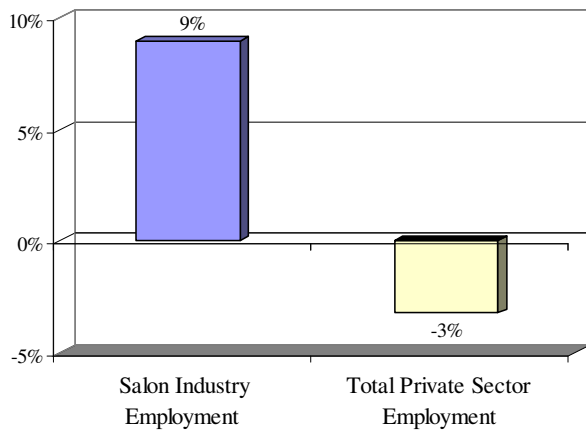
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE MINNESOTA SALON INDUSTRY

### MINNESOTA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$746 Million
Establishments with Employees:	1,931
Payroll Employees:	12,609

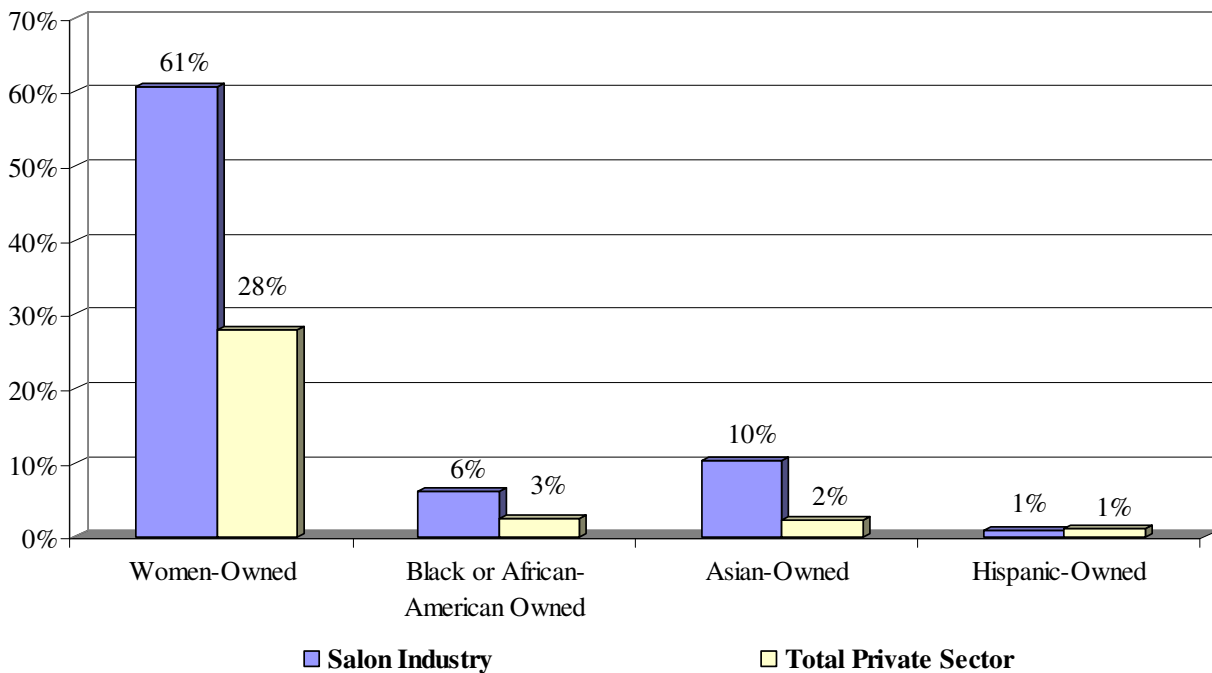
### MINNESOTA JOB GROWTH: 2000 TO 2010



### MINNESOTA SALON INDUSTRY TRENDS

- ⇒ Minnesota's salon industry is a vibrant and growing industry, generating over \$746 million in annual sales and providing employment opportunities for more than 12,600 individuals.
- ⇒ Growth in Minnesota's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Minnesota increased 9 percent. In contrast, total private sector employment in the state declined 3 percent during the same 10-year period.
- ⇒ Not only does Minnesota's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-one percent of Minnesota's salon businesses are owned by women, compared to only 28 percent of businesses in the state's overall private sector.
- ⇒ Ten percent of businesses in Minnesota's salon industry are Asian-owned, versus just 2 percent of total private sector businesses.

### BUSINESS OWNERSHIP: MINNESOTA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## MINNESOTA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Timothy J. Walz (D)	249	1,625
2	John Kline (R)	192	1,253
3	Erik Paulsen (R)	288	1,883
4	Betty McCollum (D)	264	1,723
5	Keith Ellison (D)	286	1,867
6	Michele Bachmann (R)	194	1,268
7	Collin Peterson (D)	244	1,594
8	Chip Cravaack (R)	214	1,397
<b>Total</b>		<b>1,931</b>	<b>12,609</b>

*\*Includes only establishments with payroll employees*

*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

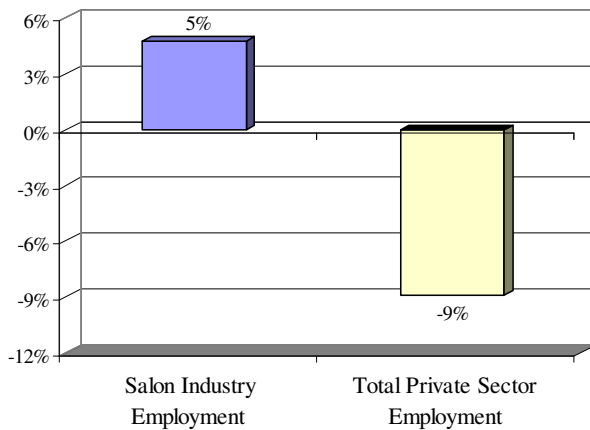


## PORTRAIT OF THE MISSISSIPPI SALON INDUSTRY

### MISSISSIPPI SALON INDUSTRY SNAPSHOT

Annual Sales:	\$275 Million
Establishments with Employees:	385
Payroll Employees:	1,570

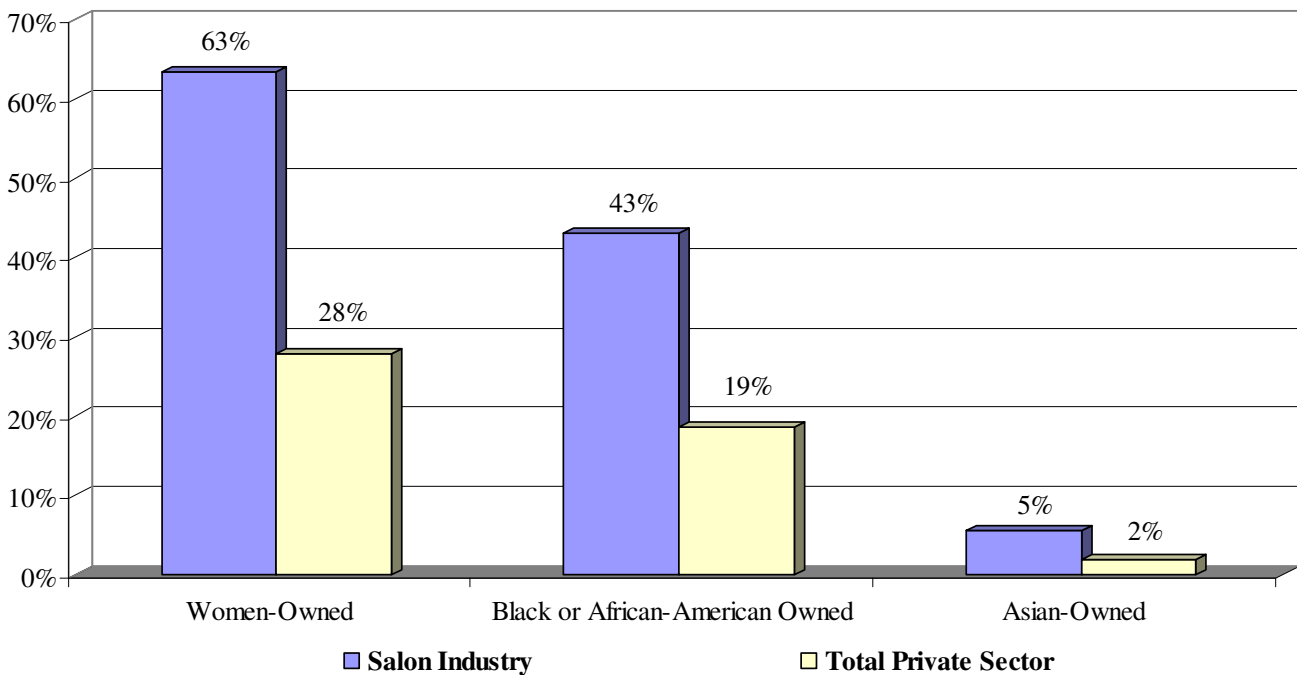
### MISSISSIPPI JOB GROWTH: 2000 TO 2010



### MISSISSIPPI SALON INDUSTRY TRENDS

- ⇒ Mississippi's salon industry is a vibrant and growing industry, generating over \$275 million in annual sales and providing employment opportunities for more than 1,500 individuals.
- ⇒ Growth in Mississippi's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Mississippi increased 5 percent. In contrast, total private sector employment in the state declined 9 percent during the same 10-year period.
- ⇒ Not only does Mississippi's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-three percent of Mississippi's salon businesses are owned by women, compared to only 28 percent of businesses in the state's overall private sector.
- ⇒ Forty-three percent of businesses in Mississippi's salon industry are Black or African-American-owned, versus just 19 percent of total private sector businesses.

### BUSINESS OWNERSHIP: MISSISSIPPI'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## MISSISSIPPI'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Alan Nunnelee (R)	96	393
2	Bennie G. Thompson (D)	104	424
3	Gregg Harper (R)	88	359
4	Steven M. Palazzo (R)	96	393
<b>Total</b>		<b>385</b>	<b>1,570</b>

*\*Includes only establishments with payroll employees*

*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE MISSOURI SALON INDUSTRY

### MISSOURI SALON INDUSTRY SNAPSHOT

Annual Sales:	\$689 Million
Establishments with Employees:	1,461
Payroll Employees:	8,396

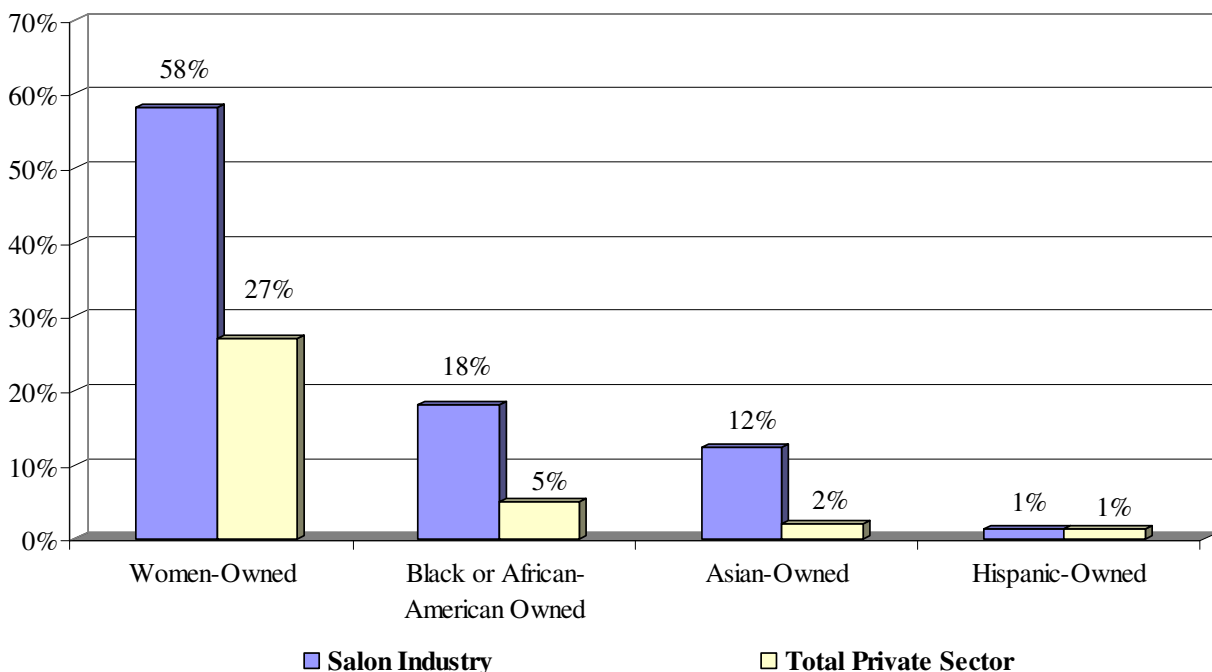
### MISSOURI JOB GROWTH: 2000 TO 2010



### MISSOURI SALON INDUSTRY TRENDS

- ⇒ Missouri's salon industry is a vibrant and growing industry, generating over \$689 million in annual sales and providing employment opportunities for more than 8,300 individuals.
- ⇒ Growth in Missouri's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Missouri increased 9 percent. In contrast, total private sector employment in the state declined 6 percent during the same 10-year period.
- ⇒ Not only does Missouri's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Fifty-eight percent of Missouri's salon businesses are owned by women, compared to only 27 percent of businesses in the state's overall private sector.
- ⇒ Eighteen percent of businesses in Missouri's salon industry are Black or African-American-owned, versus just 5 percent of total private sector businesses.

### BUSINESS OWNERSHIP: MISSOURI'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## MISSOURI'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	William Lacy Clay (D)	138	795
2	W. Todd Akin (R)	247	1,422
3	Russ Carnahan (D)	184	1,055
4	Vicky Hartzler (R)	144	826
5	Emanuel Cleaver (D)	180	1,035
6	Sam Graves (R)	176	1,009
7	Billy Long (R)	162	933
8	Jo Ann H. Emerson (R)	74	423
9	Blaine Luetkemeyer (R)	156	897
<b>Total</b>		<b>1,461</b>	<b>8,396</b>

*\*Includes only establishments with payroll employees*

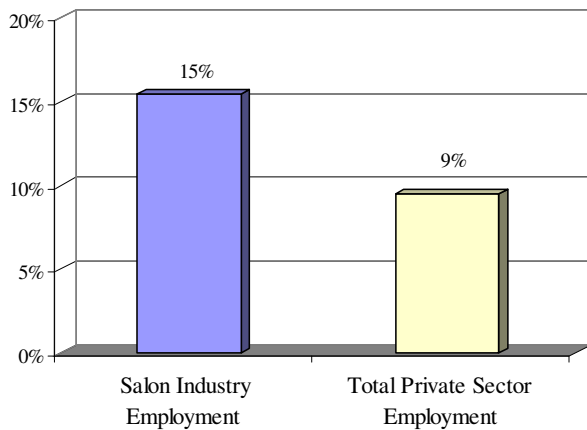
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE MONTANA SALON INDUSTRY

### ***MONTANA SALON INDUSTRY SNAPSHOT***

Annual Sales:	\$98 Million
Establishments with Employees:	194
Payroll Employees:	914

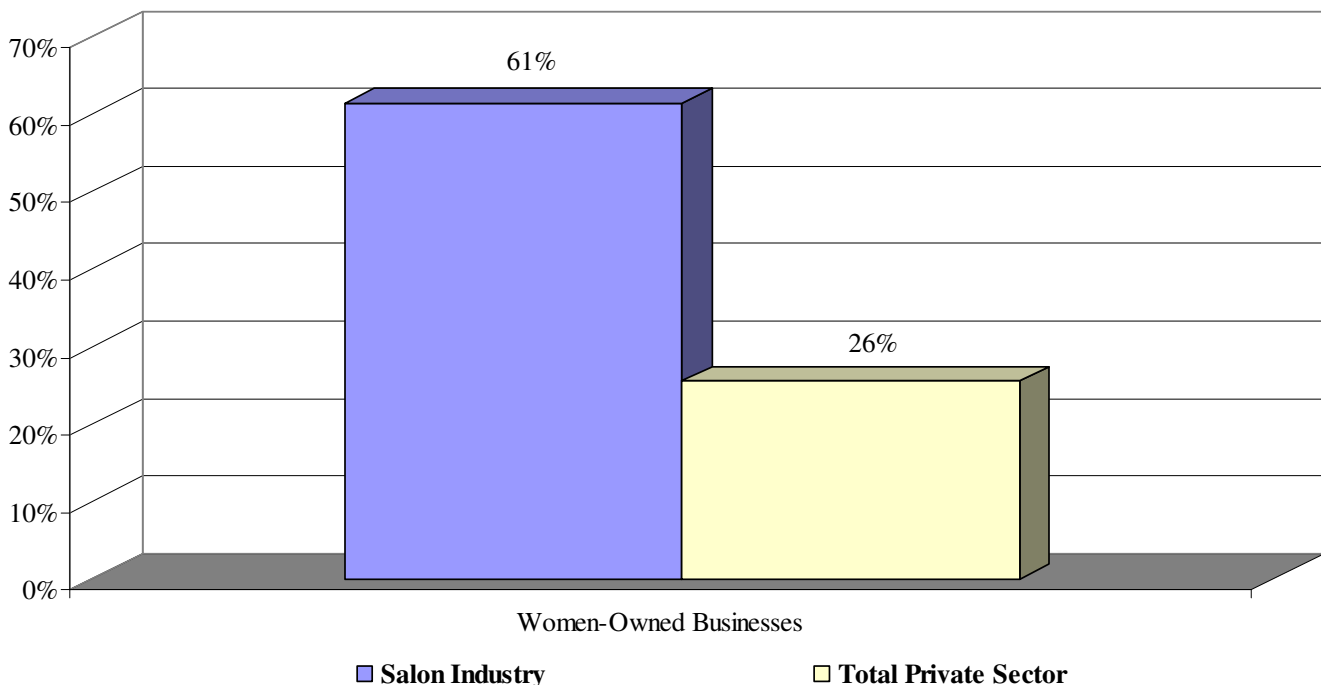
### ***MONTANA JOB GROWTH: 2000 TO 2010***



### ***MONTANA SALON INDUSTRY TRENDS***

- ⇒ Montana's salon industry is a vibrant and growing industry, generating over \$98 million in annual sales and providing employment opportunities for more than 900 individuals.
- ⇒ Growth in Montana's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Montana increased 15 percent. In comparison, total private sector employment in the state rose 9 percent during the same 10-year period.
- ⇒ Not only does Montana's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-one percent of Montana's salon businesses are owned by women, compared to only 26 percent of businesses in the state's overall private sector.

### ***BUSINESS OWNERSHIP: MONTANA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR***



## MONTANA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
At Large	Dennis R. Rehberg (R)	194	914
<b>Total</b>		<b>194</b>	<b>914</b>

*\*Includes only establishments with payroll employees*

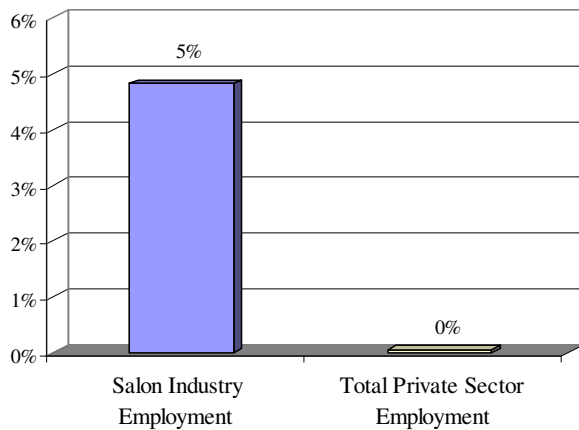
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE NEBRASKA SALON INDUSTRY

### NEBRASKA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$230 Million
Establishments with Employees:	661
Payroll Employees:	3,345

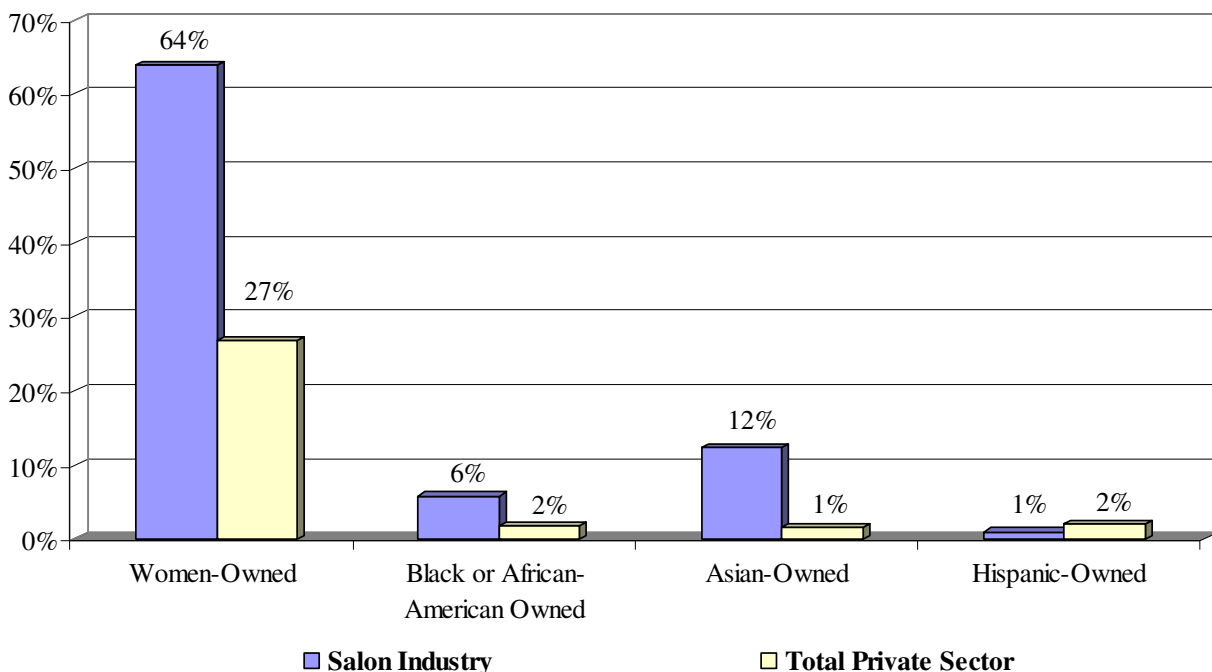
### NEBRASKA JOB GROWTH: 2000 TO 2010



### NEBRASKA SALON INDUSTRY TRENDS

- ⇒ Nebraska's salon industry is a vibrant and growing industry, generating over \$230 million in annual sales and providing employment opportunities for more than 3,300 individuals.
- ⇒ Growth in Nebraska's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Nebraska increased 5 percent. In contrast, total private sector employment in the state was essentially unchanged during the same 10-year period.
- ⇒ Not only does Nebraska's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-four percent of Nebraska's salon businesses are owned by women, compared to only 27 percent of businesses in the state's overall private sector.
- ⇒ Twelve percent of businesses in Nebraska's salon industry are Asian-owned, versus just 1 percent of total private sector businesses.

### BUSINESS OWNERSHIP: NEBRASKA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## NEBRASKA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	Jeff Fortenberry (R)	207	1,046
2	Lee Terry (R)	219	1,107
3	Adrian Smith (R)	236	1,192
<b>Total</b>		<b>661</b>	<b>3,345</b>

*\*Includes only establishments with payroll employees*

*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

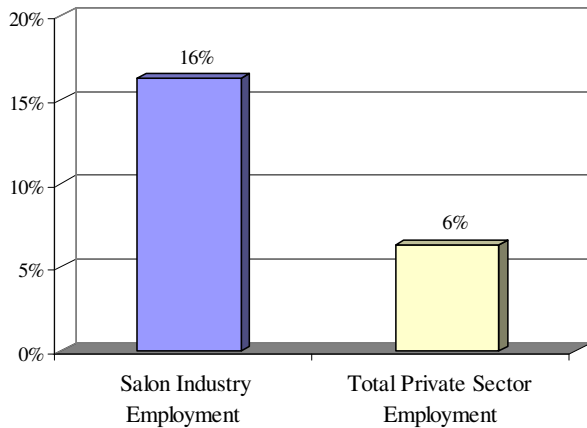


## PORTRAIT OF THE NEVADA SALON INDUSTRY

### NEVADA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$341 Million
Establishments with Employees:	490
Payroll Employees:	2,496

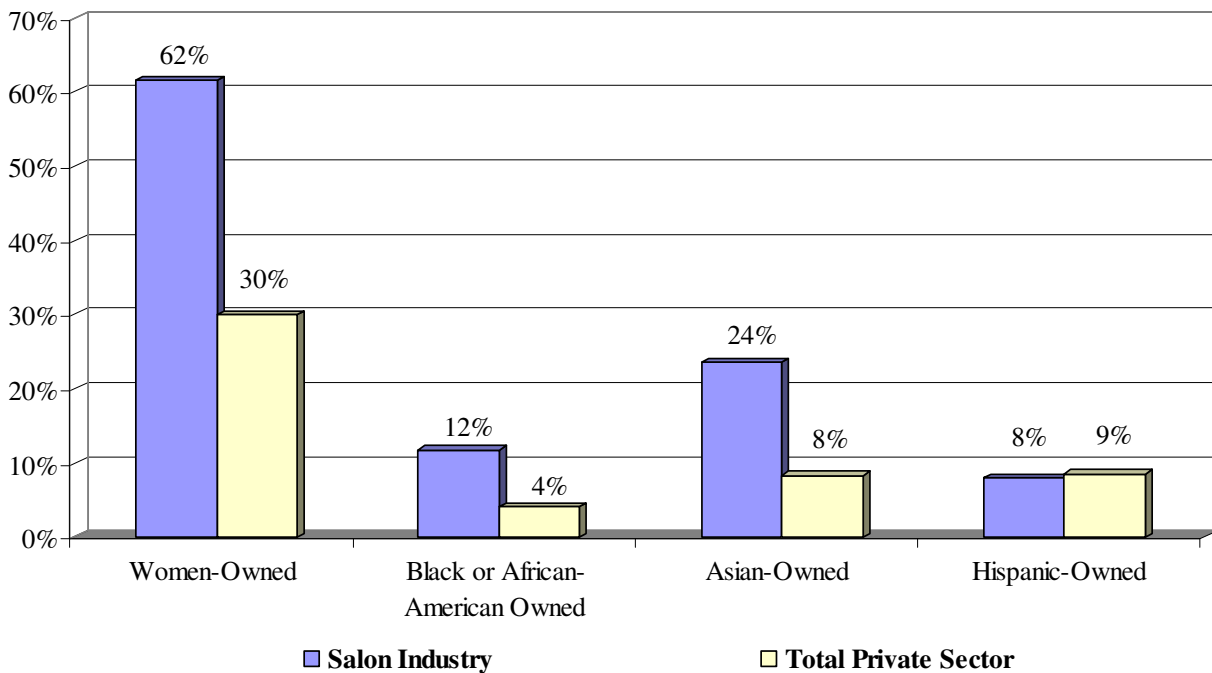
### NEVADA JOB GROWTH: 2000 TO 2010



### NEVADA SALON INDUSTRY TRENDS

- ⇒ Nevada's salon industry is a vibrant and growing industry, generating over \$341 million in annual sales and providing employment opportunities for more than 2,400 individuals.
- ⇒ Growth in Nevada's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Nevada increased 16 percent. In comparison, total private sector employment in the state rose 6 percent during the same 10-year period.
- ⇒ Not only does Nevada's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-two percent of Nevada's salon businesses are owned by women, compared to only 30 percent of businesses in the state's overall private sector.
- ⇒ Twelve percent of businesses in Nevada's salon industry are Black or African-American-owned, versus just 4 percent of total private sector businesses.

### BUSINESS OWNERSHIP: NEVADA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## NEVADA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	Shelley Berkley (D)	216	1,102
2	Mark Amodei (R)	147	749
3	Joseph J. Heck (R)	127	646
<b>Total</b>		<b>490</b>	<b>2,496</b>

*\*Includes only establishments with payroll employees*

*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE NEW HAMPSHIRE SALON INDUSTRY

### NEW HAMPSHIRE SALON INDUSTRY SNAPSHOT

Annual Sales:	\$194 Million
Establishments with Employees:	527
Payroll Employees:	2,931

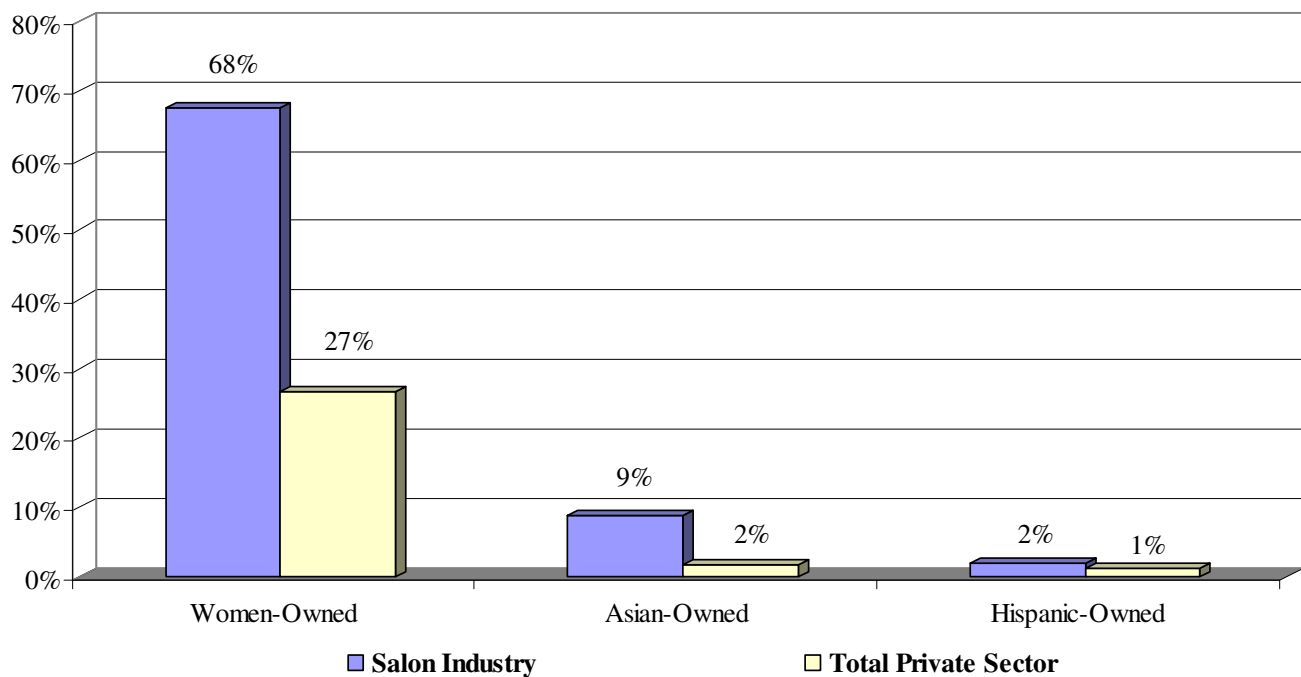
### NEW HAMPSHIRE JOB GROWTH: 2000 TO 2010



### NEW HAMPSHIRE SALON INDUSTRY TRENDS

- ⇒ New Hampshire's salon industry is a vibrant and growing industry, generating over \$194 million in annual sales and providing employment opportunities for more than 2,900 individuals.
- ⇒ Growth in New Hampshire's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in New Hampshire increased 13 percent. In contrast, total private sector employment in New Hampshire declined 3 percent during the same 10-year period.
- ⇒ New Hampshire's salon industry also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-eight percent of New Hampshire's salon businesses are owned by women, compared to only 27 percent of businesses in the state's overall private sector.
- ⇒ Nine percent of businesses in New Hampshire's salon industry are Asian-owned, versus just 2 percent of total private sector businesses.

### BUSINESS OWNERSHIP: NEW HAMPSHIRE'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## NEW HAMPSHIRE'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	Frank C. Guinta (R)	258	1,435
2	Charles F. Bass (R)	269	1,496
<b>Total</b>		<b>527</b>	<b>2,931</b>

*\*Includes only establishments with payroll employees*

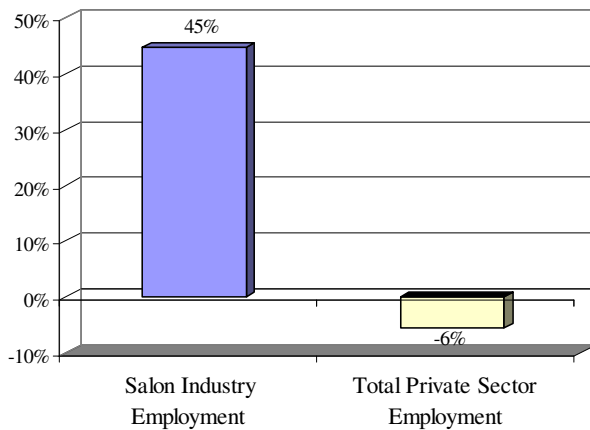
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE NEW JERSEY SALON INDUSTRY

### NEW JERSEY SALON INDUSTRY SNAPSHOT

Annual Sales:	\$1.3 Billion
Establishments with Employees:	5,540
Payroll Employees:	26,029

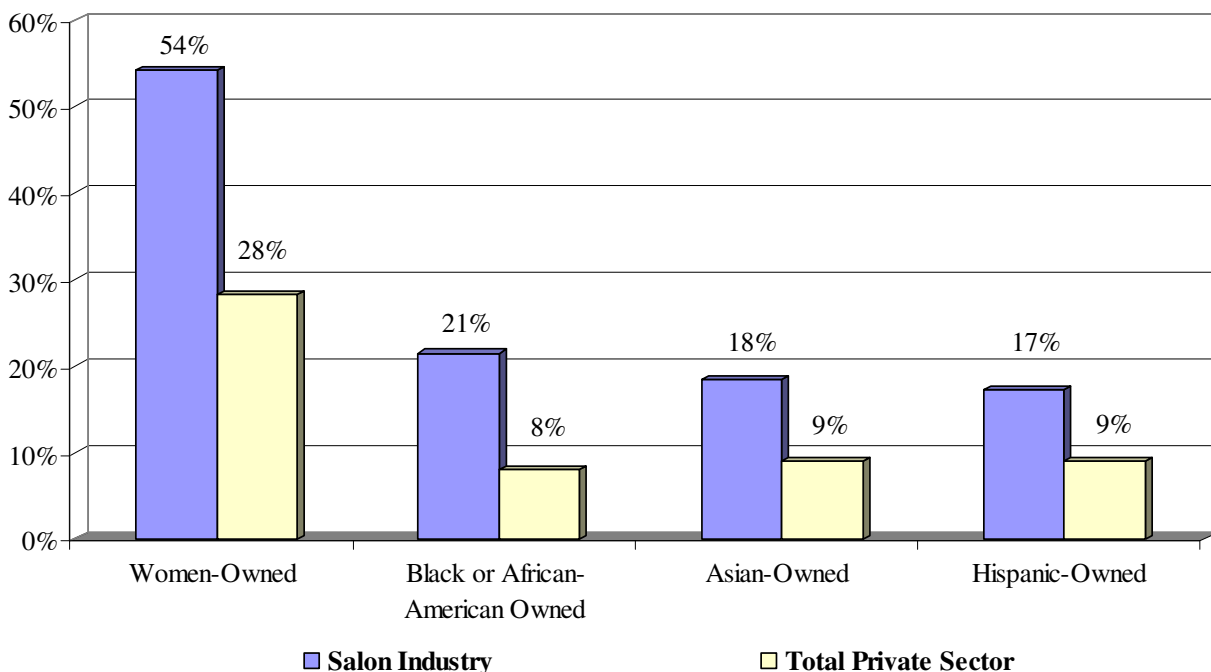
### NEW JERSEY JOB GROWTH: 2000 TO 2010



### NEW JERSEY SALON INDUSTRY TRENDS

- ⇒ New Jersey's salon industry is a vibrant and growing industry, generating over \$1.3 billion in annual sales and providing employment opportunities for more than 26,000 individuals.
- ⇒ Growth in New Jersey's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in New Jersey increased 45 percent. In contrast, total private sector employment in the state declined 6 percent during the same 10-year period.
- ⇒ Not only does New Jersey's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Fifty-four percent of New Jersey's salon businesses are owned by women, compared to only 28 percent of businesses in the state's overall private sector.
- ⇒ Twenty-one percent of businesses in New Jersey's salon industry are Black or African-American-owned, versus just 8 percent of total private sector businesses.

### BUSINESS OWNERSHIP: NEW JERSEY'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## NEW JERSEY'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Robert E. Andrews (D)	369	1,733
2	Frank A. LoBiondo (R)	435	2,042
3	Jon Runyan (R)	423	1,987
4	Christopher H. Smith (R)	421	1,980
5	Scott Garrett (R)	503	2,364
6	Frank Pallone, Jr. (D)	456	2,141
7	Leonard Lance (R)	458	2,154
8	William J. Pascrell, Jr. (D)	394	1,850
9	Steven R. Rothman (D)	533	2,506
10	Vacant Seat	340	1,597
11	Rodney Frelinghuysen (R)	528	2,482
12	Rush Holt (D)	358	1,683
13	Albio Sires (D)	321	1,510
<b>Total</b>		<b>5,540</b>	<b>26,029</b>

*\*Includes only establishments with payroll employees*

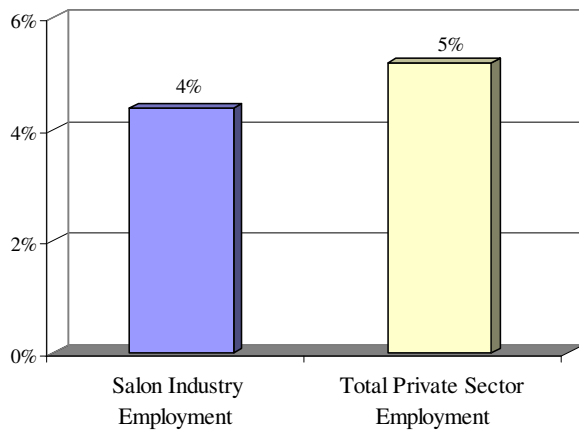
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE NEW MEXICO SALON INDUSTRY

### NEW MEXICO SALON INDUSTRY SNAPSHOT

Annual Sales:	\$166 Million
Establishments with Employees:	333
Payroll Employees:	1,683

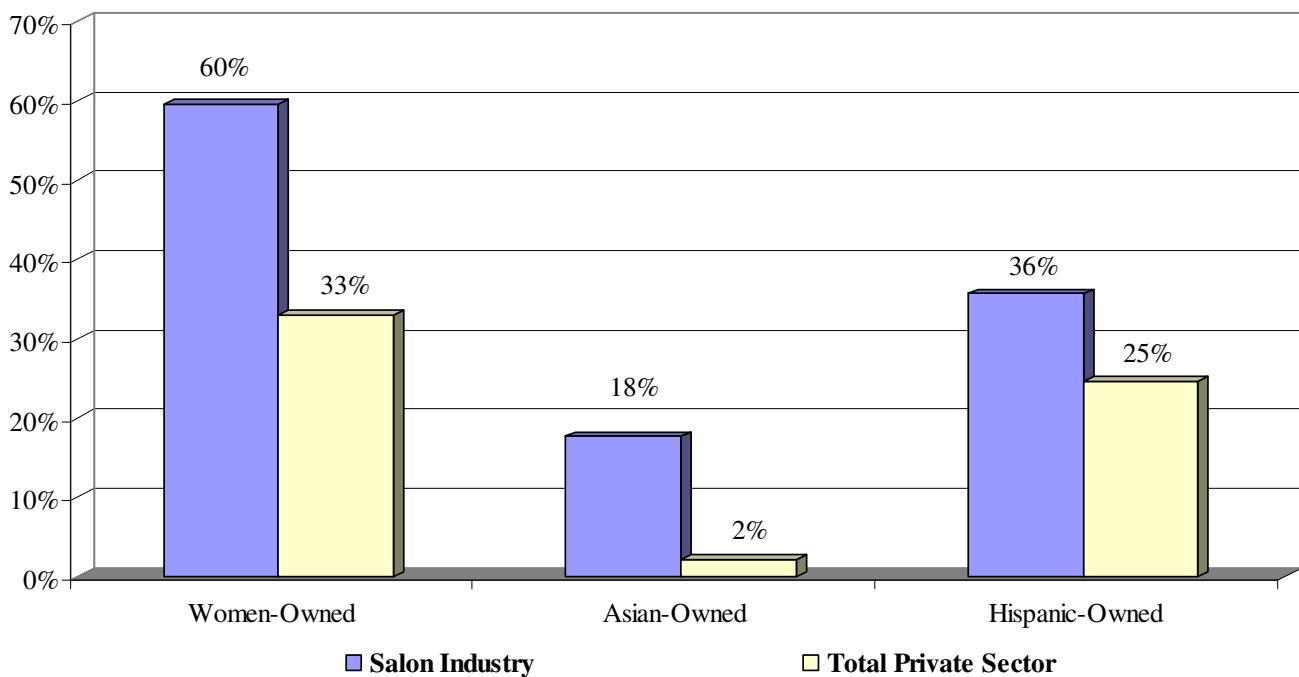
### NEW MEXICO JOB GROWTH: 2000 TO 2010



### NEW MEXICO SALON INDUSTRY TRENDS

- ⇒ New Mexico's salon industry is a vibrant and growing industry, generating over \$166 million in annual sales and providing employment opportunities for more than 1,600 individuals.
- ⇒ New Mexico's salon industry contributed to private sector job growth in recent years.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in New Mexico increased 4 percent. In comparison, total private sector employment in the state increased 5 percent during the same 10-year period.
- ⇒ Not only does New Mexico's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty percent of New Mexico's salon businesses are owned by women, compared to only 33 percent of businesses in the state's overall private sector.
- ⇒ Thirty-six percent of businesses in New Mexico's salon industry are Hispanic-owned, versus 25 percent of total private sector businesses.

### BUSINESS OWNERSHIP: NEW MEXICO'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## NEW MEXICO'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	Martin Heinrich (D)	141	713
2	Stevan Pearce (R)	80	403
3	Ben Ray Lujan (D)	112	567
<b>Total</b>		<b>333</b>	<b>1,683</b>

*\*Includes only establishments with payroll employees*

*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

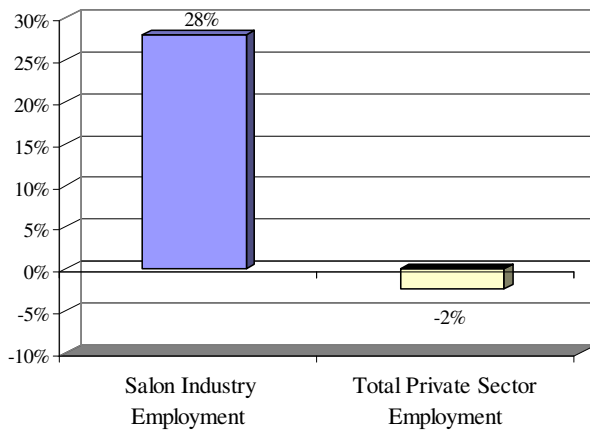


## PORTRAIT OF THE NEW YORK SALON INDUSTRY

### NEW YORK SALON INDUSTRY SNAPSHOT

Annual Sales:	\$2.7 Billion
Establishments with Employees:	9,471
Payroll Employees:	40,229

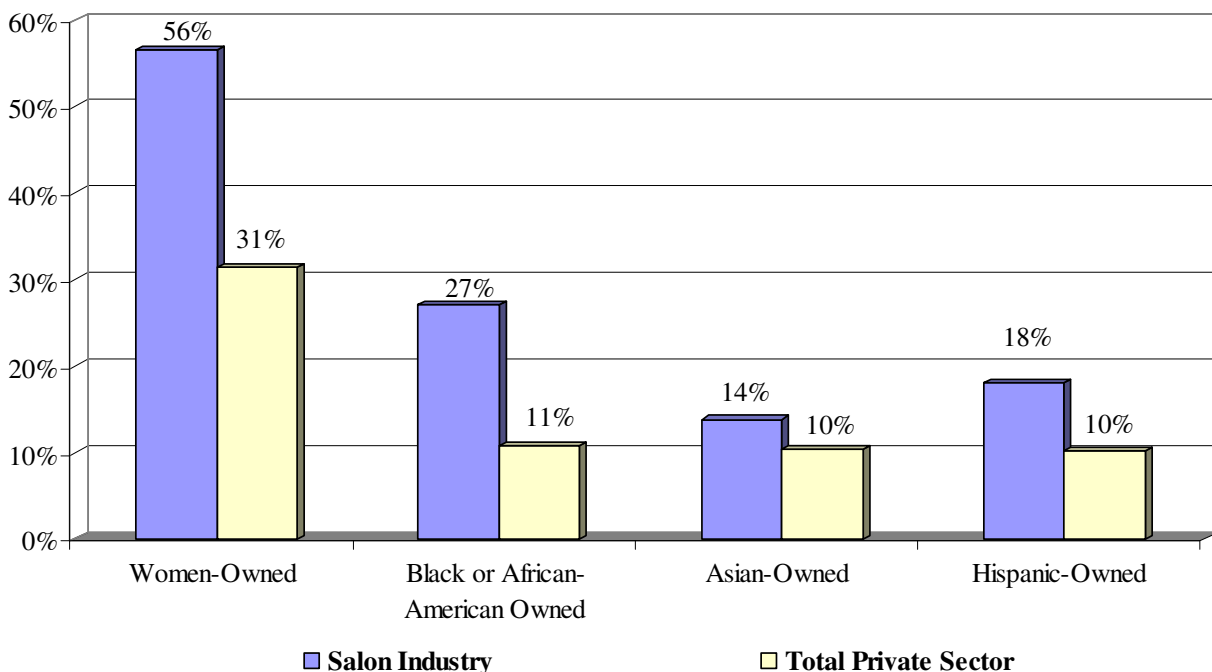
### NEW YORK JOB GROWTH: 2000 TO 2010



### NEW YORK SALON INDUSTRY TRENDS

- ⇒ New York's salon industry is a vibrant and growing industry, generating \$2.7 billion in annual sales and providing employment opportunities for more than 40,000 individuals.
- ⇒ Growth in New York's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in New York increased 28 percent. In contrast, total private sector employment in the state declined 2 percent during the same 10-year period.
- ⇒ Not only does New York's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Fifty-six percent of New York's salon businesses are owned by women, compared to only 31 percent of businesses in the state's overall private sector.
- ⇒ Twenty-seven percent of businesses in New York's salon industry are Black or African-American-owned, versus just 11 percent of total private sector businesses.

### BUSINESS OWNERSHIP: NEW YORK'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## NEW YORK'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Timothy H. Bishop (D)	404	1,717
2	Steve Israel (D)	391	1,659
3	Peter King (R)	544	2,311
4	Carolyn McCarthy (D)	528	2,241
5	Gary L. Ackerman (D)	434	1,845
6	Gregory W. Meeks (D)	126	536
7	Joseph Crowley (D)	266	1,129
8	Jerrold Nadler (D)	798	3,388
9	Robert Turner (R)	329	1,397
10	Edolphus Towns (D)	163	693
11	Yvette D. Clarke (D)	170	722
12	Nydia Velazquez (D)	226	960
13	Michael G. Grimm (R)	370	1,572
14	Carolyn Maloney (D)	773	3,283
15	Charles B. Rangel (D)	214	908
16	Jose Serrano (D)	127	541
17	Eliot Engel (D)	336	1,426
18	Nita M. Lowey (D)	539	2,288
19	Nan A. S. Hayworth (R)	377	1,601
20	Christopher P. Gibson (R)	185	786
21	Paul Tonko (D)	243	1,030
22	Maurice D. Hinchey (D)	304	1,292
23	William L. Owens (D)	107	454
24	Richard L. Hanna (R)	130	553
25	Ann Marie Buerkle (R)	295	1,252
26	Kathy Hochul (D)	307	1,304
27	Brian Higgins (D)	297	1,263
28	Louise McIntosh Slaughter (D)	249	1,059
29	Tom Reed (R)	240	1,019
<b>Total</b>		<b>9,471</b>	<b>40,229</b>

\*Includes only establishments with payroll employees

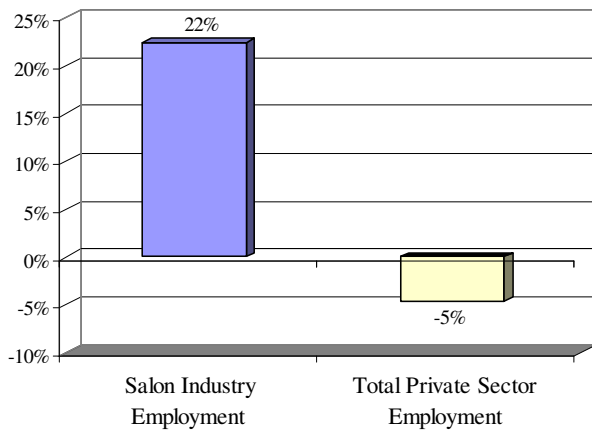
Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau

## PORTRAIT OF THE NORTH CAROLINA SALON INDUSTRY

### NORTH CAROLINA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$1.1 Billion
Establishments with Employees:	1,960
Payroll Employees:	9,128

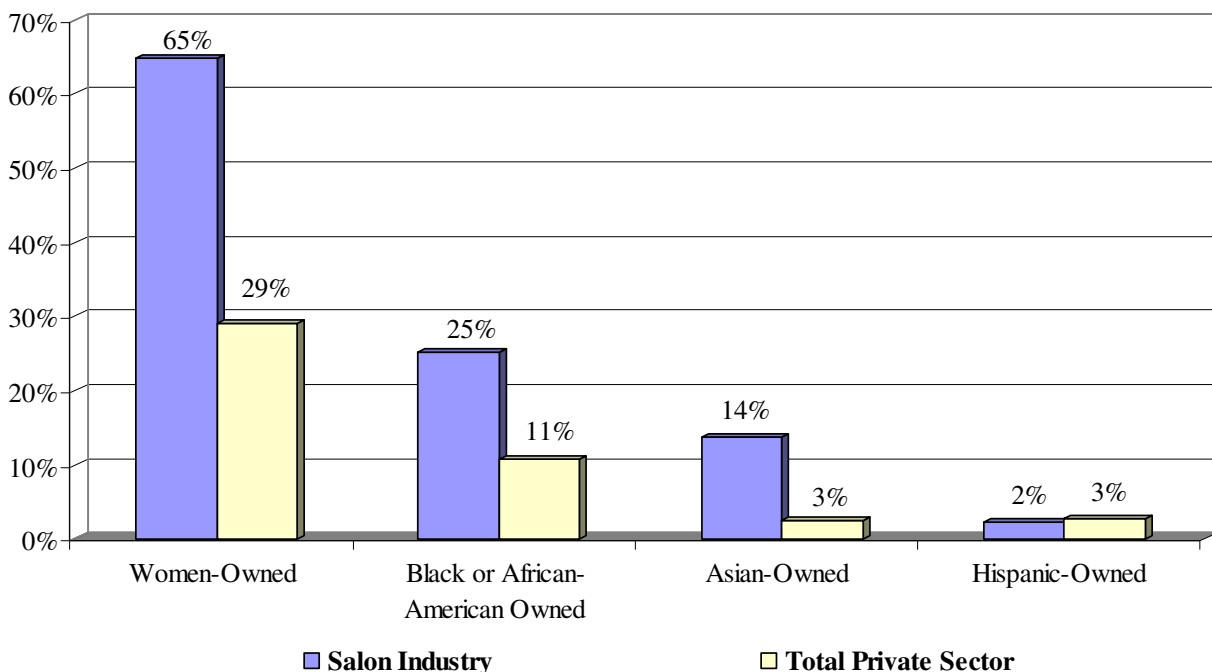
### NORTH CAROLINA JOB GROWTH: 2000 TO 2010



### NORTH CAROLINA SALON INDUSTRY TRENDS

- ⇒ North Carolina's salon industry is a vibrant and growing industry, generating over \$1.1 billion in annual sales and providing employment opportunities for more than 9,100 individuals.
- ⇒ Growth in North Carolina's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in North Carolina increased 22 percent. In contrast, total private sector employment in the state declined 5 percent during the same 10-year period.
- ⇒ Not only does North Carolina's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-five percent of North Carolina's salon businesses are owned by women, compared to only 29 percent of businesses in the state's overall private sector.
- ⇒ Twenty-five percent of businesses in North Carolina's salon industry are Black or African-American-owned, versus just 11 percent of total private sector businesses.

### BUSINESS OWNERSHIP: NORTH CAROLINA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## NORTH CAROLINA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	G. K. Butterfield (D)	118	548
2	Renee L. Ellmers (R)	89	415
3	Walter B. Jones (R)	150	697
4	David E. Price (D)	195	910
5	Virginia Foxx (R)	130	607
6	Howard Coble (R)	128	596
7	Mike McIntyre (D)	82	383
8	Larry Kissell (D)	171	798
9	Sue Wilkins Myrick (R)	226	1,054
10	Patrick T. McHenry (R)	134	623
11	Heath Shuler (D)	175	814
12	Melvin Watt (D)	161	750
13	Brad Miller (D)	200	931
<b>Total</b>		<b>1,960</b>	<b>9,128</b>

*\*Includes only establishments with payroll employees*

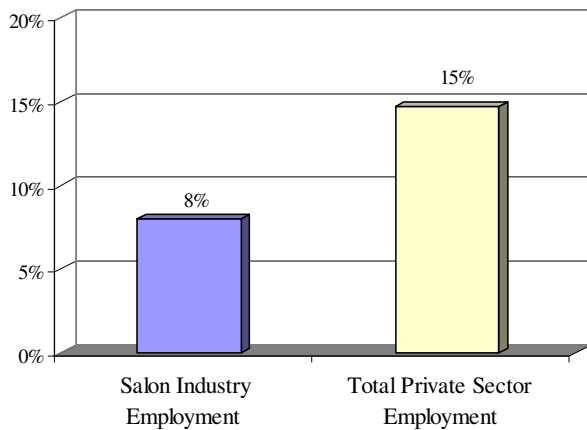
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE NORTH DAKOTA SALON INDUSTRY

### NORTH DAKOTA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$81 Million
Establishments with Employees:	286
Payroll Employees:	1,464

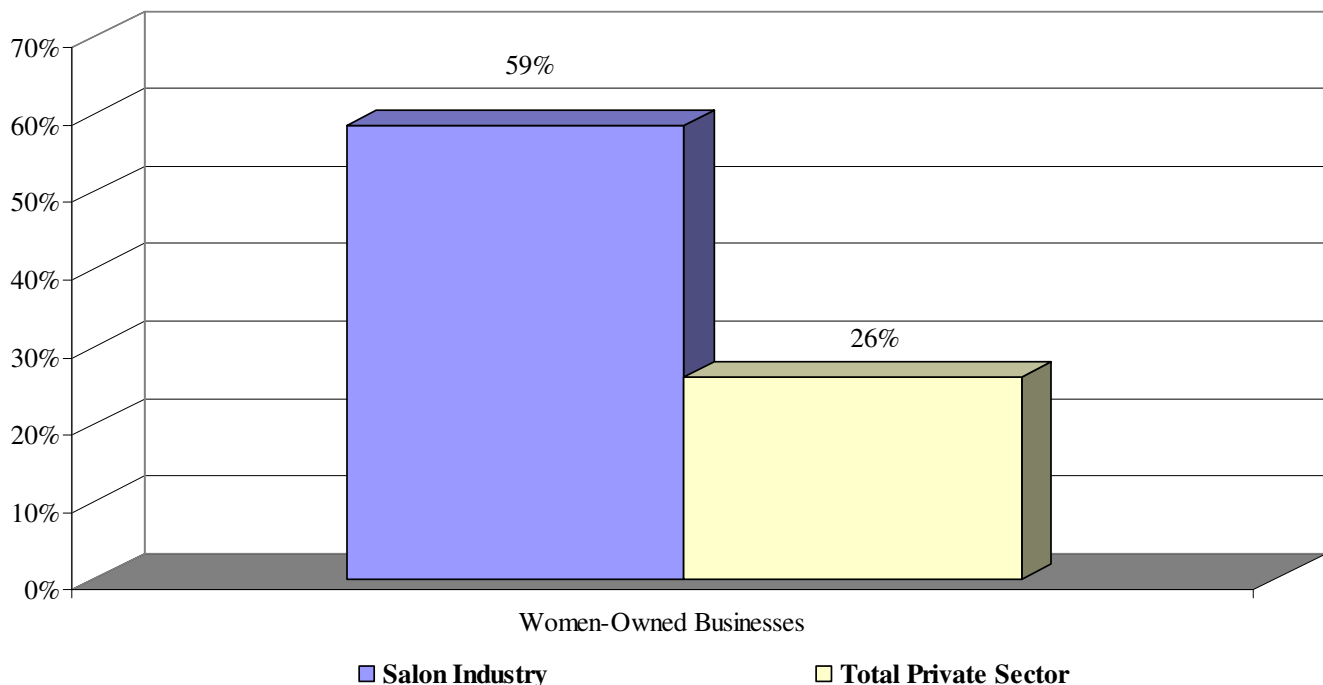
### NORTH DAKOTA JOB GROWTH: 2000 TO 2010



### NORTH DAKOTA SALON INDUSTRY TRENDS

- ⇒ North Dakota's salon industry is a vibrant and growing industry, generating over \$81 million in annual sales and providing employment opportunities for more than 1,400 individuals.
- ⇒ North Dakota's salon industry contributed to the state's job growth in recent years.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in North Dakota increased 8 percent. In comparison, total private sector employment in the state increased 15 percent during the same 10-year period.
- ⇒ Not only does North Dakota's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Fifty-nine percent of North Dakota's salon businesses are owned by women, compared to only 26 percent of businesses in the state's overall private sector.

### BUSINESS OWNERSHIP: NORTH DAKOTA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## NORTH DAKOTA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
At Large	Rick Berg (R)	286	1,464
<b>Total</b>		<b>286</b>	<b>1,464</b>

*\*Includes only establishments with payroll employees*

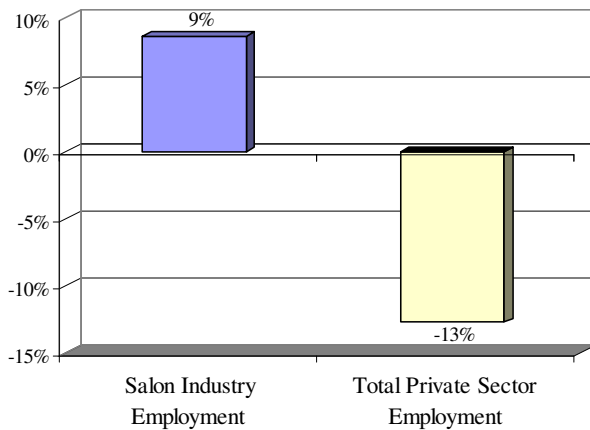
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE OHIO SALON INDUSTRY

### OHIO SALON INDUSTRY SNAPSHOT

Annual Sales:	\$1.4 Billion
Establishments with Employees:	3,484
Payroll Employees:	24,201

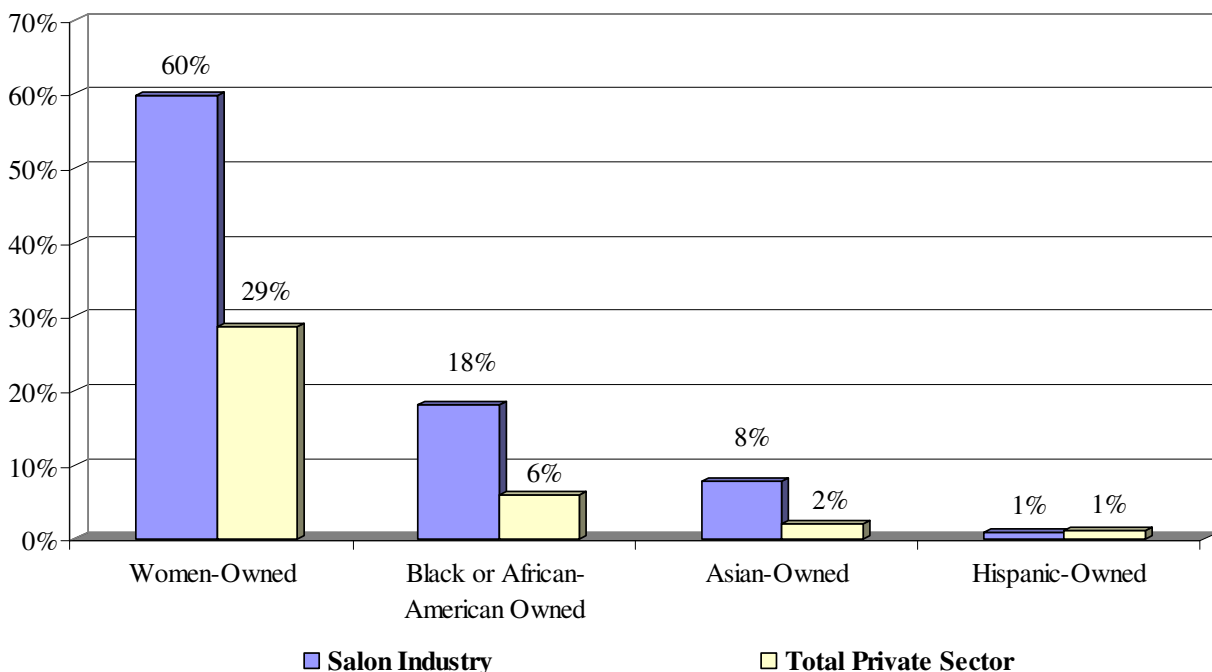
### OHIO JOB GROWTH: 2000 TO 2010



### OHIO SALON INDUSTRY TRENDS

- ⇒ Ohio's salon industry is a vibrant and growing industry, generating over \$1.4 billion in annual sales and providing employment opportunities for more than 24,000 individuals.
- ⇒ Growth in Ohio's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Ohio increased 9 percent. In contrast, total private sector employment in the state declined 13 percent during the same 10-year period.
- ⇒ Not only does Ohio's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty percent of Ohio's salon businesses are owned by women, compared to only 29 percent of businesses in the state's overall private sector.
- ⇒ Eighteen percent of businesses in Ohio's salon industry are Black or African-American-owned, versus just 6 percent of total private sector businesses.

### BUSINESS OWNERSHIP: OHIO'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## OHIO'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Steve Chabot (R)	173	1,204
2	Jean Schmidt (R)	245	1,702
3	Michael R. Turner (R)	180	1,247
4	Jim Jordan (R)	163	1,135
5	Robert E. Latta (R)	147	1,023
6	Bill Johnson (R)	177	1,228
7	Steve Austria (R)	179	1,241
8	John A. Boehner (R)	160	1,110
9	Marcy Kaptur (D)	169	1,172
10	Dennis J. Kucinich (D)	256	1,777
11	Marcia L. Fudge (D)	171	1,191
12	Patrick J. Tiberi (R)	194	1,347
13	Betty Sutton (D)	240	1,665
14	Steven C. LaTourette (R)	268	1,858
15	Steve Stivers (R)	192	1,334
16	James B. Renacci (R)	234	1,628
17	Tim Ryan (D)	166	1,154
18	Bob Gibbs (R)	171	1,185
<b>Total</b>		<b>3,484</b>	<b>24,201</b>

*\*Includes only establishments with payroll employees*

*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

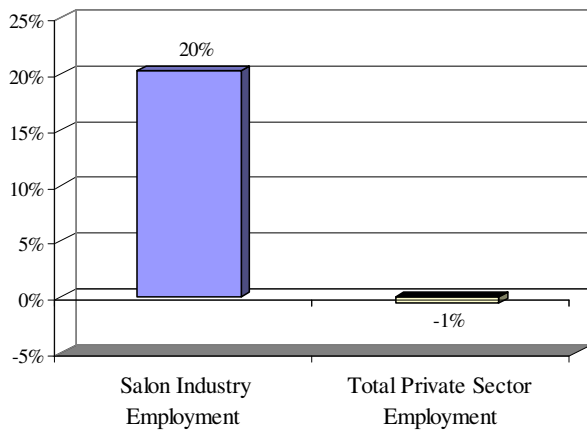


## PORTRAIT OF THE OKLAHOMA SALON INDUSTRY

### OKLAHOMA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$356 Million
Establishments with Employees:	551
Payroll Employees:	2,562

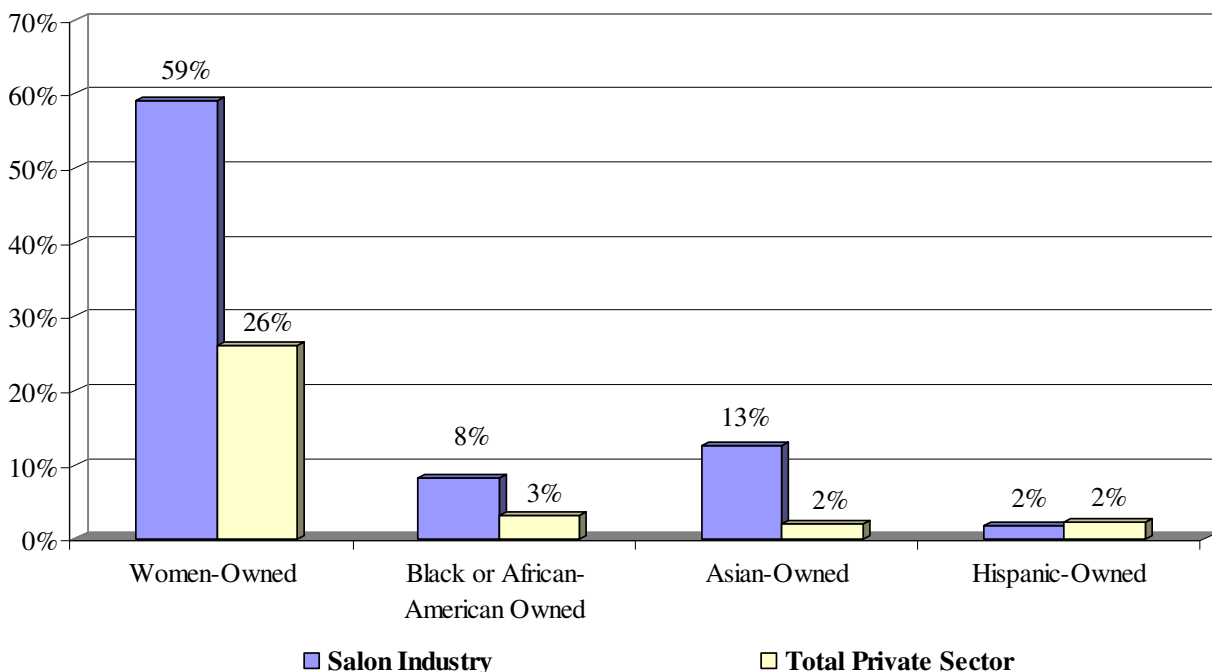
### OKLAHOMA JOB GROWTH: 2000 TO 2010



### OKLAHOMA SALON INDUSTRY TRENDS

- ⇒ Oklahoma's salon industry is a vibrant and growing industry, generating over \$356 million in annual sales and providing employment opportunities for more than 2,500 individuals.
- ⇒ Growth in Oklahoma's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Oklahoma increased 20 percent. In contrast, total private sector employment in the state declined 1 percent during the same 10-year period.
- ⇒ Not only does Oklahoma's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Fifty-nine percent of Oklahoma's salon businesses are owned by women, compared to only 26 percent of businesses in the state's overall private sector.
- ⇒ Eight percent of businesses in Oklahoma's salon industry are Black or African-American-owned, versus just 3 percent of total private sector businesses.

### BUSINESS OWNERSHIP: OKLAHOMA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## OKLAHOMA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	John Sullivan (R)	173	803
2	Dan Boren (D)	55	257
3	Frank D. Lucas (R)	89	415
4	Tom Cole (R)	82	382
5	James Lankford (R)	152	705
<b>Total</b>		<b>551</b>	<b>2,562</b>

*\*Includes only establishments with payroll employees*

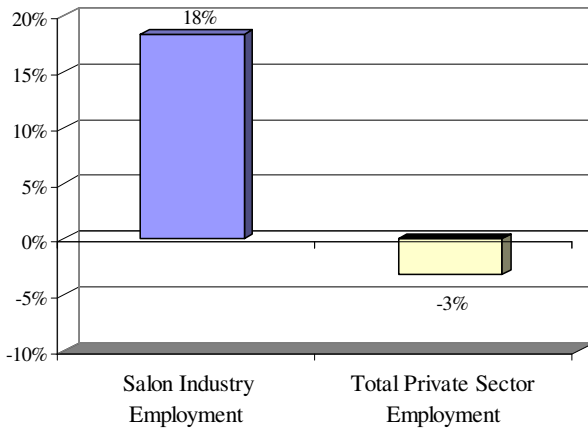
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE OREGON SALON INDUSTRY

### OREGON SALON INDUSTRY SNAPSHOT

Annual Sales:	\$446 Million
Establishments with Employees:	837
Payroll Employees:	4,578

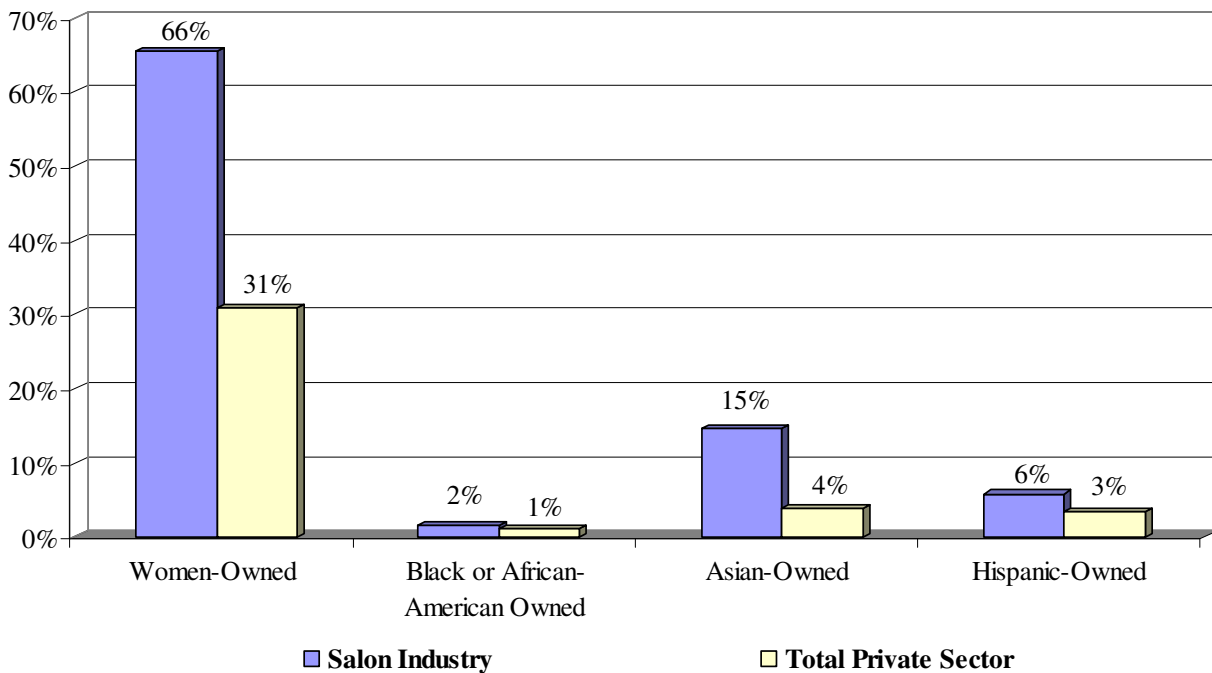
### OREGON JOB GROWTH: 2000 TO 2010



### OREGON SALON INDUSTRY TRENDS

- ⇒ Oregon's salon industry is a vibrant and growing industry, generating over \$446 million in annual sales and providing employment opportunities for more than 4,500 individuals.
- ⇒ Growth in Oregon's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Oregon increased 18 percent. In contrast, total private sector employment in the state declined 3 percent during the same 10-year period.
- ⇒ Not only does Oregon's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-six percent of Oregon's salon businesses are owned by women, compared to only 31 percent of businesses in the state's overall private sector.
- ⇒ Fifteen percent of businesses in Oregon's salon industry are Asian-owned, versus just 4 percent of total private sector businesses.

### BUSINESS OWNERSHIP: OREGON'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## OREGON'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	Suzanne Bonamici (D)	207	1,130
2	Greg Walden (R)	105	576
3	Earl Blumenauer (D)	168	921
4	Peter A. DeFazio (D)	183	1,001
5	Kurt Schrader (D)	174	950
<b>Total</b>		<b>837</b>	<b>4,578</b>

*\*Includes only establishments with payroll employees*

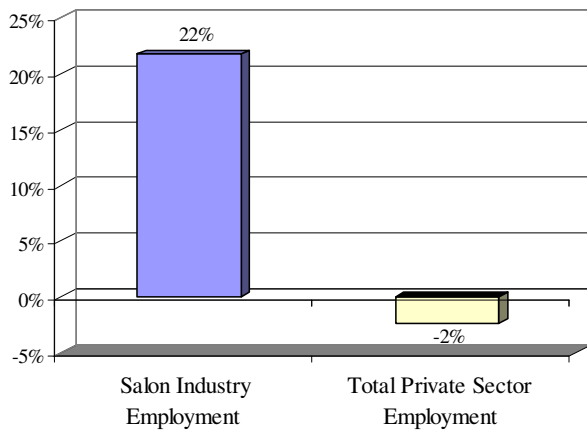
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE PENNSYLVANIA SALON INDUSTRY

### PENNSYLVANIA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$1.5 Billion
Establishments with Employees:	5,536
Payroll Employees:	29,616

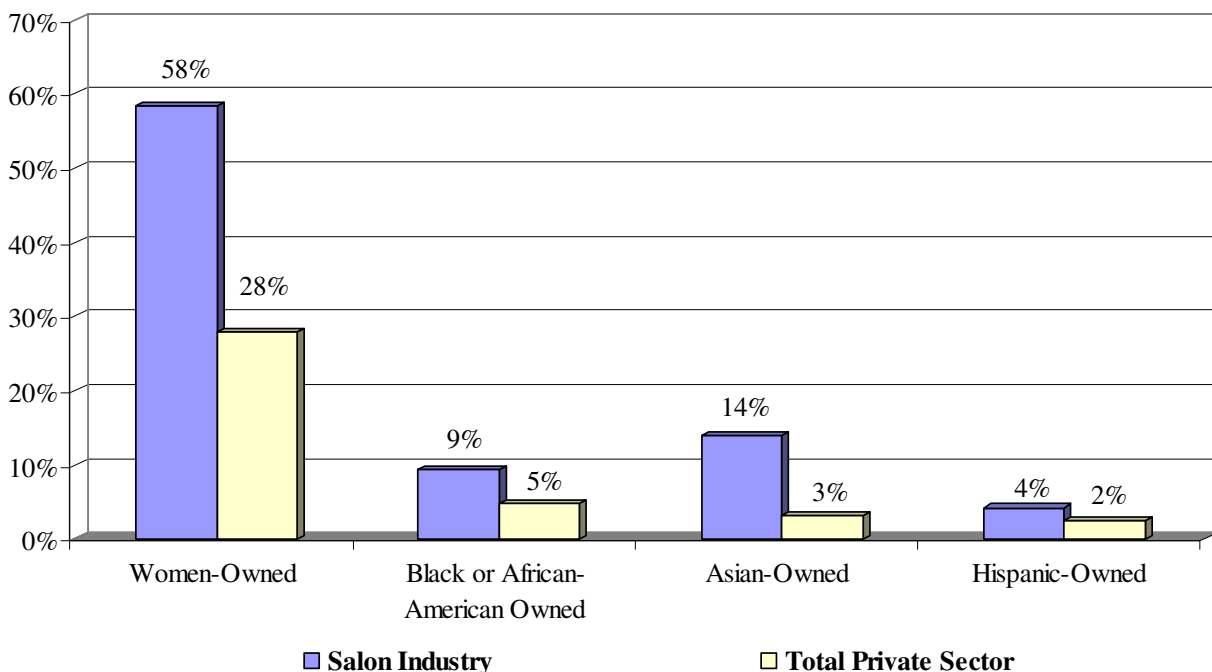
### PENNSYLVANIA JOB GROWTH: 2000 TO 2010



### PENNSYLVANIA SALON INDUSTRY TRENDS

- ⇒ Pennsylvania's salon industry is a vibrant and growing industry, generating over \$1.5 billion in annual sales and providing employment opportunities for more than 29,600 individuals.
- ⇒ Growth in Pennsylvania's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Pennsylvania increased 22 percent. In contrast, total private sector employment in the state declined 2 percent during the same 10-year period.
- ⇒ Not only does Pennsylvania's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Fifty-eight percent of Pennsylvania's salon businesses are owned by women, compared to only 28 percent of businesses in the state's overall private sector.
- ⇒ Fourteen percent of businesses in Pennsylvania's salon industry are Asian-owned, versus just 3 percent of total private sector businesses.

### BUSINESS OWNERSHIP: PENNSYLVANIA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## PENNSYLVANIA’S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Robert Brady (D)	181	966
2	Chaka Fattah (D)	190	1,016
3	Mike Kelly (R)	281	1,502
4	Jason Altmire (D)	351	1,877
5	Glenn Thompson (R)	247	1,319
6	Jim Gerlach (R)	377	2,015
7	Patrick Meehan (R)	330	1,766
8	Michael G. Fitzpatrick (R)	303	1,623
9	Bill Shuster (R)	262	1,402
10	Tom Marino (R)	215	1,148
11	Lou Barletta (R)	272	1,457
12	Mark S. Critz (D)	266	1,424
13	Allyson Y. Schwartz (D)	328	1,755
14	Michael F. Doyle (D)	347	1,855
15	Charles W. Dent (R)	323	1,728
16	Joseph R. Pitts (R)	250	1,336
17	Tim Holden (D)	284	1,518
18	Tim Murphy (R)	401	2,147
19	Todd Russell Platts (R)	329	1,761
<b>Total</b>		<b>5,536</b>	<b>29,616</b>

*\*Includes only establishments with payroll employees*

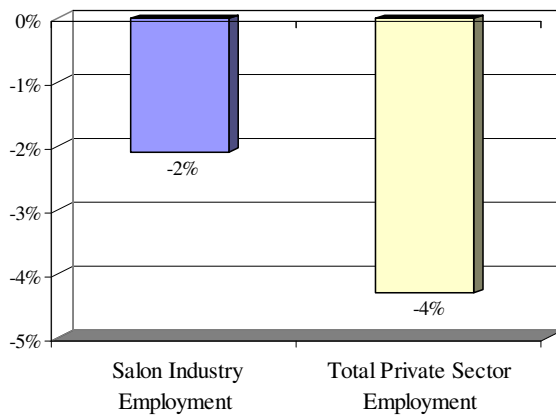
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE RHODE ISLAND SALON INDUSTRY

### RHODE ISLAND SALON INDUSTRY SNAPSHOT

Annual Sales:	\$150 Million
Establishments with Employees:	447
Payroll Employees:	1,795

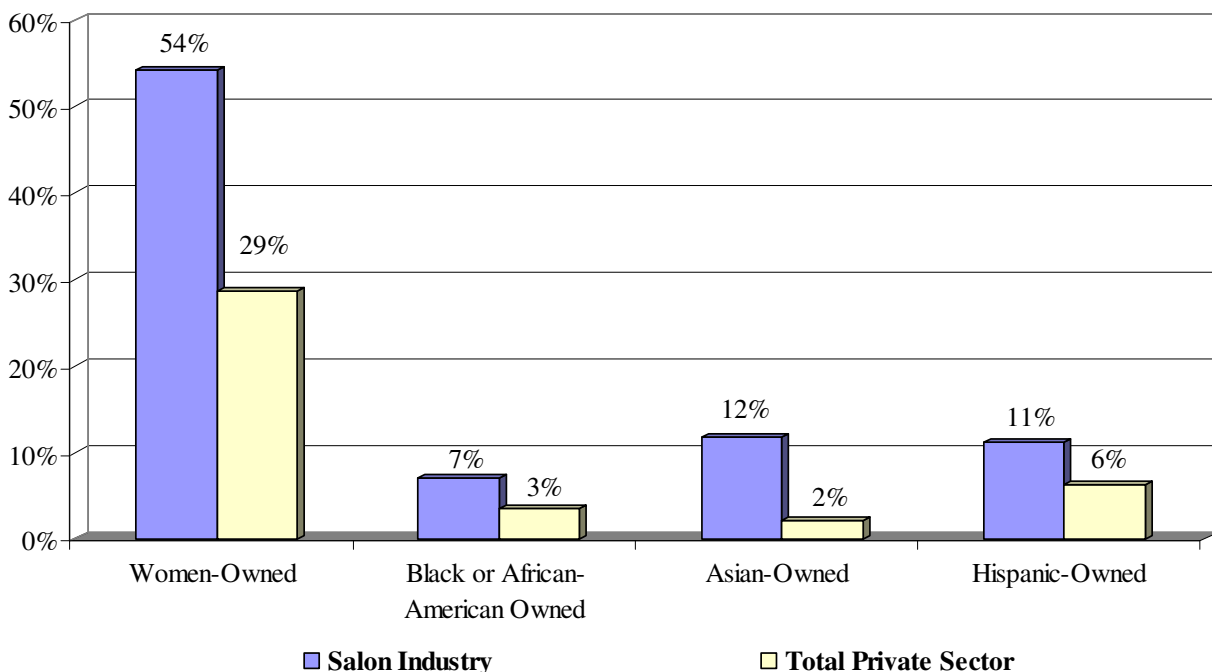
### RHODE ISLAND JOB GROWTH: 2000 TO 2010



### RHODE ISLAND SALON INDUSTRY TRENDS

- ⇒ Rhode Island's salon industry is a vibrant and growing industry, generating over \$150 million in annual sales and providing employment opportunities for more than 1,700 individuals.
- ⇒ Rhode Island's salon industry outperformed the state's overall private sector in recent years.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Rhode Island declined 2 percent. In contrast, total private sector employment in the state declined 4 percent during the same 10-year period.
- ⇒ Not only does Rhode Island's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Fifty-four percent of Rhode Island's salon businesses are owned by women, compared to only 29 percent of businesses in the state's overall private sector.
- ⇒ Twelve percent of businesses in Rhode Island's salon industry are Asian-owned, versus just 2 percent of total private sector businesses.

### BUSINESS OWNERSHIP: RHODE ISLAND'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## RHODE ISLAND'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	David N. Cicilline (D)	228	914
2	James R. Langevin (D)	219	881
<b>Total</b>		<b>447</b>	<b>1,795</b>

*\*Includes only establishments with payroll employees*

*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

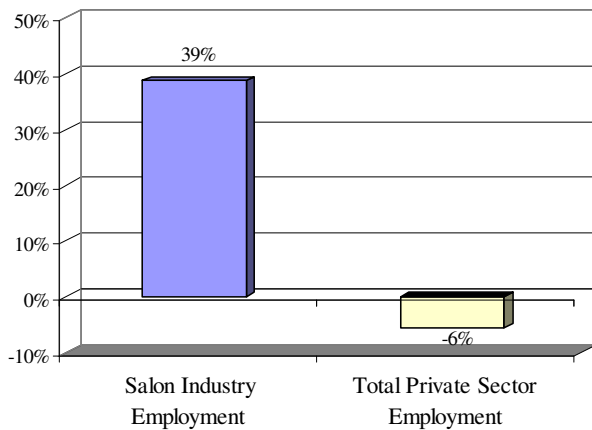


## PORTRAIT OF THE SOUTH CAROLINA SALON INDUSTRY

### *SOUTH CAROLINA SALON INDUSTRY SNAPSHOT*

Annual Sales:	\$504 Million
Establishments with Employees:	943
Payroll Employees:	4,591

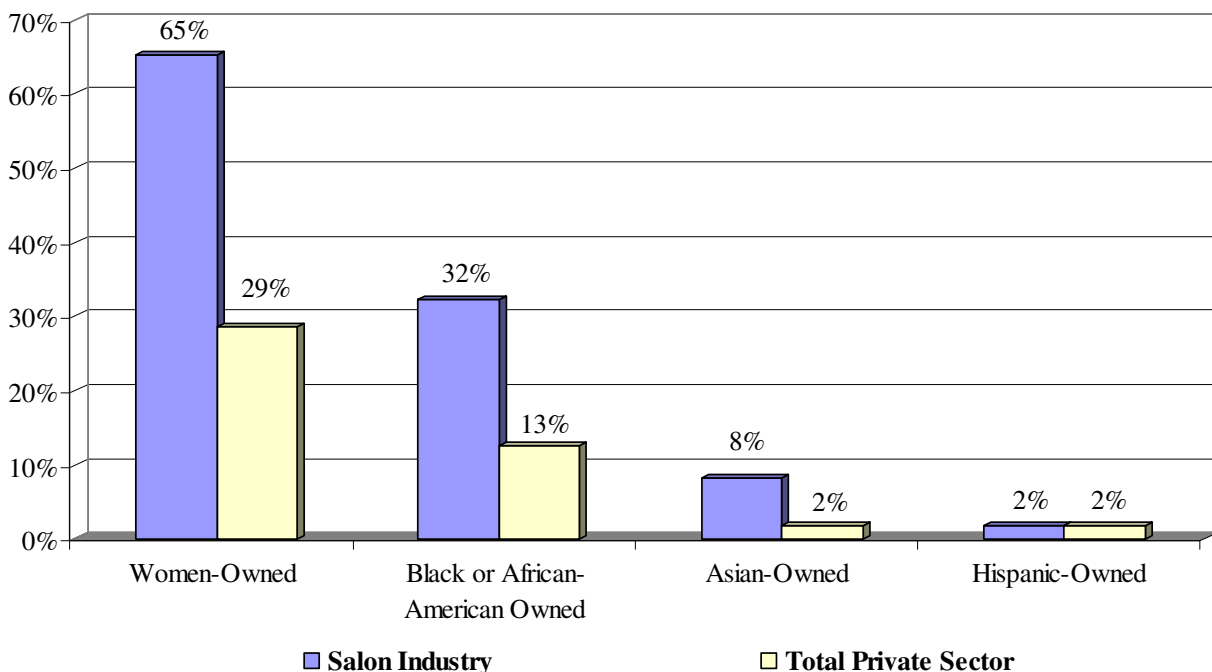
### *SOUTH CAROLINA JOB GROWTH: 2000 TO 2010*



### *SOUTH CAROLINA SALON INDUSTRY TRENDS*

- ⇒ South Carolina's salon industry is a vibrant and growing industry, generating over \$504 million in annual sales and providing employment opportunities for more than 4,500 individuals.
- ⇒ Growth in South Carolina's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in South Carolina increased 39 percent. In contrast, total private sector employment in the state declined 6 percent during the same 10-year period.
- ⇒ Not only does South Carolina's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-five percent of South Carolina's salon businesses are owned by women, compared to only 29 percent of businesses in the state's overall private sector.
- ⇒ Thirty-two percent of businesses in South Carolina's salon industry are Black or African-American-owned, versus just 13 percent of total private sector businesses.

### *BUSINESS OWNERSHIP: SOUTH CAROLINA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR*



## SOUTH CAROLINA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Tim Scott (R)	264	1,283
2	Joe Wilson (R)	195	950
3	Jeff Duncan (R)	112	545
4	Trey Gowdy (R)	175	854
5	Mick Mulvaney (R)	86	419
6	James Clyburn (D)	111	540
<b>Total</b>		<b>943</b>	<b>4,591</b>

*\*Includes only establishments with payroll employees*

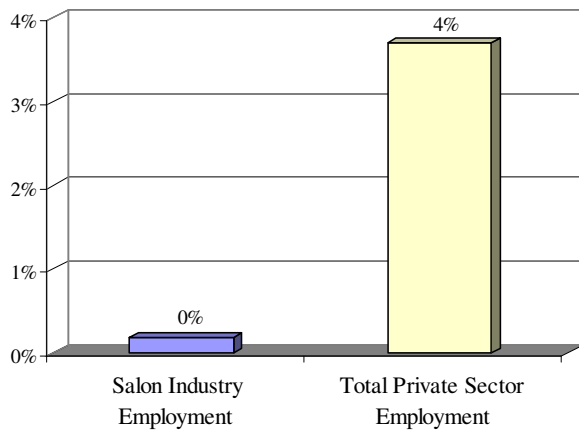
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE SOUTH DAKOTA SALON INDUSTRY

### *SOUTH DAKOTA SALON INDUSTRY SNAPSHOT*

Annual Sales:	\$77 Million
Establishments with Employees:	200
Payroll Employees:	1,033

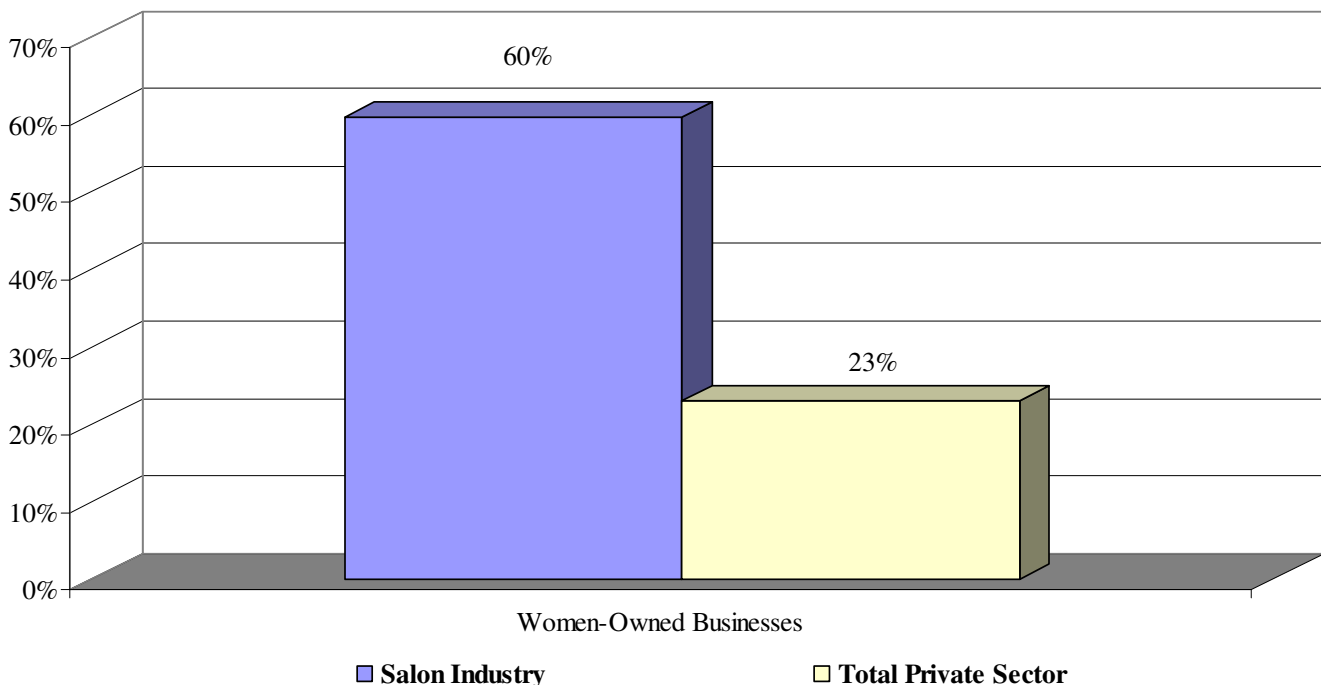
### *SOUTH DAKOTA JOB GROWTH: 2000 TO 2010*



### *SOUTH DAKOTA SALON INDUSTRY TRENDS*

- ⇒ South Dakota's salon industry is a vibrant industry, generating over \$77 million in annual sales and providing employment opportunities for more than 1,000 individuals.
- ⇒ Growth in South Dakota's salon industry fell behind the state's overall private sector in recent years.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in South Dakota was essentially unchanged. In comparison, total private sector employment in the state rose 4 percent during the same 10-year period.
- ⇒ Not only does South Dakota's salon industry provide employment opportunities, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty percent of South Dakota's salon businesses are owned by women, compared to only 23 percent of businesses in the state's overall private sector.

### *BUSINESS OWNERSHIP: SOUTH DAKOTA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR*



## SOUTH DAKOTA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
At Large	Kristi L. Noem (R)	200	1,033
<b>Total</b>		<b>200</b>	<b>1,033</b>

*\*Includes only establishments with payroll employees*

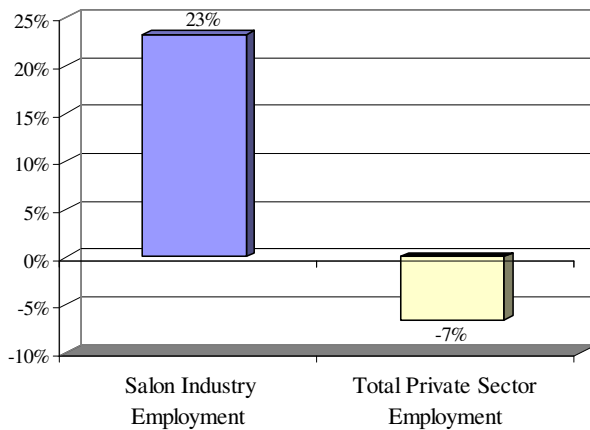
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE TENNESSEE SALON INDUSTRY

### TENNESSEE SALON INDUSTRY SNAPSHOT

Annual Sales:	\$795 Million
Establishments with Employees:	981
Payroll Employees:	7,970

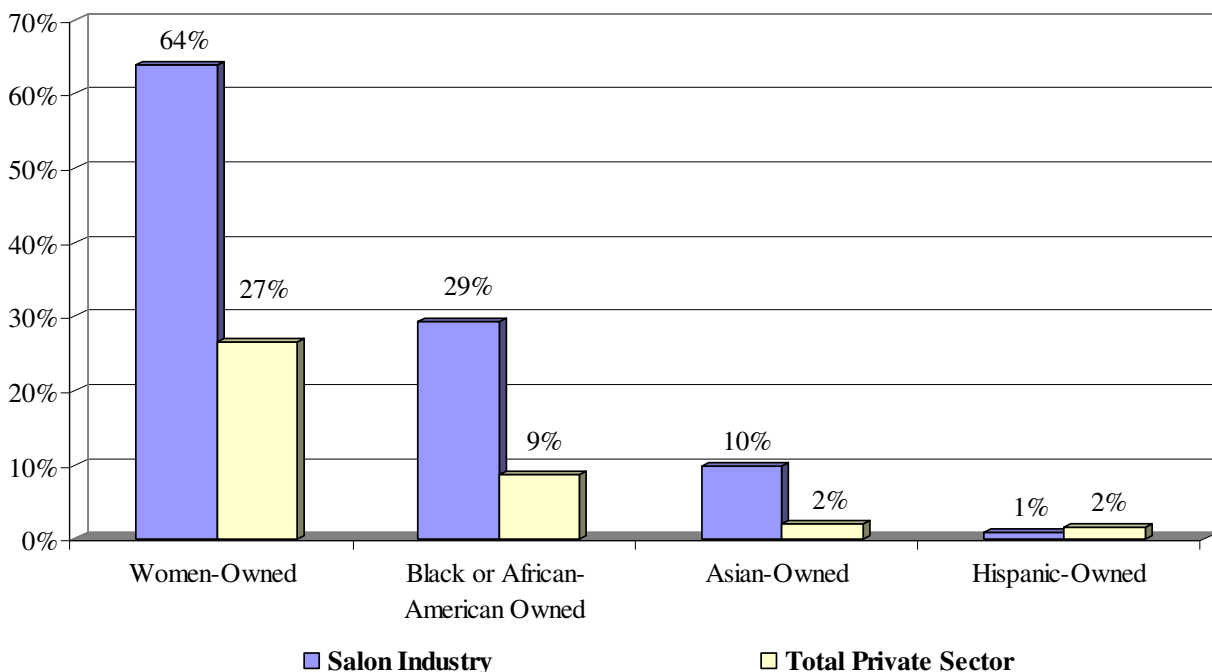
### TENNESSEE JOB GROWTH: 2000 TO 2010



### TENNESSEE SALON INDUSTRY TRENDS

- ⇒ Tennessee's salon industry is a vibrant and growing industry, generating over \$795 million in annual sales and providing employment opportunities for nearly 8,000 individuals.
- ⇒ Growth in Tennessee's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Tennessee increased 23 percent. In contrast, total private sector employment in the state declined 7 percent during the same 10-year period.
- ⇒ Not only does Tennessee's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-four percent of Tennessee's salon businesses are owned by women, compared to only 27 percent of businesses in the state's overall private sector.
- ⇒ Twenty-nine percent of businesses in Tennessee's salon industry are Black or African-American-owned, versus just 9 percent of total private sector businesses.

### BUSINESS OWNERSHIP: TENNESSEE'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## TENNESSEE'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Phil Roe (R)	117	951
2	John J. Duncan, Jr. (R)	126	1,022
3	Charles J. "Chuck" Fleischmann (R)	110	897
4	Scott DesJarlais (R)	61	496
5	Jim Cooper (D)	152	1,232
6	Diane Black (R)	77	628
7	Marsha Blackburn (R)	91	735
8	Stephen Lee Fincher (R)	106	861
9	Steve Cohen (D)	141	1,148
<b>Total</b>		<b>981</b>	<b>7,970</b>

*\*Includes only establishments with payroll employees*

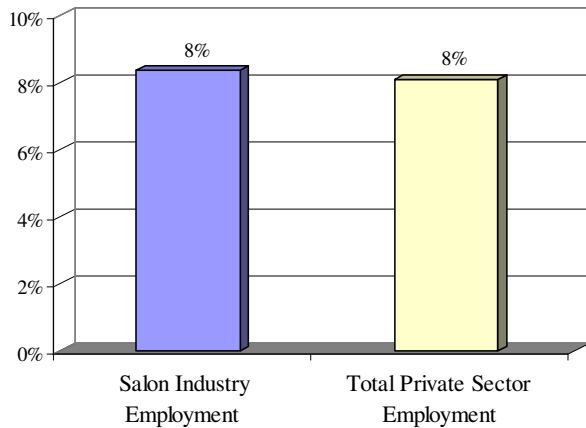
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE TEXAS SALON INDUSTRY

### TEXAS SALON INDUSTRY SNAPSHOT

Annual Sales:	\$3 Billion
Establishments with Employees:	4,394
Payroll Employees:	27,381

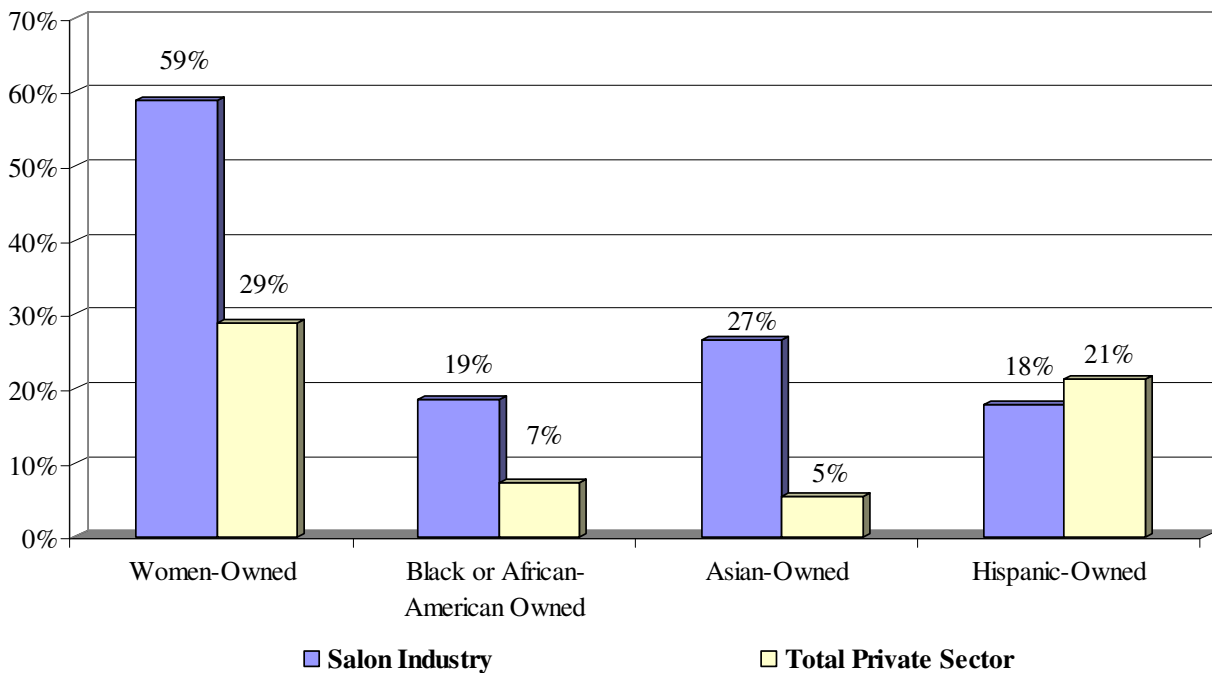
### TEXAS JOB GROWTH: 2000 TO 2010



### TEXAS SALON INDUSTRY TRENDS

- ⇒ Texas's salon industry is a vibrant and growing industry, generating over \$3 billion in annual sales and providing employment opportunities for more than 27,000 individuals.
- ⇒ The salon industry in Texas contributed to the state's job growth in recent years.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Texas increased 8 percent, matching the increase in total private sector employment in the state during the same 10-year period.
- ⇒ Not only does Texas's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Fifty-nine percent of Texas's salon businesses are owned by women, compared to only 29 percent of businesses in the state's overall private sector.
- ⇒ Nineteen percent of businesses in Texas's salon industry are Black or African-American-owned, versus just 7 percent of total private sector businesses.

### BUSINESS OWNERSHIP: TEXAS'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## TEXAS'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Louie Gohmert (R)	106	663
2	Ted Poe (R)	60	376
3	Sam Johnson (R)	110	685
4	Ralph M. Hall (R)	105	651
5	Jeb Hensarling (R)	114	713
6	Joe Barton (R)	116	724
7	John Abney Culberson (R)	251	1,567
8	Kevin P. Brady (R)	172	1,073
9	Al Green (D)	160	1,000
10	Michael T. McCaul (R)	197	1,230
11	K. Michael Conaway (R)	157	977
12	Kay Granger (R)	161	1,005
13	William "Mac" Thornberry (R)	88	550
14	Ron E. Paul (R)	123	764
15	Ruben E. Hinojosa (D)	123	764
16	Silvestre Reyes (D)	141	876
17	Bill Flores (R)	123	764
18	Sheila Jackson-Lee (D)	111	691
19	Randy Neugebauer (R)	109	679
20	Charles A. Gonzalez (D)	285	1,774
21	Lamar S. Smith (R)	199	1,241
22	Pete Olson (R)	137	854
23	Francisco R. Canseco (R)	66	410
24	Kenny Marchant (R)	104	646
25	Lloyd Doggett (D)	148	921
26	Michael C. Burgess (R)	113	702
27	Blake Farenthold (R)	163	1,016
28	Henry Cuellar (D)	85	528
29	Gene Green (D)	72	449
30	Eddie Bernice Johnson (D)	113	702
31	John R. Carter (R)	113	702
32	Pete Sessions (R)	270	1,685
<b>Total</b>		<b>4,394</b>	<b>27,381</b>

\*Includes only establishments with payroll employees

Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau

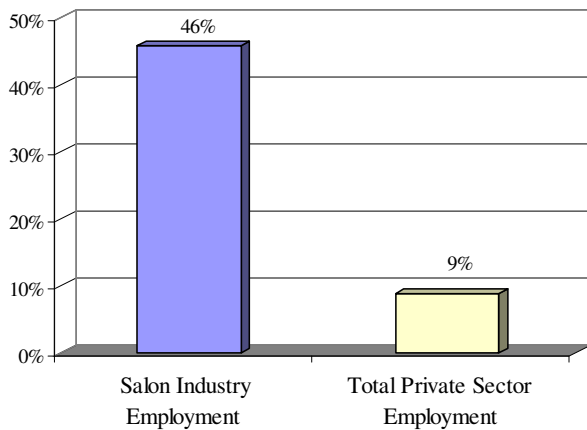


## PORTRAIT OF THE UTAH SALON INDUSTRY

### UTAH SALON INDUSTRY SNAPSHOT

Annual Sales:	\$248 Million
Establishments with Employees:	687
Payroll Employees:	3,762

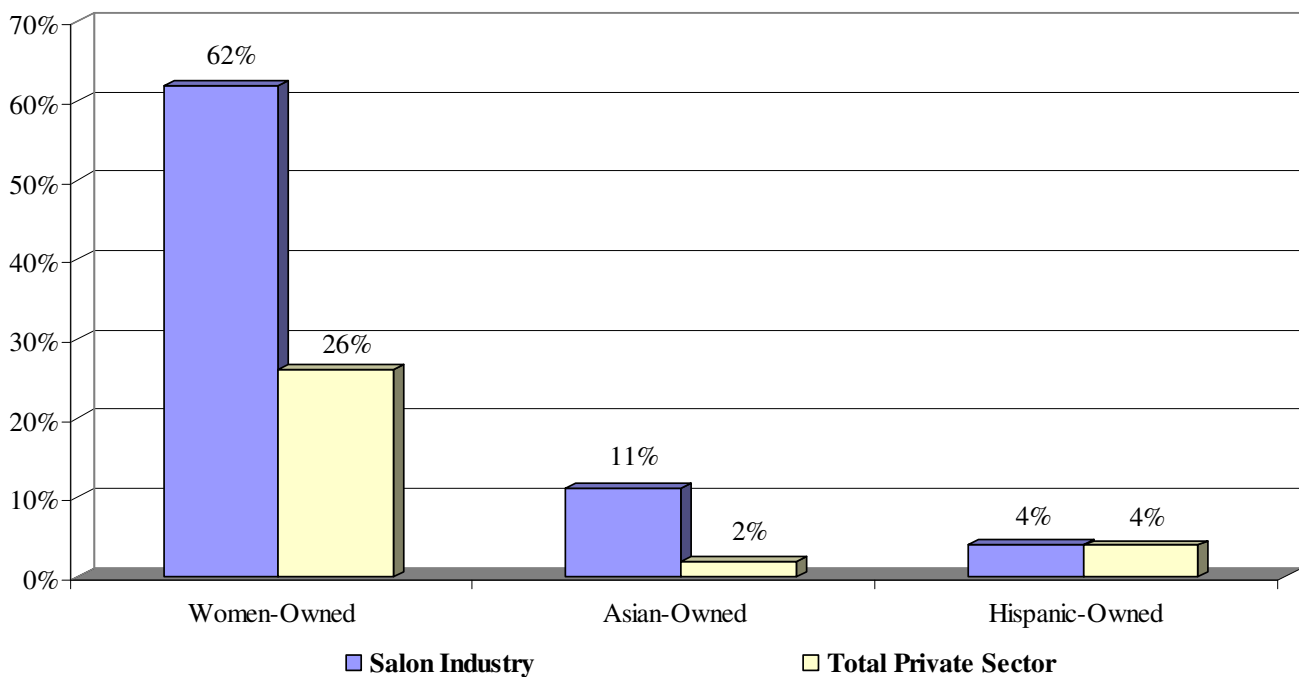
### UTAH JOB GROWTH: 2000 TO 2010



### UTAH SALON INDUSTRY TRENDS

- ⇒ Utah's salon industry is a vibrant and growing industry, generating over \$248 million in annual sales and providing employment opportunities for more than 3,700 individuals.
- ⇒ Growth in Utah's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Utah increased 46 percent. In contrast, total private sector employment in the state rose just 9 percent during the same 10-year period.
- ⇒ Not only does Utah's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-two percent of Utah's salon businesses are owned by women, compared to only 26 percent of businesses in the state's overall private sector.
- ⇒ Eleven percent of businesses in Utah's salon industry are Asian-owned, versus just 2 percent of total private sector businesses.

### BUSINESS OWNERSHIP: UTAH'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## UTAH'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	Rob Bishop (R)	254	1,390
2	Jim Matheson (D)	273	1,494
3	Jason Chaffetz (R)	160	878
<b>Total</b>		<b>687</b>	<b>3,762</b>

*\*Includes only establishments with payroll employees*

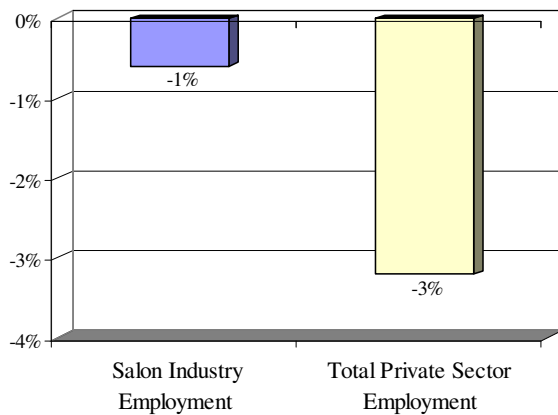
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE VERMONT SALON INDUSTRY

### VERMONT SALON INDUSTRY SNAPSHOT

Annual Sales:	\$67 Million
Establishments with Employees:	196
Payroll Employees:	801

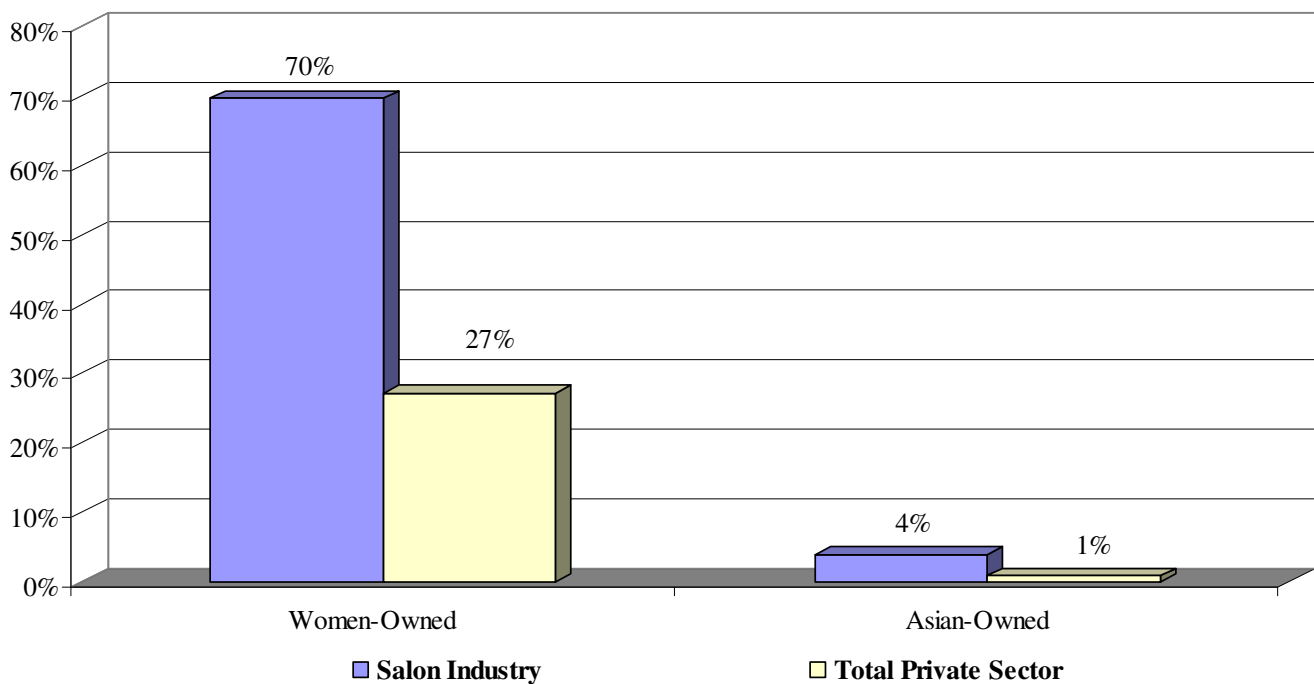
### VERMONT JOB GROWTH: 2000 TO 2010



### VERMONT SALON INDUSTRY TRENDS

- ⇒ Vermont's salon industry is a vibrant industry, generating over \$67 million in annual sales and providing employment opportunities for more than 800 individuals.
- ⇒ Vermont's salon industry outperformed the state's overall private sector in recent years.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Vermont declined 1 percent. In comparison, total private sector employment in the state declined 3 percent during the same 10-year period.
- ⇒ Not only does Vermont's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Seventy percent of Vermont's salon businesses are owned by women, compared to only 27 percent of businesses in the state's overall private sector.
- ⇒ Four percent of businesses in Vermont's salon industry are Asian-owned, versus just 1 percent of total private sector businesses.

### BUSINESS OWNERSHIP: VERMONT'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## VERMONT'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
At Large	Peter Welch (D)	196	801
<b>Total</b>		<b>196</b>	<b>801</b>

*\*Includes only establishments with payroll employees*

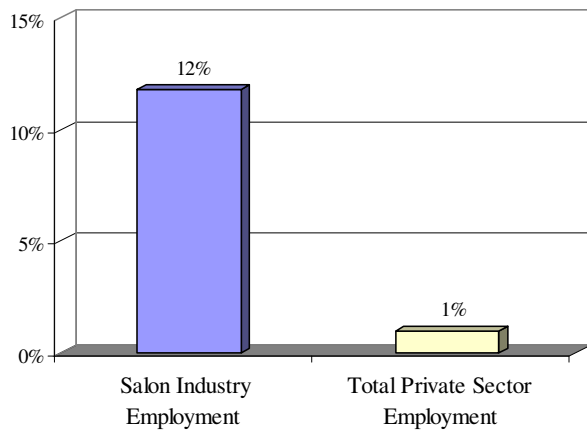
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE VIRGINIA SALON INDUSTRY

### VIRGINIA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$1.2 Billion
Establishments with Employees:	2,745
Payroll Employees:	16,368

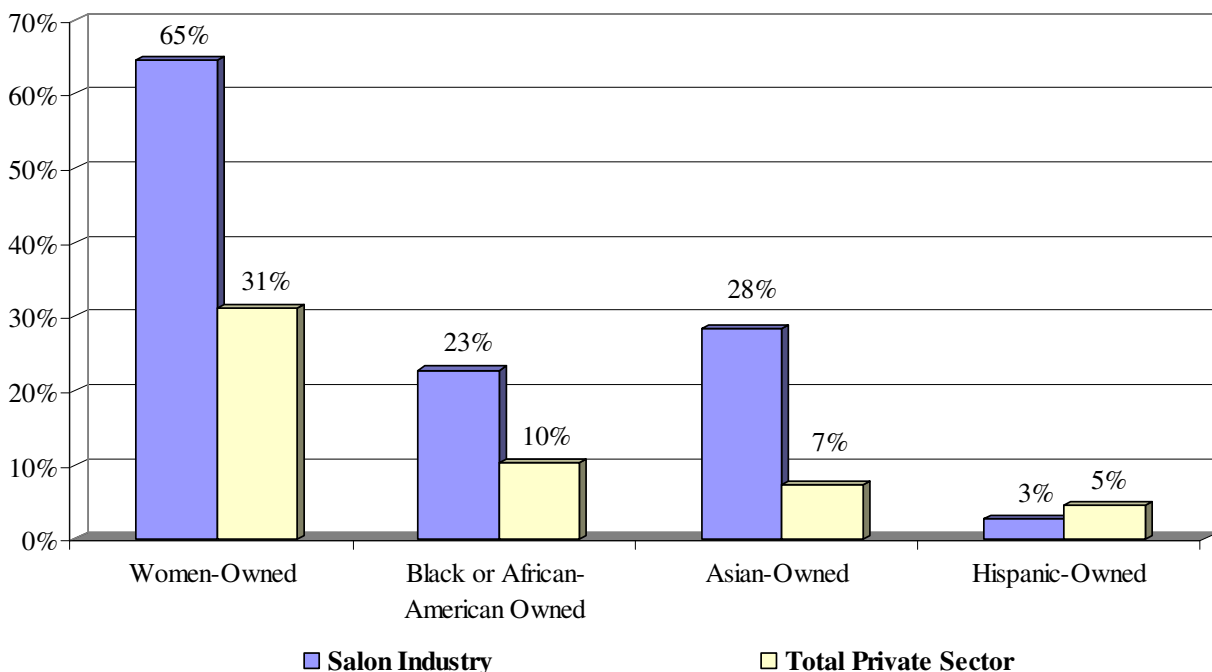
### VIRGINIA JOB GROWTH: 2000 TO 2010



### VIRGINIA SALON INDUSTRY TRENDS

- ⇒ Virginia's salon industry is a vibrant and growing industry, generating over \$1.2 billion in annual sales and providing employment opportunities for more than 16,000 individuals.
- ⇒ Growth in Virginia's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Virginia increased 12 percent. In contrast, total private sector employment in the state rose just 1 percent during the same 10-year period.
- ⇒ Not only does Virginia's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-five percent of Virginia's salon businesses are owned by women, compared to only 31 percent of businesses in the state's overall private sector.
- ⇒ Twenty-three percent of businesses in Virginia's salon industry are Black or African-American-owned, versus just 10 percent of total private sector businesses.

### BUSINESS OWNERSHIP: VIRGINIA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## VIRGINIA'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Robert J. Wittman (R)	263	1,566
2	E. Scott Rigell (R)	288	1,719
3	Robert C. "Bobby" Scott (D)	261	1,553
4	J. Randy Forbes (R)	195	1,165
5	Robert Hurt (R)	196	1,171
6	Bob Goodlatte (R)	275	1,643
7	Eric Cantor (R)	277	1,649
8	James P. Moran (D)	299	1,783
9	H. Morgan Griffith (R)	192	1,146
10	Frank R. Wolf (R)	254	1,515
11	Gerald E. Connolly (D)	244	1,458
<b>Total</b>		<b>2,745</b>	<b>16,368</b>

*\*Includes only establishments with payroll employees*

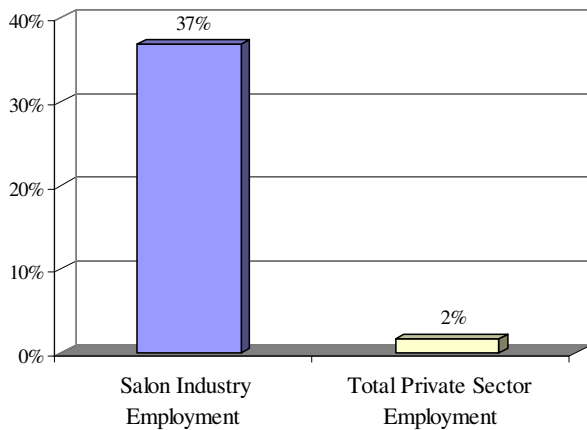
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE WASHINGTON SALON INDUSTRY

### WASHINGTON SALON INDUSTRY SNAPSHOT

Annual Sales:	\$858 Million
Establishments with Employees:	2,181
Payroll Employees:	12,319

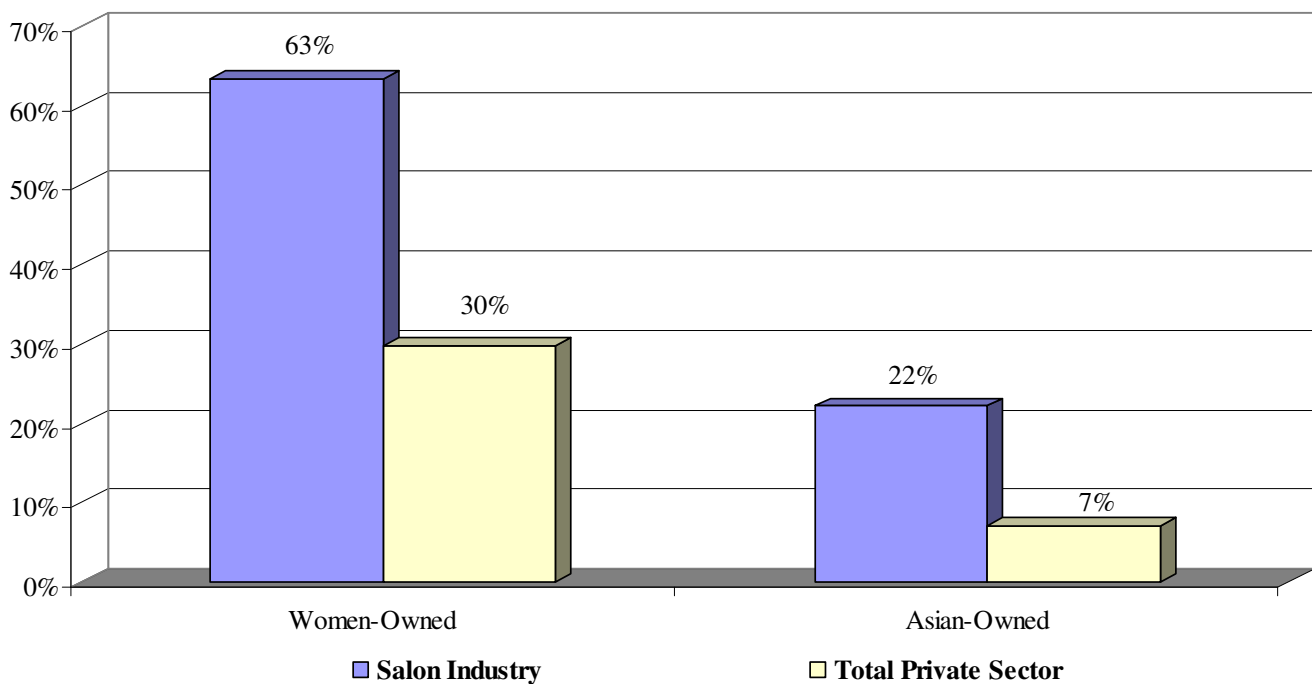
### WASHINGTON JOB GROWTH: 2000 TO 2010



### WASHINGTON SALON INDUSTRY TRENDS

- ⇒ Washington's salon industry is a vibrant and growing industry, generating over \$858 million in annual sales and providing employment opportunities for more than 12,000 individuals.
- ⇒ Growth in Washington's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Washington increased 37 percent. In contrast, total private sector employment in the state rose just 2 percent during the same 10-year period.
- ⇒ Not only does Washington's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-three percent of Washington's salon businesses are owned by women, compared to only 30 percent of businesses in the state's overall private sector.
- ⇒ Twenty-two percent of businesses in Washington's salon industry are Asian-owned, versus just 7 percent of total private sector businesses.

### BUSINESS OWNERSHIP: WASHINGTON'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## WASHINGTON'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Vacant Seat	278	1,569
2	Rick Larsen (D)	186	1,051
3	Jaime Herrera Beutler (R)	193	1,087
4	Richard "Doc" Hastings (R)	164	927
5	Cathy McMorris Rodgers (R)	226	1,277
6	Norman D. Dicks (D)	279	1,576
7	Jim McDermott (D)	333	1,883
8	David G. Reichert (R)	249	1,409
9	Adam Smith (D)	273	1,540
<b>Total</b>		<b>2,181</b>	<b>12,319</b>

*\*Includes only establishments with payroll employees*

*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

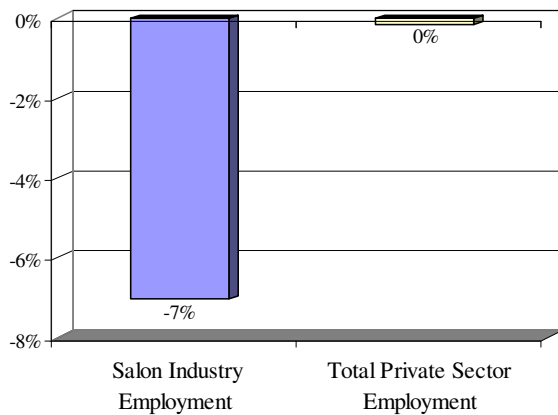


## PORTRAIT OF THE WEST VIRGINIA SALON INDUSTRY

### WEST VIRGINIA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$137 Million
Establishments with Employees:	324
Payroll Employees:	1,606

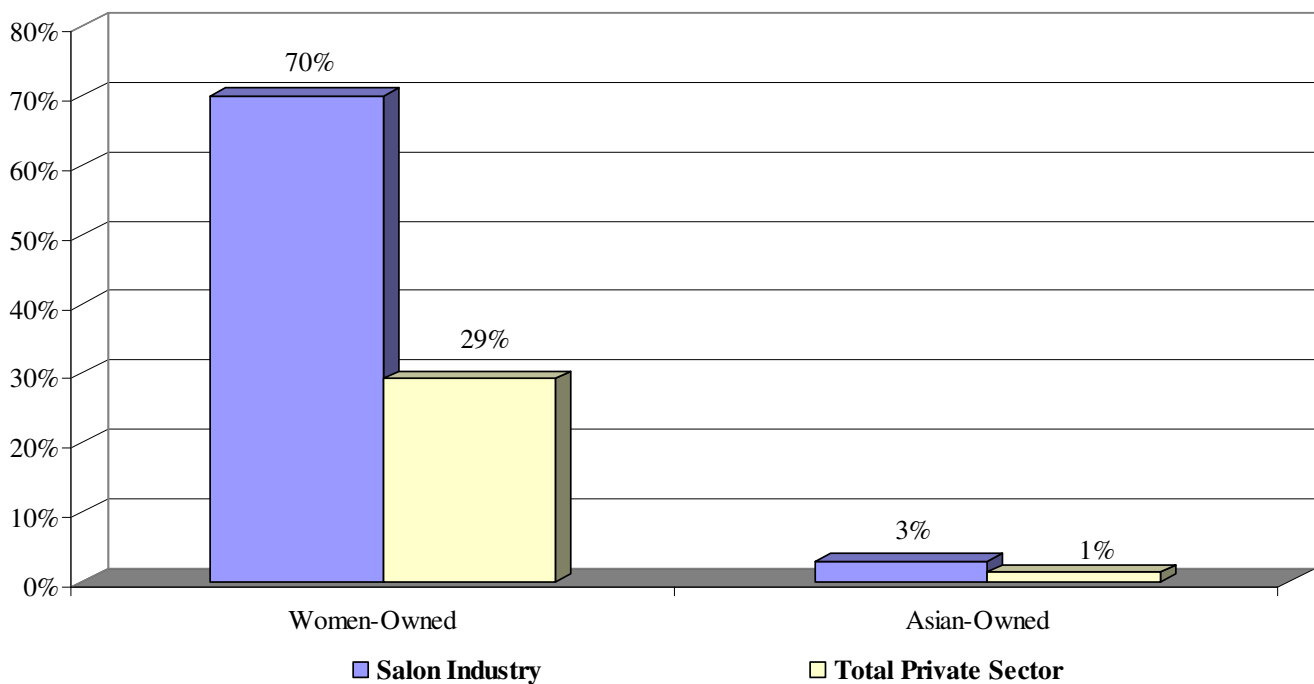
### WEST VIRGINIA JOB GROWTH: 2000 TO 2010



### WEST VIRGINIA SALON INDUSTRY TRENDS

- ⇒ West Virginia's salon industry is a vibrant industry, generating over \$137 million in annual sales and providing employment opportunities for more than 1,600 individuals.
- ⇒ Growth in West Virginia's salon industry fell behind the state's overall private sector in recent years.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in West Virginia declined 7 percent. In comparison, total private sector employment was essentially unchanged during the same 10-year period.
- ⇒ Not only does West Virginia's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Seventy percent of West Virginia's salon businesses are owned by women, compared to only 29 percent of businesses in the state's overall private sector.
- ⇒ Three percent of businesses in West Virginia's salon industry are Asian-owned, versus just 1 percent of total private sector businesses.

### BUSINESS OWNERSHIP: WEST VIRGINIA'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## WEST VIRGINIA’S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	David B. McKinley (R)	139	688
2	Shelley Moore Capito (R)	93	461
3	Nick J. Rahall II (D)	92	457
<b>Total</b>		<b>324</b>	<b>1,606</b>

*\*Includes only establishments with payroll employees*

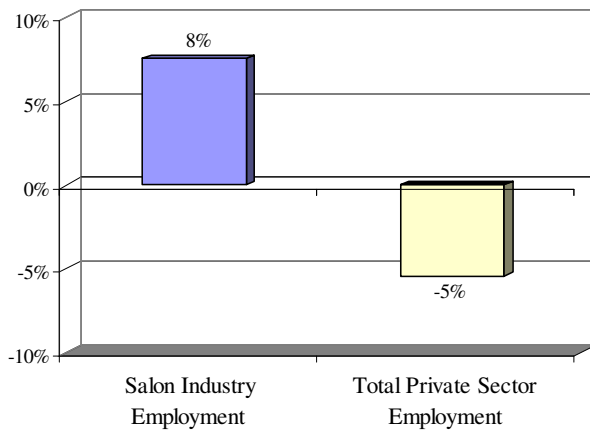
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE WISCONSIN SALON INDUSTRY

### WISCONSIN SALON INDUSTRY SNAPSHOT

Annual Sales:	\$707 Million
Establishments with Employees:	1,992
Payroll Employees:	12,680

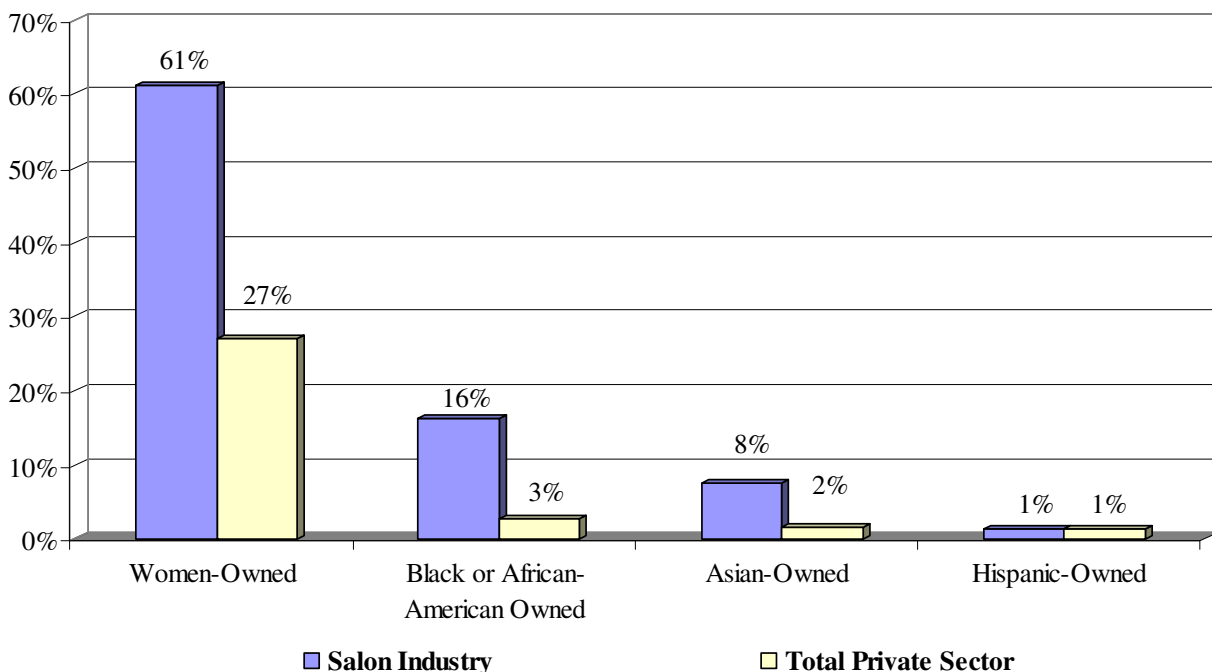
### WISCONSIN JOB GROWTH: 2000 TO 2010



### WISCONSIN SALON INDUSTRY TRENDS

- ⇒ Wisconsin's salon industry is a vibrant and growing industry, generating over \$707 million in annual sales and providing employment opportunities for more than 12,600 individuals.
- ⇒ Growth in Wisconsin's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Wisconsin increased 8 percent. In contrast, total private sector employment in the state declined 5 percent during the same 10-year period.
- ⇒ Not only does Wisconsin's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Sixty-one percent of Wisconsin's salon businesses are owned by women, compared to only 27 percent of businesses in the state's overall private sector.
- ⇒ Sixteen percent of businesses in Wisconsin's salon industry are Black or African-American-owned, versus just 3 percent of total private sector businesses.

### BUSINESS OWNERSHIP: WISCONSIN'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## WISCONSIN'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

Congressional District	Representative	Number of Establishments*	Number of Employees
1	Paul Ryan (R)	260	1,653
2	Tammy Baldwin (D)	265	1,686
3	Ronald J. Kind (D)	247	1,572
4	Gwen Moore (D)	191	1,216
5	F. James Sensenbrenner, Jr. (R)	289	1,837
6	Thomas E. Petri (R)	246	1,567
7	Sean P. Duffy (R)	233	1,486
8	Reid J. Ribble (R)	261	1,664
<b>Total</b>		<b>1,992</b>	<b>12,680</b>

*\*Includes only establishments with payroll employees*

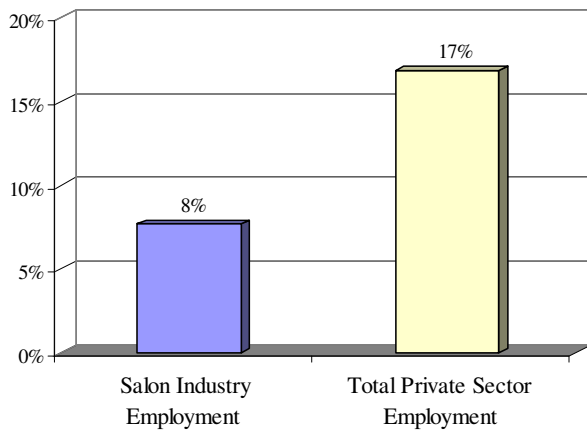
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE WYOMING SALON INDUSTRY

### WYOMING SALON INDUSTRY SNAPSHOT

Annual Sales:	\$52 Million
Establishments with Employees:	132
Payroll Employees:	642

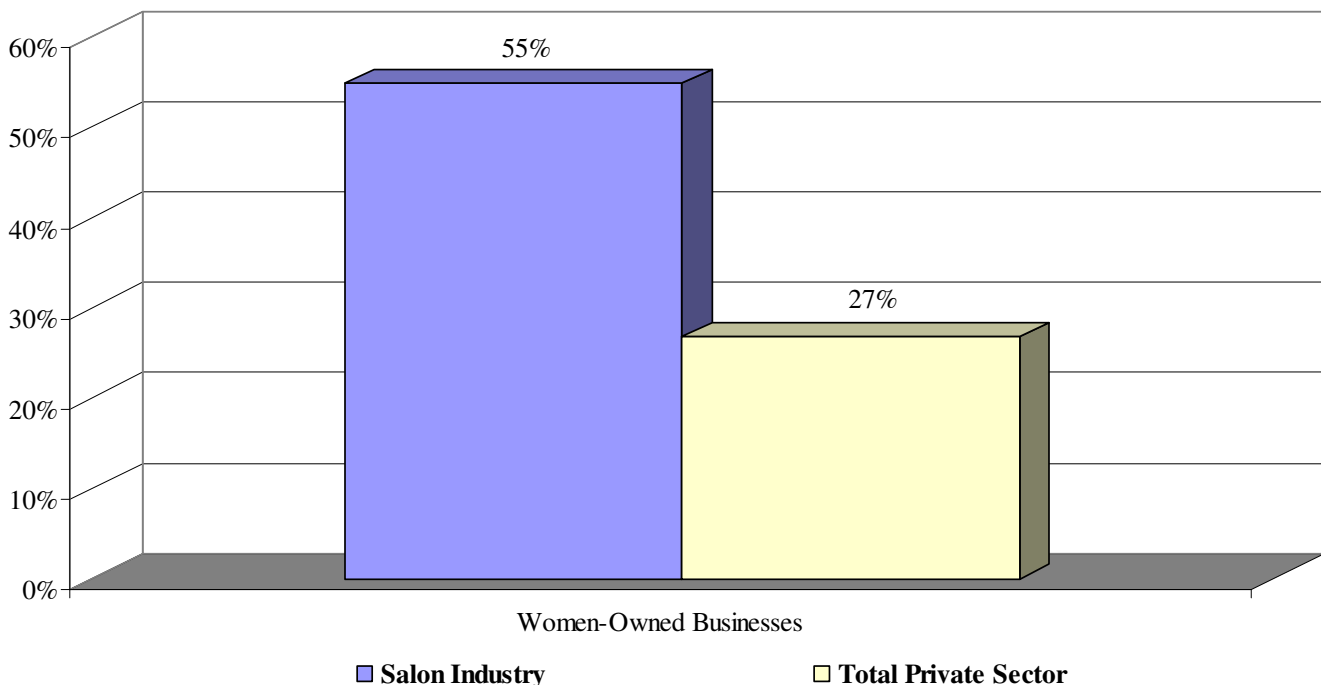
### WYOMING JOB GROWTH: 2000 TO 2010



### WYOMING SALON INDUSTRY TRENDS

- ⇒ Wyoming's salon industry is a vibrant industry, generating over \$52 million in annual sales and providing employment opportunities for more than 600 individuals.
- ⇒ Growth in Wyoming's salon industry fell behind the state's overall private sector in recent years.
- ⇒ Between 2000 and 2010, the number of salon industry jobs in Wyoming increased 8 percent. In comparison, total private sector employment in the state increased 17 percent during the same 10-year period.
- ⇒ Not only does Wyoming's salon industry provide employment opportunities in a challenging economic environment, it also gives individuals of all backgrounds the ability to start their own business.
- ⇒ Fifty-five percent of Wyoming's salon businesses are owned by women, compared to only 27 percent of businesses in the state's overall private sector.

### BUSINESS OWNERSHIP: WYOMING'S SALON INDUSTRY VS. TOTAL PRIVATE SECTOR



## WYOMING'S SALON INDUSTRY BY CONGRESSIONAL DISTRICT

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
At Large	Cynthia M. Lummis (R)	132	642
<b>Total</b>		<b>132</b>	<b>642</b>

*\*Includes only establishments with payroll employees*

*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*