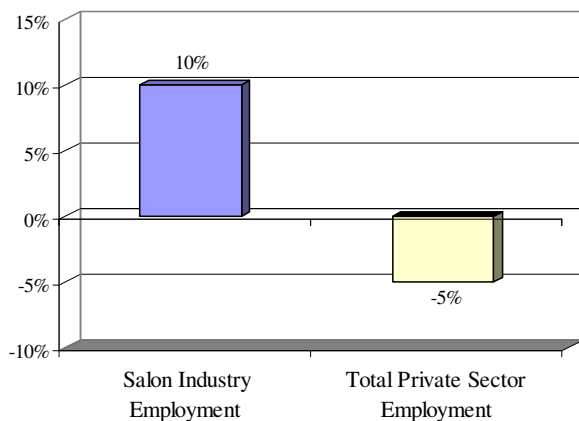


## PORTRAIT OF THE ALABAMA SALON INDUSTRY

### ALABAMA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$553 Million
Establishments with Employees:	920
Payroll Employees:	4,175

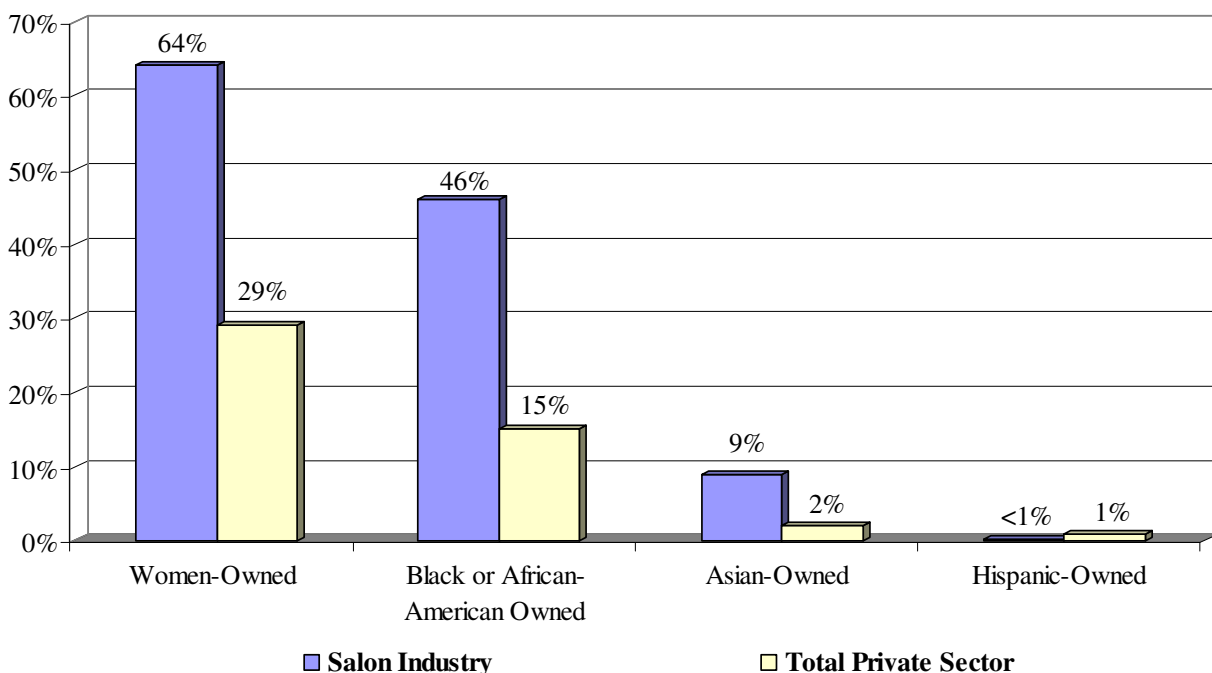
### ALABAMA JOB GROWTH: 1999 TO 2009



### ALABAMA SALON INDUSTRY TRENDS

- ⇒ Alabama's salon industry is a vibrant and growing industry, generating over \$553 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 1999 and 2009, the number of salon industry jobs in Alabama increased 10 percent. In contrast, total private sector employment in the state declined 5 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)	122	553
2	Martha Roby (R)	128	580
3	Mike Rogers (R)	114	519
4	Robert B. Aderholt (R)	103	466
5	Mo Brooks (R)	161	731
6	Spencer Bachus (R)	151	686
7	Terri A. Sewell (D)	141	640
<b>Total</b>		<b>920</b>	<b>4,175</b>

*\*Includes only establishments with payroll employees*

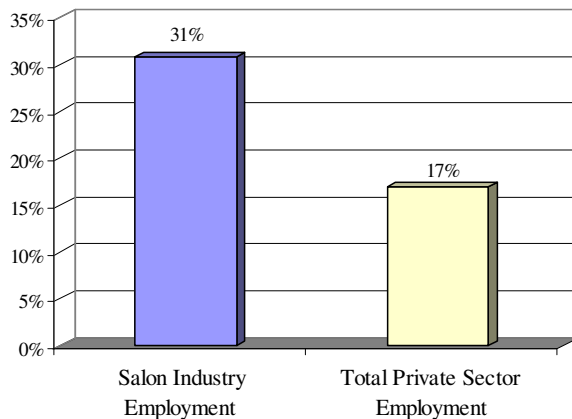
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE ALASKA SALON INDUSTRY

### ALASKA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$84 Million
Establishments with Employees:	129
Payroll Employees:	961

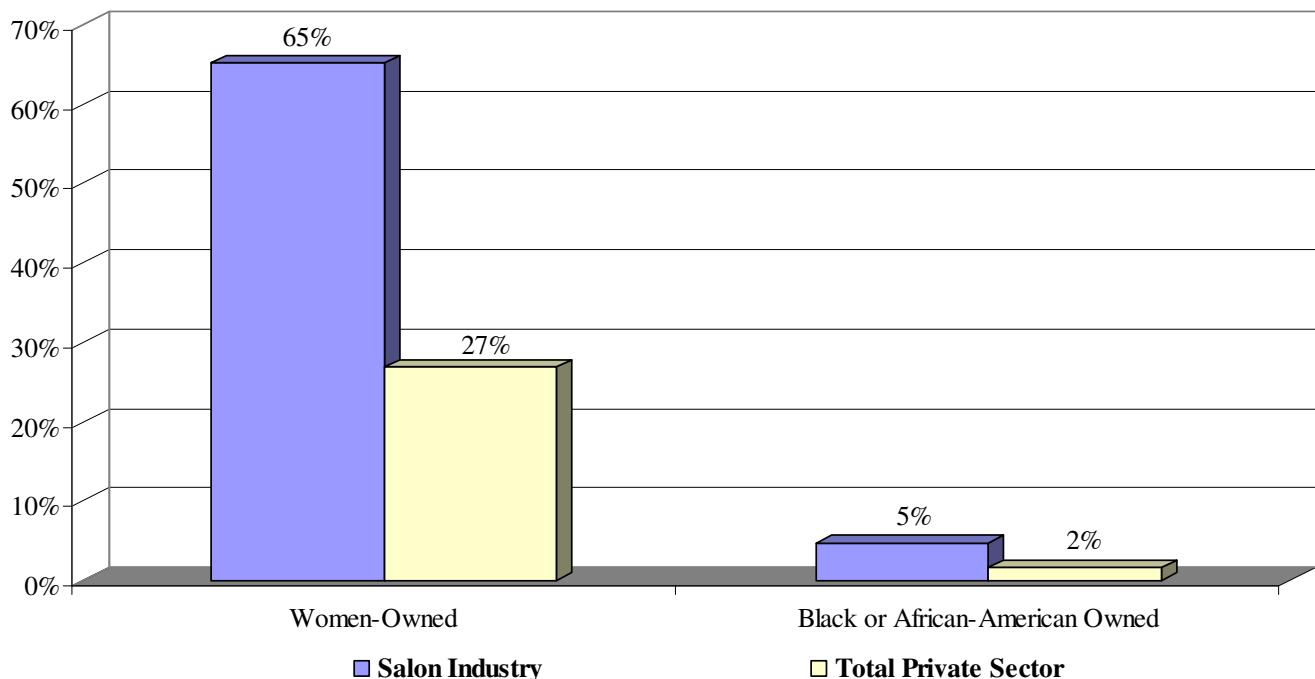
### ALASKA JOB GROWTH: 1999 TO 2009



### 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 1999 and 2009, the number of salon industry jobs in Alaska increased 31 percent. In comparison, total private sector employment in the state increased 17 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)	129	961
<b>Total</b>		<b>129</b>	<b>961</b>

*\*Includes only establishments with payroll employees*

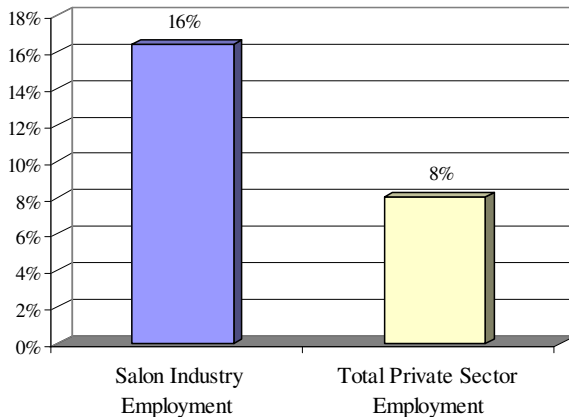
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE ARIZONA SALON INDUSTRY

### ARIZONA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$802 Million
Establishments with Employees:	1,271
Payroll Employees:	8,985

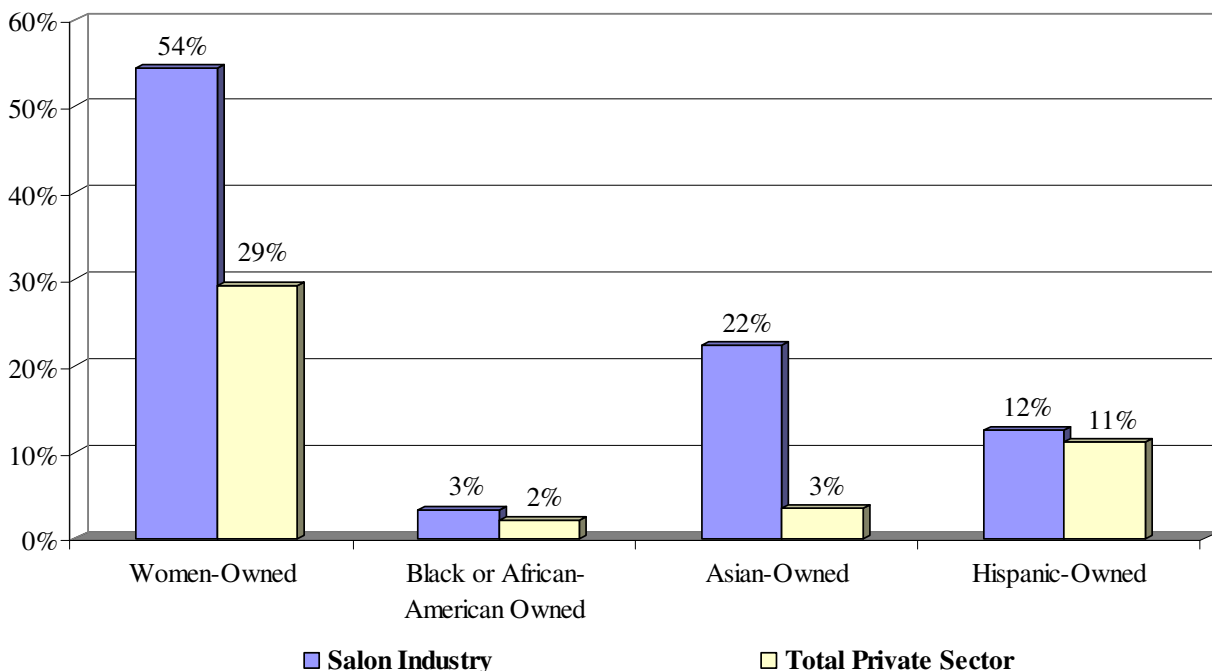
### ARIZONA JOB GROWTH: 1999 TO 2009



### ARIZONA SALON INDUSTRY TRENDS

- ⇒ Arizona's salon industry is a vibrant and growing industry, generating over \$802 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 1999 and 2009, the number of salon industry jobs in Arizona increased 16 percent. In contrast, total private sector employment in the state increased only 8 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)	108	766
2	Trent Franks (R)	150	1,061
3	Benjamin Quayle (R)	232	1,639
4	Ed Pastor (D)	91	645
5	David Schweikert (R)	272	1,921
6	Jeff Flake (R)	102	719
7	Raúl M. Grijalva (D)	110	779
8	Gabrielle Giffords (D)	206	1,457
<b>Total</b>		<b>1,271</b>	<b>8,985</b>

*\*Includes only establishments with payroll employees*

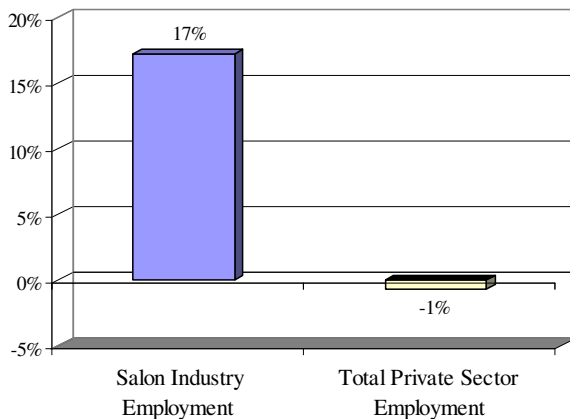
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE ARKANSAS SALON INDUSTRY

### ARKANSAS SALON INDUSTRY SNAPSHOT

Annual Sales:	\$241 Million
Establishments with Employees:	396
Payroll Employees:	1,682

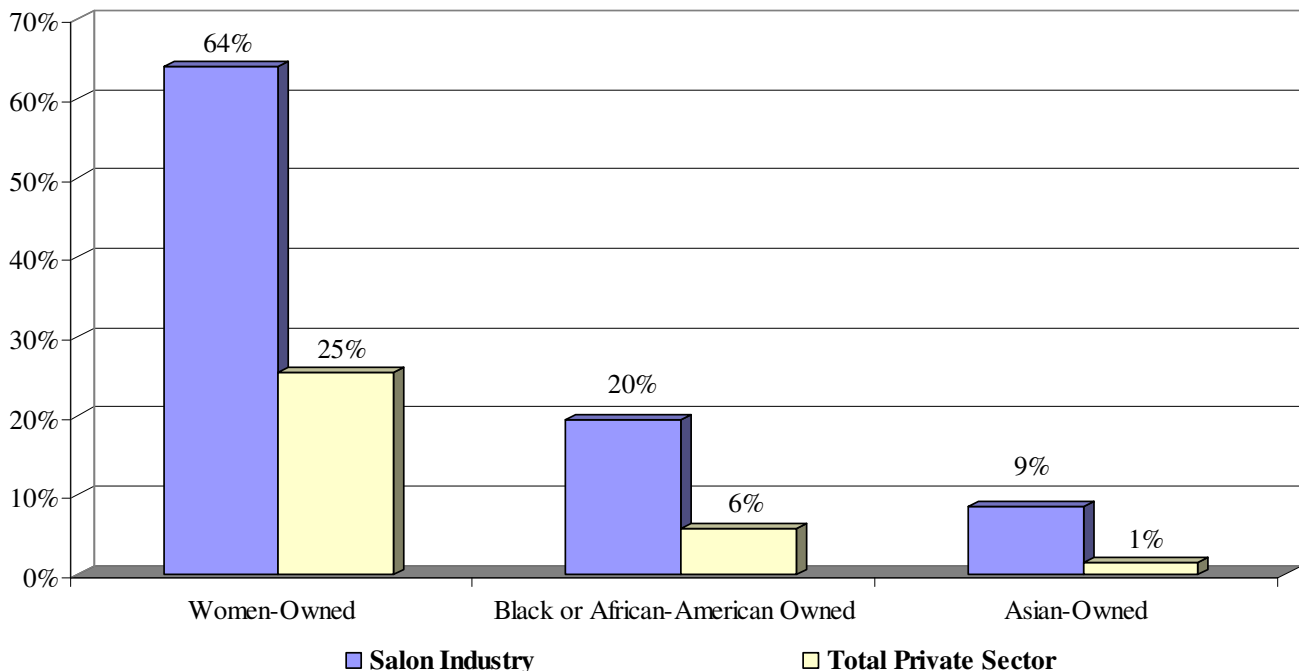
### ARKANSAS JOB GROWTH: 1999 TO 2009



### ARKANSAS SALON INDUSTRY TRENDS

- ⇒ Arkansas' salon industry is a vibrant and growing industry, generating over \$241 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 1999 and 2009, the number of salon industry jobs in Arkansas increased 17 percent. In contrast, total private sector employment in the state declined 1 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

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	Eric A. "Rick" Crawford (R)	85	361
2	Tim Griffin (R)	133	567
3	Steve Womack (R)	106	450
4	Mike Ross (D)	72	305
<b>Total</b>		<b>396</b>	<b>1,682</b>

*\*Includes only establishments with payroll employees*

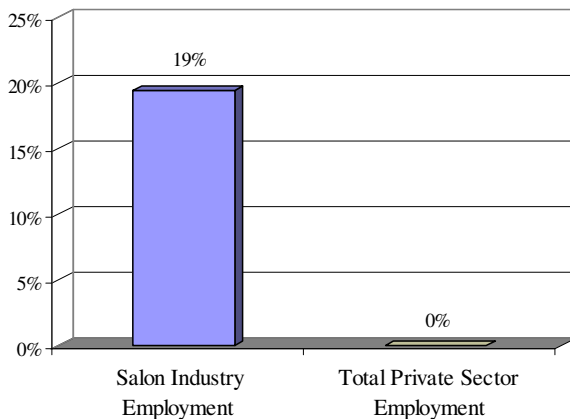
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE CALIFORNIA SALON INDUSTRY

### CALIFORNIA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$4.7 Billion
Establishments with Employees:	8,386
Payroll Employees:	43,149

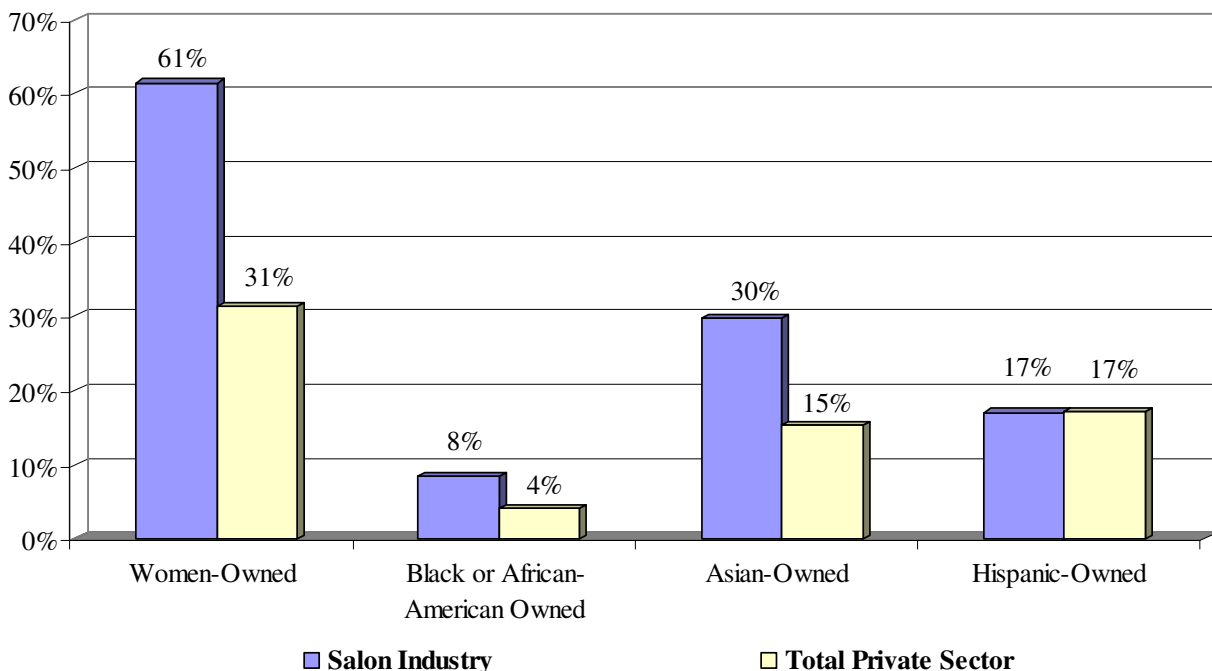
### CALIFORNIA JOB GROWTH: 1999 TO 2009



### CALIFORNIA SALON INDUSTRY TRENDS

- ⇒ California's salon industry is a vibrant and growing industry, generating over \$4.7 billion in annual sales and providing employment opportunities for more than 43,000 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 1999 and 2009, the number of salon industry jobs in California increased 19 percent. In contrast, total private sector employment in the state was essentially unchanged 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)	118	609
2	Wally Herger (R)	88	453
3	Daniel Lungren (R)	153	789
4	Tom McClintock (R)	114	586
5	Doris Matsui (D)	150	772
6	Lynn Woolsey (D)	221	1,137
7	George Miller (D)	127	656
8	Nancy Pelosi (D)	330	1,700
9	Barbara Lee (D)	191	981
10	John Garamendi (D)	195	1,004
11	Jerry McNerney (D)	228	1,172
12	Jackie Speier (D)	227	1,166
13	Fortney Pete Stark (D)	162	835
14	Anna Eshoo (D)	222	1,143
15	Michael Honda (D)	260	1,340
16	Zoe Lofgren (D)	242	1,247
17	Sam Farr (D)	118	609
18	Dennis A. Cardoza (D)	125	644
19	Jeff Denham (R)	120	615
20	Jim Costa (D)	38	197
21	Devin Nunes (R)	64	331
22	Kevin McCarthy (R)	91	470
23	Lois Capps (D)	156	801
24	Elton Gallegly (R)	132	679
25	Howard "Buck" McKeon (R)	96	493
26	David Dreier (R)	200	1,027
27	Brad Sherman (D)	184	946
28	Howard L. Berman (D)	167	859
29	Adam Schiff (D)	220	1,131
30	Henry A. Waxman (D)	427	2,199
31	Xavier Becerra (D)	70	360
32	Judy Chu (D)	127	656
33	Karen Bass (D)	106	545
34	Lucille Roybal-Allard (D)	114	586
35	Maxine Waters (D)	118	609
36	Vacant Seat	237	1,218
37	Laura Richardson (D)	94	482
38	Grace Napolitano (D)	109	563
39	Linda T. Sanchez (D)	115	592
40	Edward Royce (R)	196	1,010
41	Jerry Lewis (R)	91	470
42	Gary Miller (R)	195	1,004
43	Joe Baca (D)	87	447
44	Ken Calvert (R)	89	458
45	Mary Bono Mack (R)	138	708
46	Dana Rohrabacher (R)	254	1,305
47	Loretta Sanchez (D)	103	528
48	John Campbell (R)	224	1,155
49	Darrell Issa (R)	88	453
50	Brian P. Bilbray (R)	201	1,033
51	Bob Filner (D)	82	424
52	Duncan Hunter (R)	154	795
53	Susan Davis (D)	226	1,160
<b>Total</b>		<b>8,386</b>	<b>43,149</b>

\*Includes only establishments with payroll employees

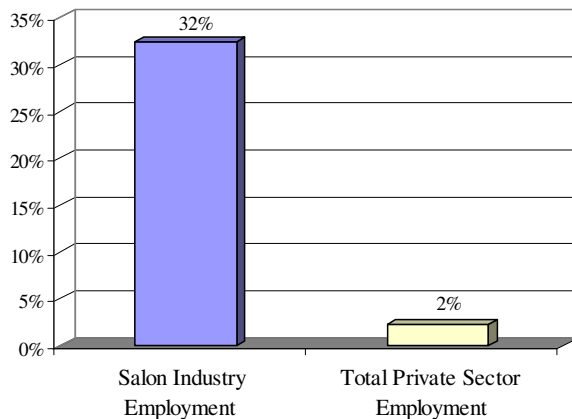
Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau

## PORTRAIT OF THE COLORADO SALON INDUSTRY

### COLORADO SALON INDUSTRY SNAPSHOT

Annual Sales:	\$683 Million
Establishments with Employees:	1,724
Payroll Employees:	8,970

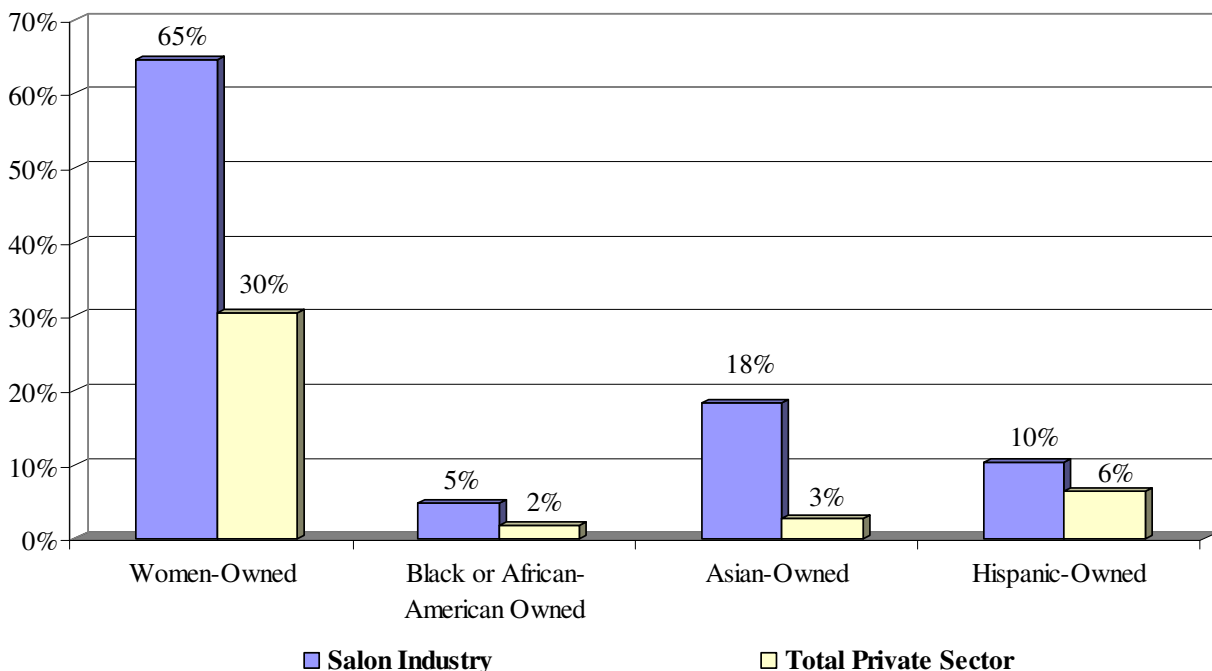
### COLORADO JOB GROWTH: 1999 TO 2009



### COLORADO SALON INDUSTRY TRENDS

- ⇒ Colorado's salon industry is a vibrant and growing industry, generating over \$683 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 1999 and 2009, the number of salon industry jobs in Colorado increased 32 percent. In contrast, total private sector employment in the state increased just 2 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	1,354
2	Jared Polis (D)	215	1,118
3	Scott R. Tipton (R)	231	1,204
4	Cory Gardner (R)	208	1,082
5	Doug Lamborn (R)	230	1,196
6	Mike Coffman (R)	249	1,297
7	Ed Perlmutter (D)	330	1,719
<b>Total</b>		<b>1,724</b>	<b>8,970</b>

*\*Includes only establishments with payroll employees*

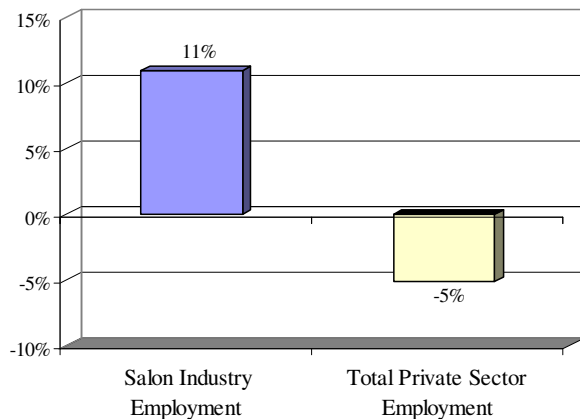
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE CONNECTICUT SALON INDUSTRY

### CONNECTICUT SALON INDUSTRY SNAPSHOT

Annual Sales:	\$598 Million
Establishments with Employees:	1,747
Payroll Employees:	8,828

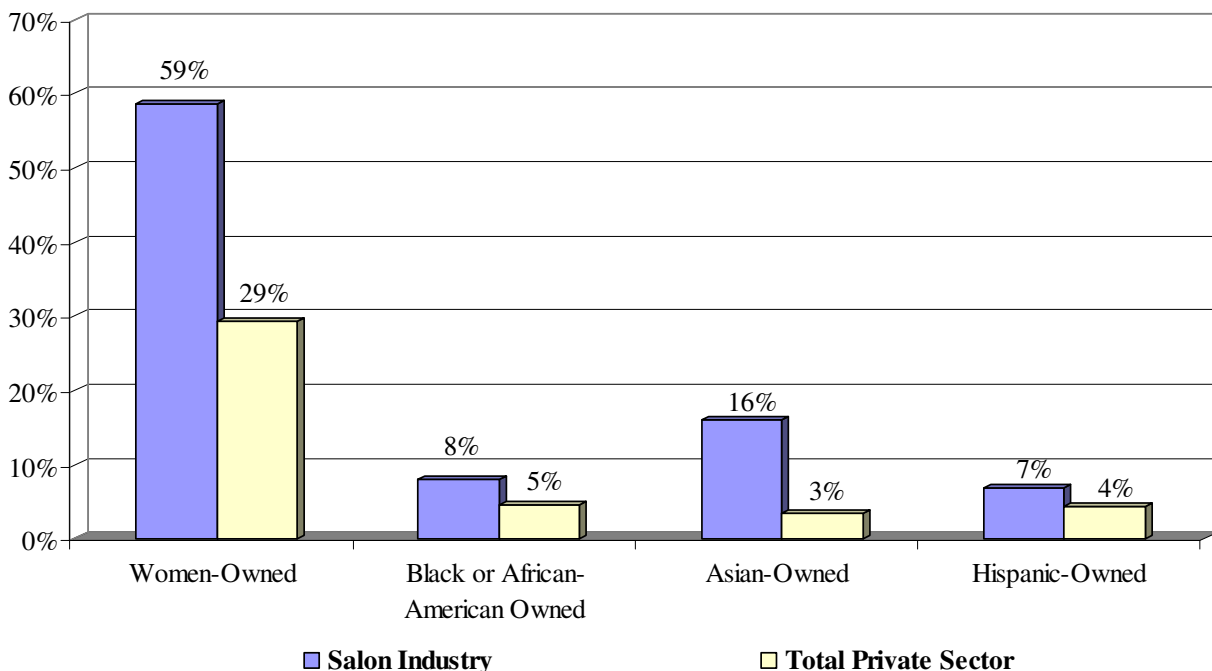
### CONNECTICUT JOB GROWTH: 1999 TO 2009



### CONNECTICUT SALON INDUSTRY TRENDS

- ⇒ Connecticut's salon industry is a vibrant and growing industry, generating over \$598 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 1999 and 2009, the number of salon industry jobs in Connecticut increased 11 percent. In contrast, total private sector employment in the state declined 5 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)	382	1,930
2	Joe Courtney (D)	316	1,597
3	Rosa DeLauro (D)	368	1,859
4	James A. Himes (D)	325	1,643
5	Christopher S. Murphy (D)	356	1,799
<b>Total</b>		<b>1,747</b>	<b>8,828</b>

*\*Includes only establishments with payroll employees*

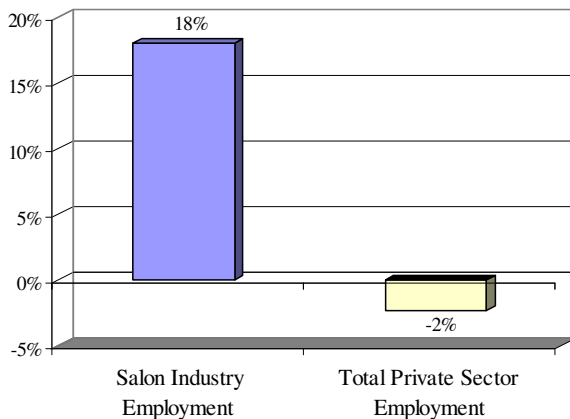
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE DELAWARE SALON INDUSTRY

### DELAWARE SALON INDUSTRY SNAPSHOT

Annual Sales:	\$131 Million
Establishments with Employees:	341
Payroll Employees:	2,272

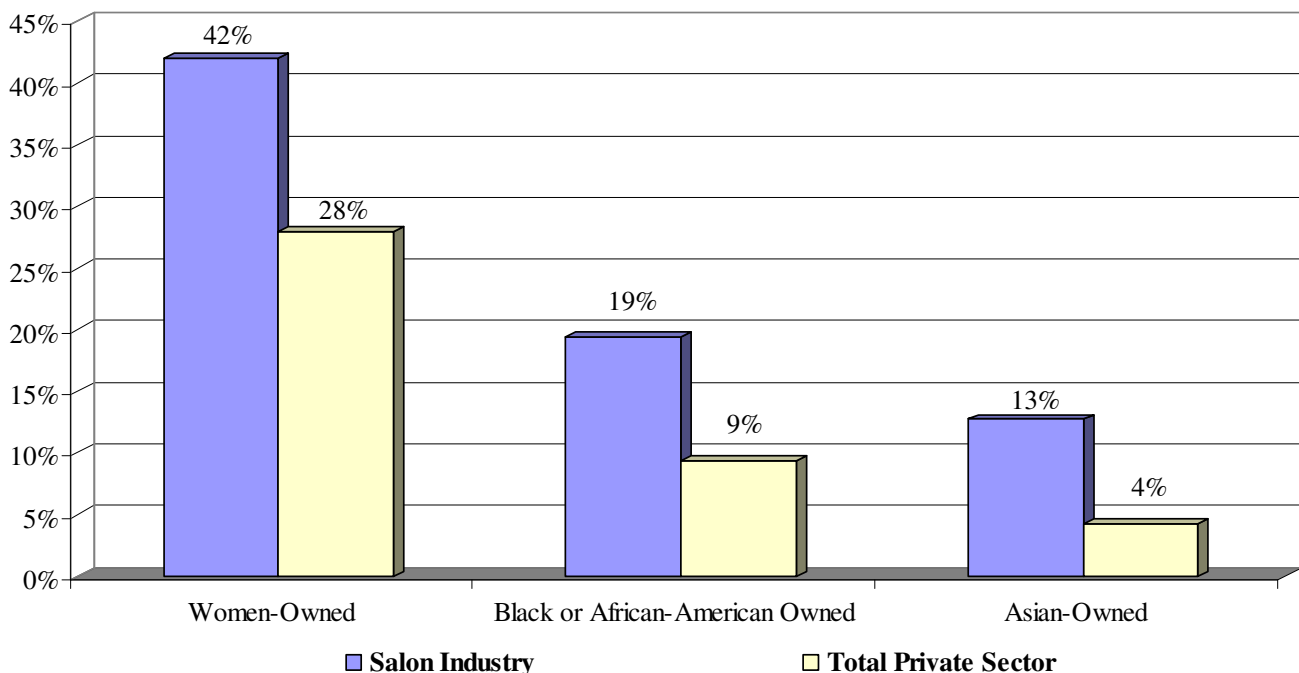
### DELAWARE JOB GROWTH: 1999 TO 2009



### DELAWARE SALON INDUSTRY TRENDS

- ⇒ Delaware's salon industry is a vibrant and growing industry, generating over \$131 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 1999 and 2009, the number of salon industry jobs in Delaware increased 18 percent. In contrast, total private sector employment in the state declined 2 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)	341	2,272
<b>Total</b>		<b>341</b>	<b>2,272</b>

*\*Includes only establishments with payroll employees*

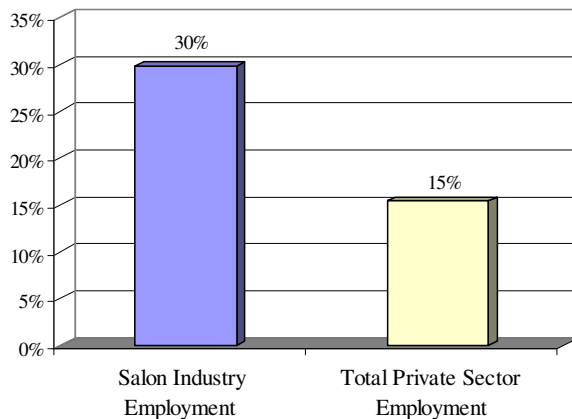
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE DISTRICT OF COLUMBIA SALON INDUSTRY

### DISTRICT OF COLUMBIA SALON SNAPSHOT

Annual Sales:	\$132 Million
Establishments with Employees:	234
Payroll Employees:	1,647

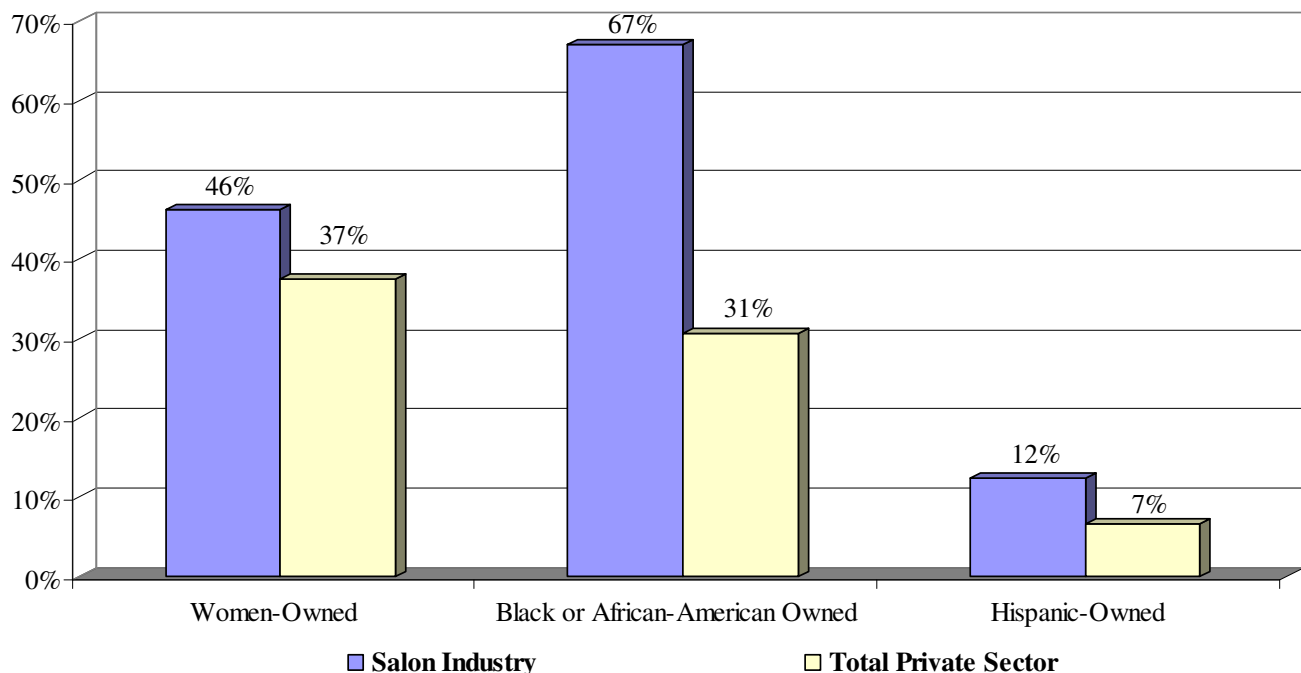
### D.C. JOB GROWTH: 1999 TO 2009



### DISTRICT OF COLUMBIA SALON INDUSTRY TRENDS

- ⇒ The District of Columbia's salon industry is a vibrant and growing industry, generating over \$132 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 1999 and 2009, the number of salon industry jobs in the District of Columbia increased 30 percent. In comparison, total private sector employment rose 15 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)	234	1,647
<b>Total</b>		<b>234</b>	<b>1,647</b>

*\*Includes only establishments with payroll employees*

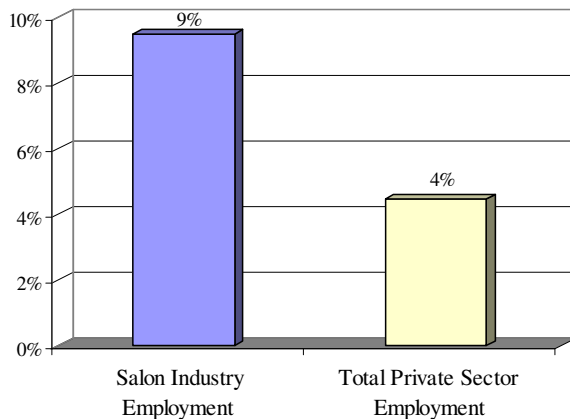
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE FLORIDA SALON INDUSTRY

### FLORIDA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$3 Billion
Establishments with Employees:	6,764
Payroll Employees:	29,220

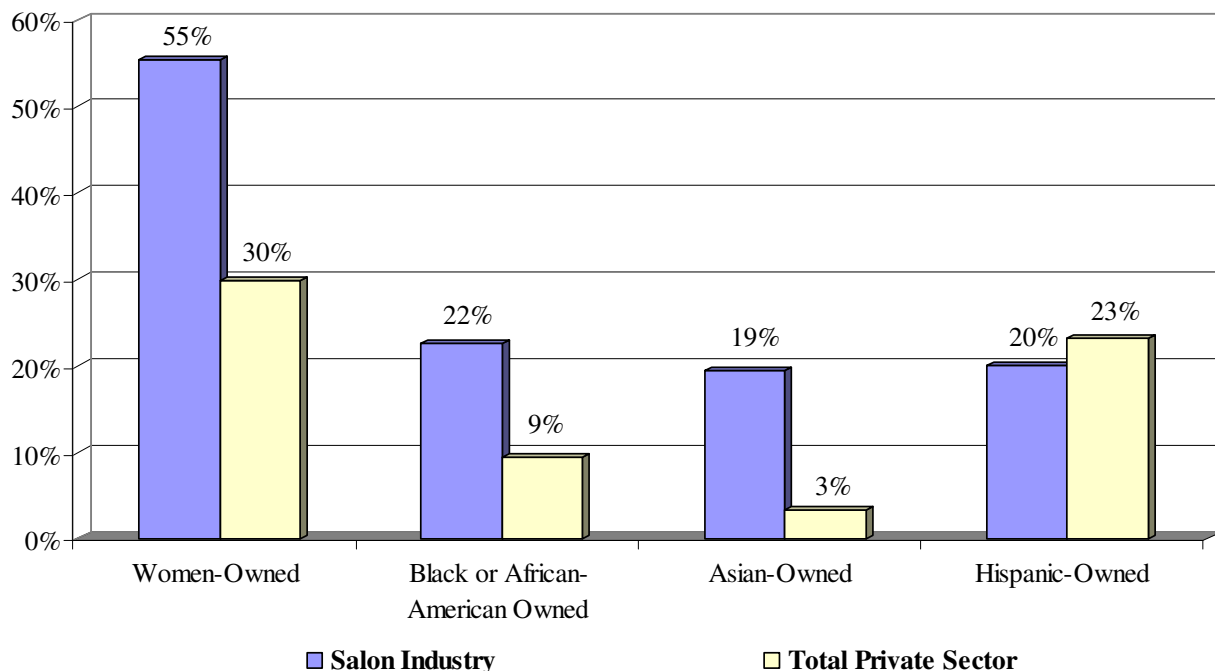
### FLORIDA JOB GROWTH: 1999 TO 2009



### 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 more than 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 1999 and 2009, the number of salon industry jobs in Florida increased 9 percent. In comparison, total private sector employment in the state rose 4 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)	203	878
2	Steve Southerland II (R)	151	652
3	Corrine Brown (D)	121	524
4	Ander Crenshaw (R)	321	1,386
5	Richard B. Nugent (R)	216	934
6	Cliff Stearns (R)	198	857
7	John Mica (R)	266	1,150
8	Daniel Webster (R)	283	1,222
9	Gus M. Bilirakis (R)	242	1,047
10	C. W. "Bill" Young (R)	373	1,612
11	Kathy Castor (D)	221	955
12	Dennis A. Ross (R)	179	775
13	Vern Buchanan (R)	337	1,458
14	Connie Mack (R)	364	1,571
15	Bill Posey (R)	277	1,196
16	Thomas J. Rooney (R)	251	1,083
17	Frederica S. Wilson (D)	134	580
18	Ileana Ros-Lehtinen (R)	458	1,976
19	Theodore E. Deutch (D)	320	1,381
20	Debbie Wasserman Schultz (D)	505	2,182
21	Mario Diaz-Balart (R)	282	1,217
22	Allen B. West (R)	471	2,033
23	Alcee Hastings (D)	165	714
24	Sandy Adams (R)	284	1,227
25	David Rivera (R)	141	611
<b>Total</b>		<b>6,764</b>	<b>29,220</b>

*\*Includes only establishments with payroll employees*

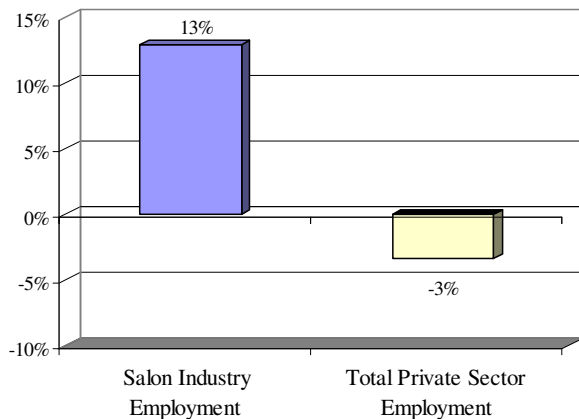
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE GEORGIA SALON INDUSTRY

### GEORGIA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$1.4 Billion
Establishments with Employees:	2,435
Payroll Employees:	10,513

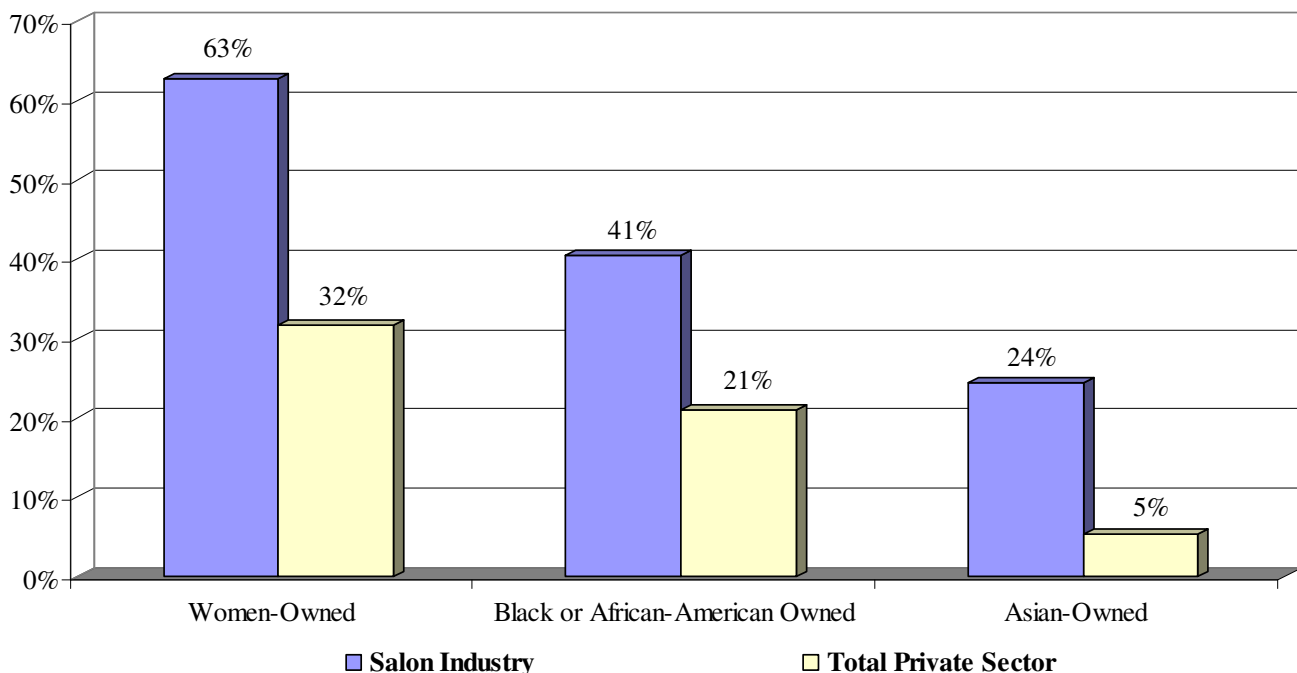
### GEORGIA JOB GROWTH: 1999 TO 2009



### GEORGIA SALON INDUSTRY TRENDS

- ⇒ Georgia's salon industry is a vibrant and growing industry, generating over \$1.4 billion in annual sales and providing employment opportunities for more than 10,500 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 1999 and 2009, the number of salon industry jobs in Georgia increased 13 percent. In contrast, total private sector employment in the state declined 3 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)	184	794
2	Sanford D. Bishop, Jr. (D)	155	671
3	Lynn A. Westmoreland (R)	111	480
4	Henry C. "Hank" Johnson Jr. (D)	312	1,347
5	John Lewis (D)	392	1,692
6	Tom Price (R)	272	1,175
7	Rob Woodall (R)	94	406
8	Austin Scott (R)	165	714
9	Tom Graves (R)	115	498
10	Paul C. Broun (R)	124	535
11	Phil Gingrey (R)	157	677
12	John Barrow (D)	245	1,058
13	David Scott (D)	108	468
<b>Total</b>		<b>2,435</b>	<b>10,513</b>

*\*Includes only establishments with payroll employees*

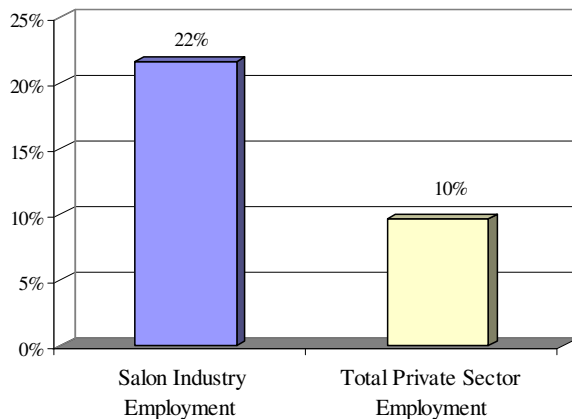
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE HAWAII SALON INDUSTRY

### HAWAII SALON INDUSTRY SNAPSHOT

Annual Sales:	\$196 Million
Establishments with Employees:	313
Payroll Employees:	2,226

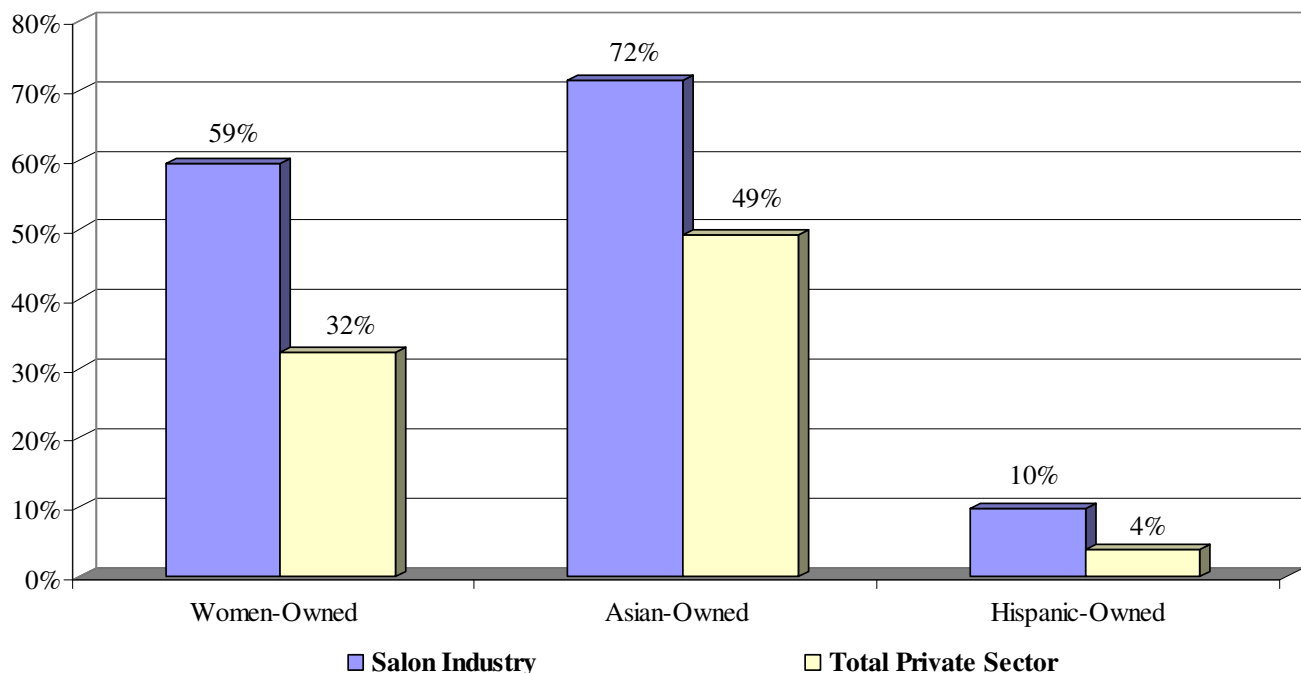
### HAWAII JOB GROWTH: 1999 TO 2009



### HAWAII SALON INDUSTRY TRENDS

- ⇒ Hawaii's salon industry is a vibrant and growing industry, generating over \$196 million in annual sales and providing employment opportunities for more than 2,200 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 1999 and 2009, the number of salon industry jobs in Hawaii increased 22 percent. In comparison, total private sector employment in the state rose 10 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)	201	1,427
2	Mazie K. Hirono (D)	112	799
<b>Total</b>		<b>313</b>	<b>2,226</b>

*\*Includes only establishments with payroll employees*

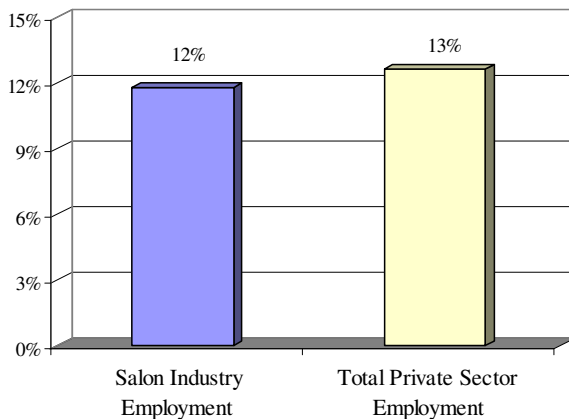
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE IDAHO SALON INDUSTRY

### IDAHO SALON INDUSTRY SNAPSHOT

Annual Sales:	\$137 Million
Establishments with Employees:	276
Payroll Employees:	1,420

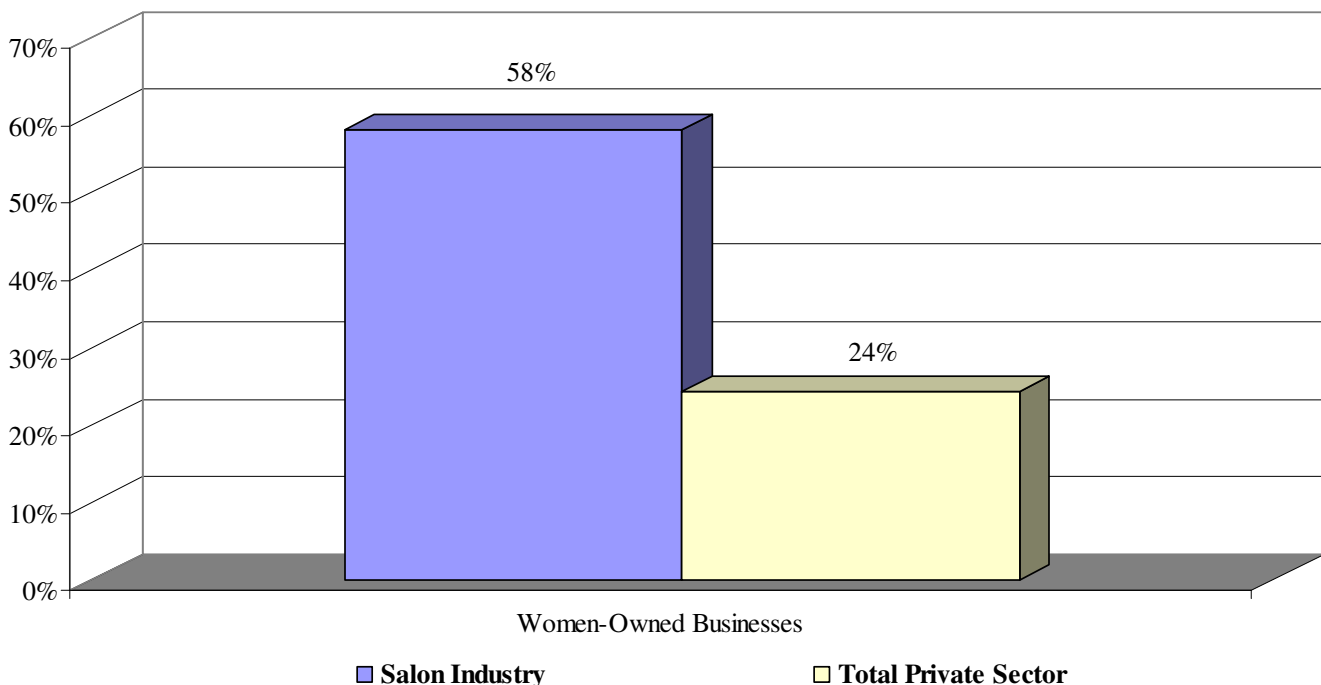
### IDAHO JOB GROWTH: 1999 TO 2009



### IDAHO SALON INDUSTRY TRENDS

- ⇒ Idaho's salon industry is a vibrant and growing industry, generating over \$137 million in annual sales and providing employment opportunities for more than 1,400 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 1999 and 2009, the number of salon industry jobs in Idaho increased 12 percent. In comparison, total private sector employment in the state rose 13 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)	135	694
2	Michael Simpson (R)	141	726
<b>Total</b>		<b>276</b>	<b>1,420</b>

*\*Includes only establishments with payroll employees*

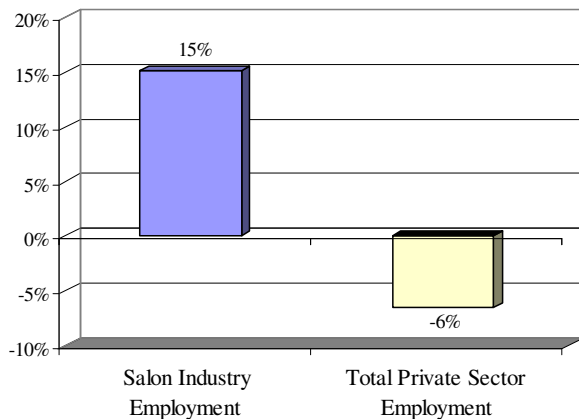
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE ILLINOIS SALON INDUSTRY

### ILLINOIS SALON INDUSTRY SNAPSHOT

Annual Sales:	\$1.9 Billion
Establishments with Employees:	3,527
Payroll Employees:	23,876

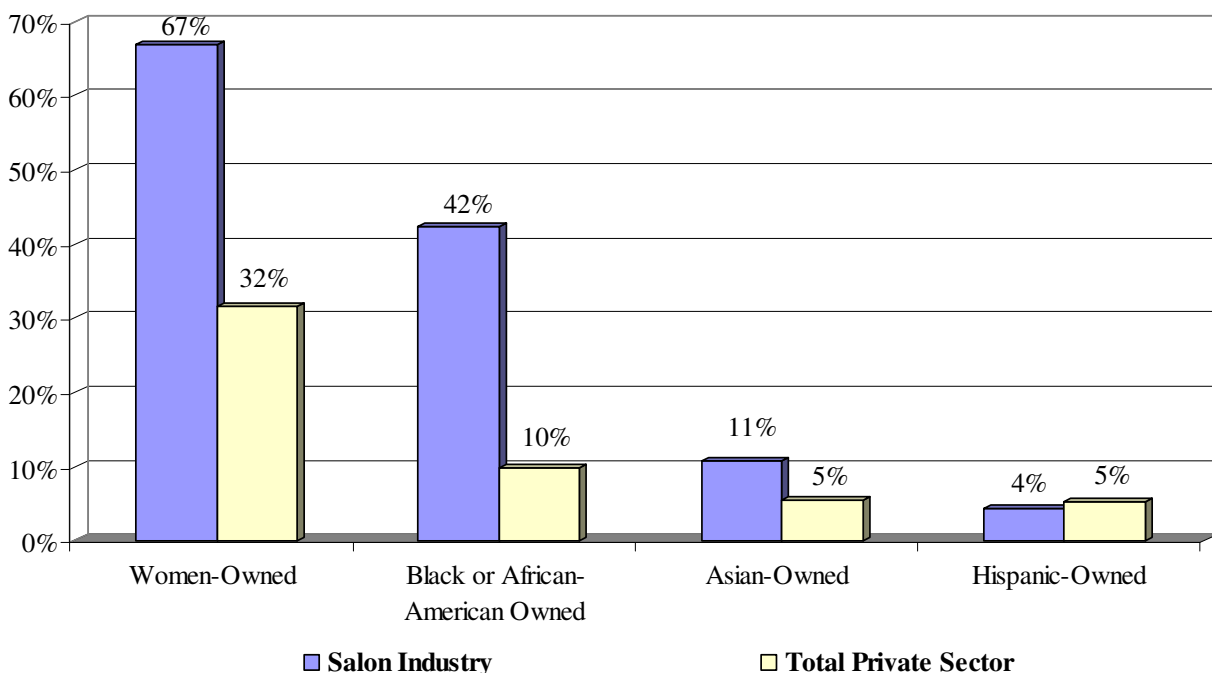
### ILLINOIS JOB GROWTH: 1999 TO 2009



### 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 23,800 individuals.
- ⇒ Growth in Illinois' salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 1999 and 2009, the number of salon industry jobs in Illinois increased 15 percent. In contrast, total private sector employment in the state declined 6 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)	125	846
2	Jesse Jackson, Jr. (D)	112	755
3	Daniel Lipinski (D)	191	1,293
4	Luis Gutierrez (D)	61	412
5	Mike Quigley (D)	187	1,265
6	Peter J. Roskam (R)	292	1,979
7	Danny Davis (D)	199	1,349
8	Joe Walsh (R)	209	1,412
9	Janice D. Schakowsky (D)	259	1,755
10	Robert J. Dold (R)	312	2,111
11	Adam Kinzinger (R)	195	1,321
12	Jerry F. Costello (D)	181	1,224
13	Judy Biggert (R)	235	1,594
14	Randy Hultgren (R)	183	1,237
15	Timothy V. Johnson (R)	139	944
16	Donald Manzullo (R)	152	1,028
17	Robert T. Schilling (R)	178	1,203
18	Aaron Schock (R)	192	1,300
19	John M. Shimkus (R)	125	846
<b>Total</b>		<b>3,527</b>	<b>23,876</b>

\*Includes only establishments with payroll employees

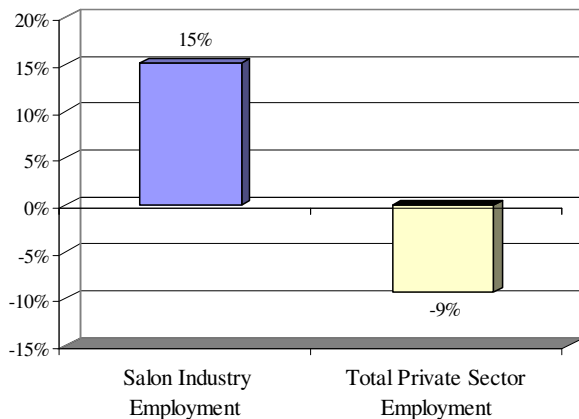
Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau

## PORTRAIT OF THE INDIANA SALON INDUSTRY

### INDIANA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$698 Million
Establishments with Employees:	1,457
Payroll Employees:	9,261

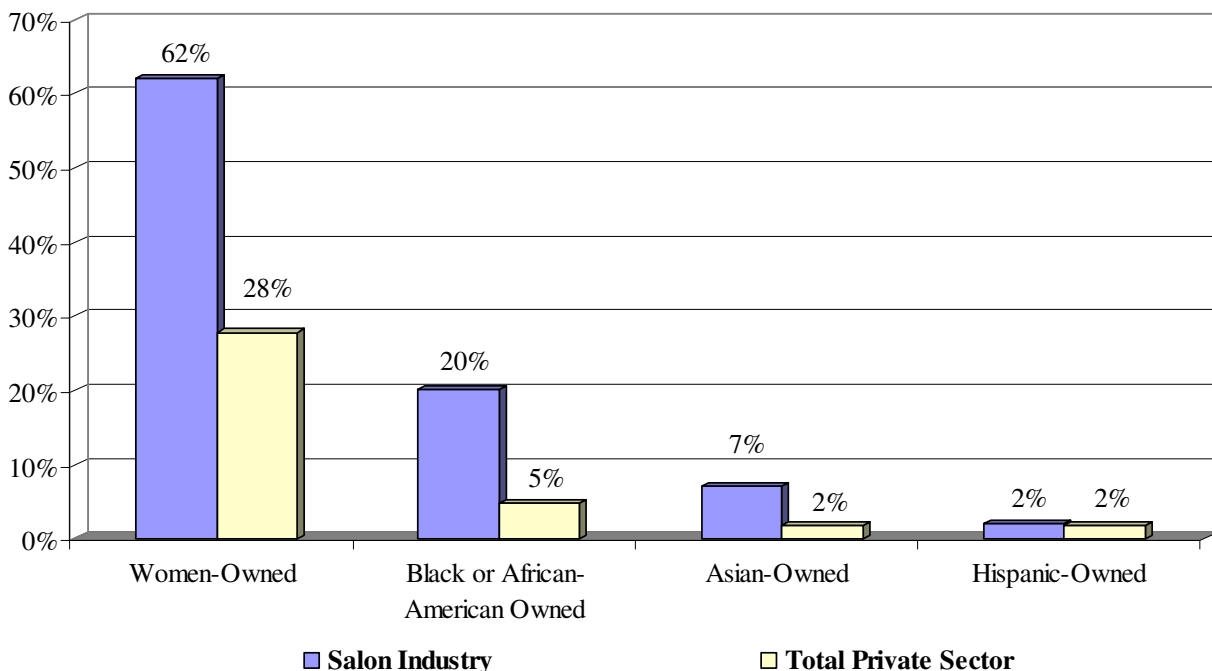
### INDIANA JOB GROWTH: 1999 TO 2009



### INDIANA SALON INDUSTRY TRENDS

- ⇒ Indiana's salon industry is a vibrant and growing industry, generating over \$698 million in annual sales and providing employment opportunities for more than 9,200 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 1999 and 2009, the number of salon industry jobs in Indiana increased 15 percent. In contrast, total private sector employment in the state declined 9 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)	187	1,187
2	Joe Donnelly (D)	196	1,244
3	Marlin A. Stutzman (R)	200	1,273
4	Todd Rokita (R)	159	1,009
5	Dan Burton (R)	153	975
6	Mike Pence (R)	123	780
7	Andre Carson (D)	180	1,141
8	Larry Bucshon (R)	137	872
9	Todd C. Young (R)	123	780
<b>Total</b>		<b>1,457</b>	<b>9,261</b>

*\*Includes only establishments with payroll employees*

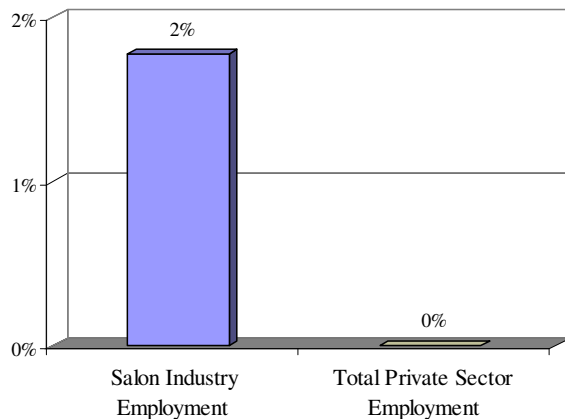
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE IOWA SALON INDUSTRY

### IOWA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$336 Million
Establishments with Employees:	931
Payroll Employees:	4,765

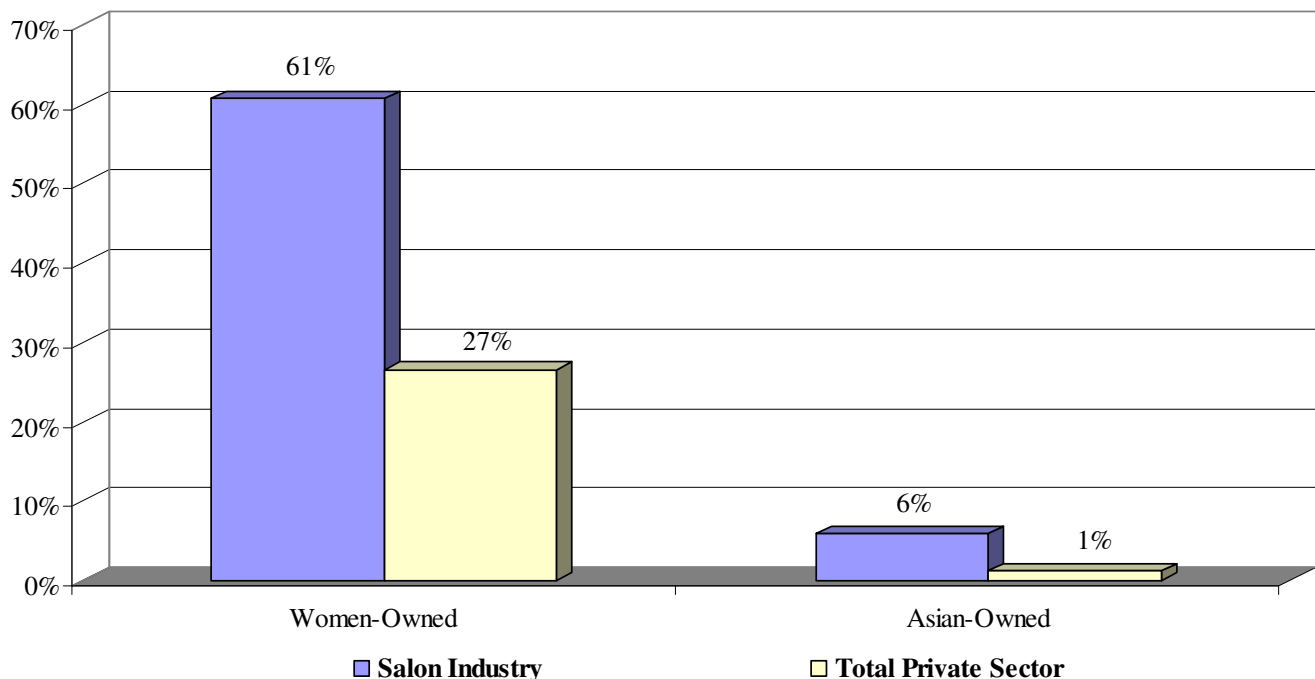
### IOWA JOB GROWTH: 1999 TO 2009



### IOWA SALON INDUSTRY TRENDS

- ⇒ Iowa's salon industry is a vibrant and growing industry, generating over \$336 million in annual sales and providing employment opportunities for more than 4,700 individuals.
- ⇒ Growth in Iowa's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 1999 and 2009, the number of salon industry jobs in Iowa increased 2 percent. In contrast, total private sector employment in the state was essentially unchanged 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)	202	1,035
2	David Loebsack (D)	191	977
3	Leonard L. Boswell (D)	191	977
4	Tom Latham (R)	172	882
5	Steve King (R)	175	894
<b>Total</b>		<b>931</b>	<b>4,765</b>

*\*Includes only establishments with payroll employees*

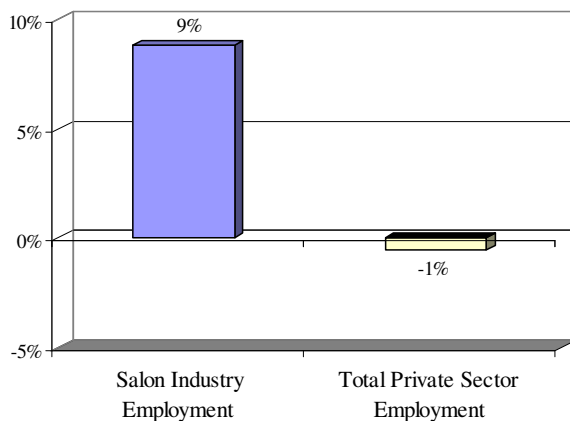
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE KANSAS SALON INDUSTRY

### *KANSAS SALON INDUSTRY SNAPSHOT*

Annual Sales:	\$317 Million
Establishments with Employees:	779
Payroll Employees:	4,571

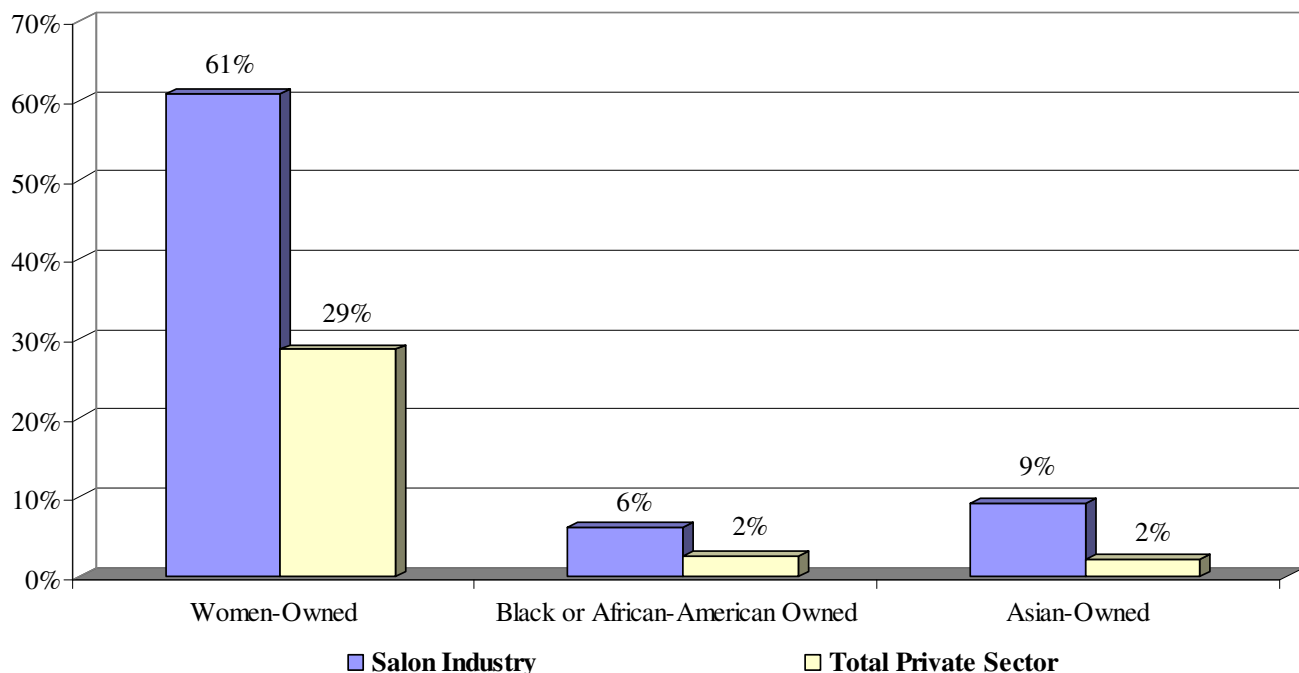
### *KANSAS JOB GROWTH: 1999 TO 2009*



### *KANSAS SALON INDUSTRY TRENDS*

- ⇒ Kansas' salon industry is a vibrant and growing industry, generating over \$317 million in annual sales and providing employment opportunities for more than 4,500 individuals.
- ⇒ Growth in Kansas' salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 1999 and 2009, the number of salon industry jobs in Kansas increased 9 percent. In contrast, total private sector employment in the state declined 1 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)	233	1,370
2	Lynn Jenkins (R)	168	983
3	Kevin Yoder (R)	204	1,198
4	Mike Pompeo (R)	174	1,021
<b>Total</b>		<b>779</b>	<b>4,571</b>

*\*Includes only establishments with payroll employees*

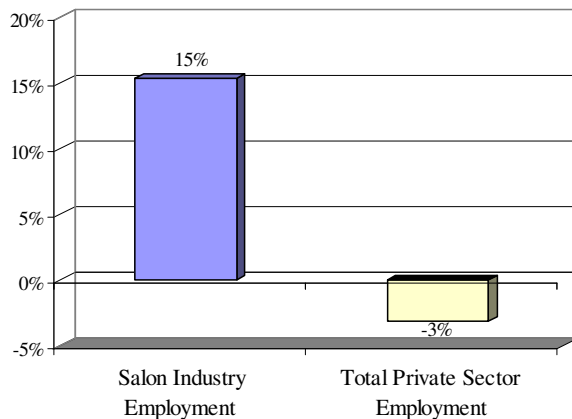
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE KENTUCKY SALON INDUSTRY

### KENTUCKY SALON INDUSTRY SNAPSHOT

Annual Sales:	\$415 Million
Establishments with Employees:	813
Payroll Employees:	4,325

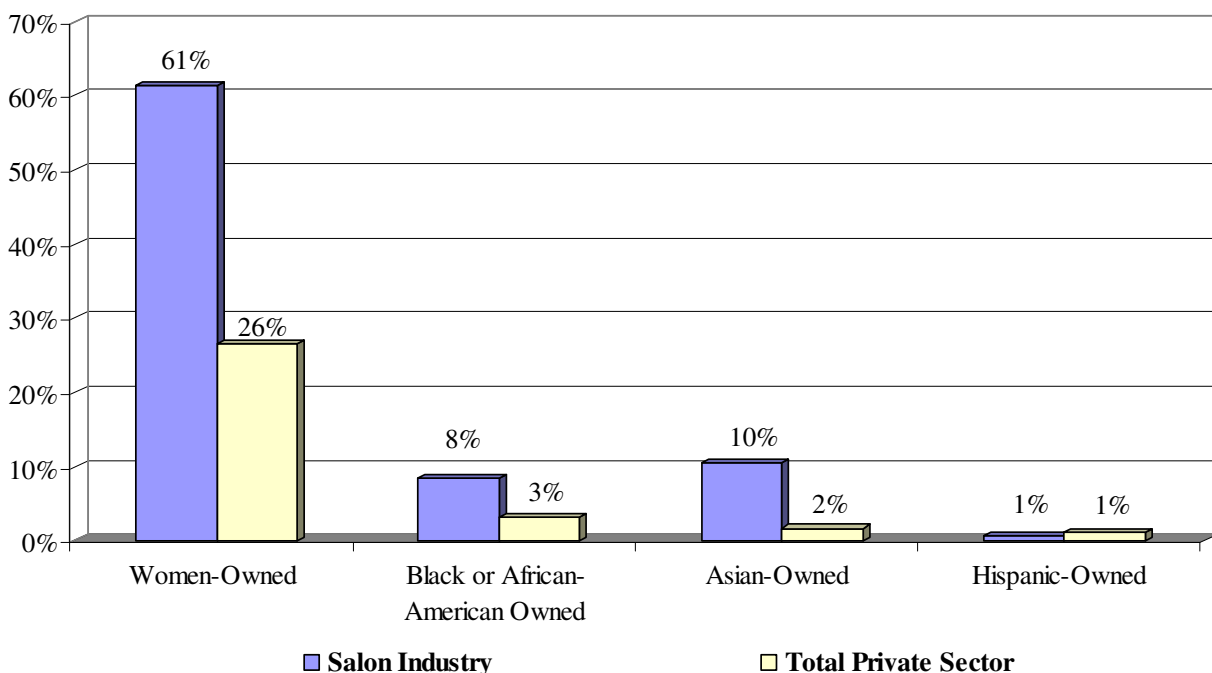
### KENTUCKY JOB GROWTH: 1999 TO 2009



### KENTUCKY SALON INDUSTRY TRENDS

- ⇒ Kentucky's salon industry is a vibrant and growing industry, generating over \$415 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 1999 and 2009, the number of salon industry jobs in Kentucky increased 15 percent. In contrast, total private sector employment in the state declined 3 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)	101	535
2	Brett Guthrie (R)	117	624
3	John A. Yarmuth (D)	206	1,096
4	Geoff Davis (R)	161	855
5	Harold Rogers (R)	74	393
6	Ben Chandler (D)	155	823
<b>Total</b>		<b>813</b>	<b>4,325</b>

*\*Includes only establishments with payroll employees*

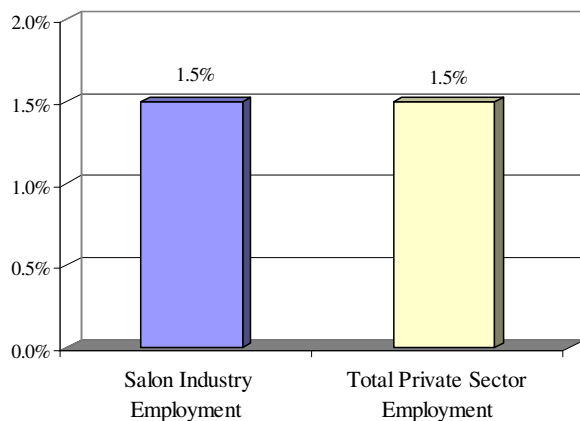
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE LOUISIANA SALON INDUSTRY

### LOUISIANA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$512 Million
Establishments with Employees:	848
Payroll Employees:	3,619

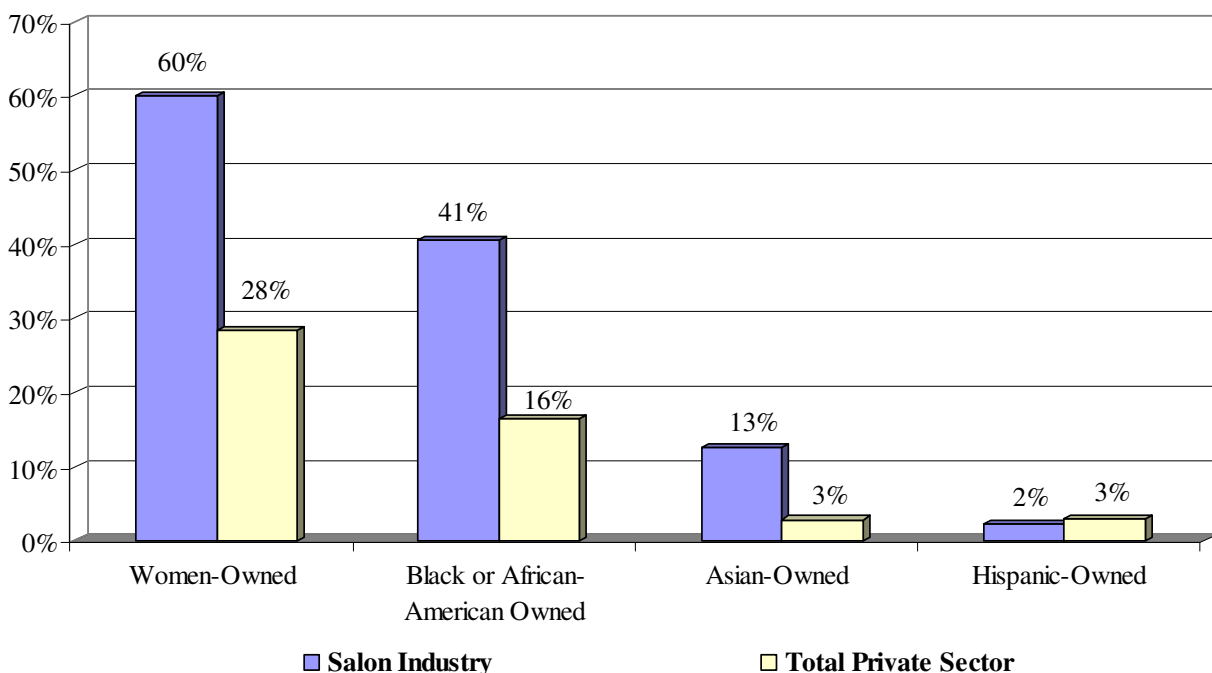
### LOUISIANA JOB GROWTH: 2006 TO 2009



### LOUISIANA SALON INDUSTRY TRENDS

- ⇒ Louisiana's salon industry is a vibrant and growing industry, generating over \$512 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 2009, the number of salon industry jobs in Louisiana increased 1.5 percent, matching the growth in total private sector employment during the same 3-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)	166	710
2	Cedric L. Richmond (D)	107	456
3	Jeffrey M. Landry (R)	69	293
4	John Fleming (R)	121	518
5	Rodney Alexander (R)	82	351
6	Bill Cassidy (R)	160	681
7	Charles Boustany, Jr. (R)	143	610
<b>Total</b>		<b>848</b>	<b>3,619</b>

*\*Includes only establishments with payroll employees*

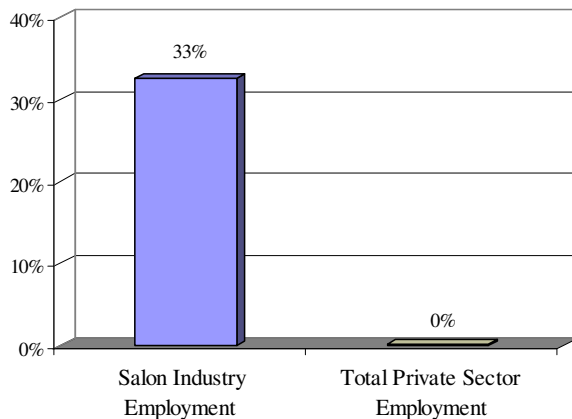
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE MAINE SALON INDUSTRY

### MAINE SALON INDUSTRY SNAPSHOT

Annual Sales:	\$133 Million
Establishments with Employees:	359
Payroll Employees:	1,636

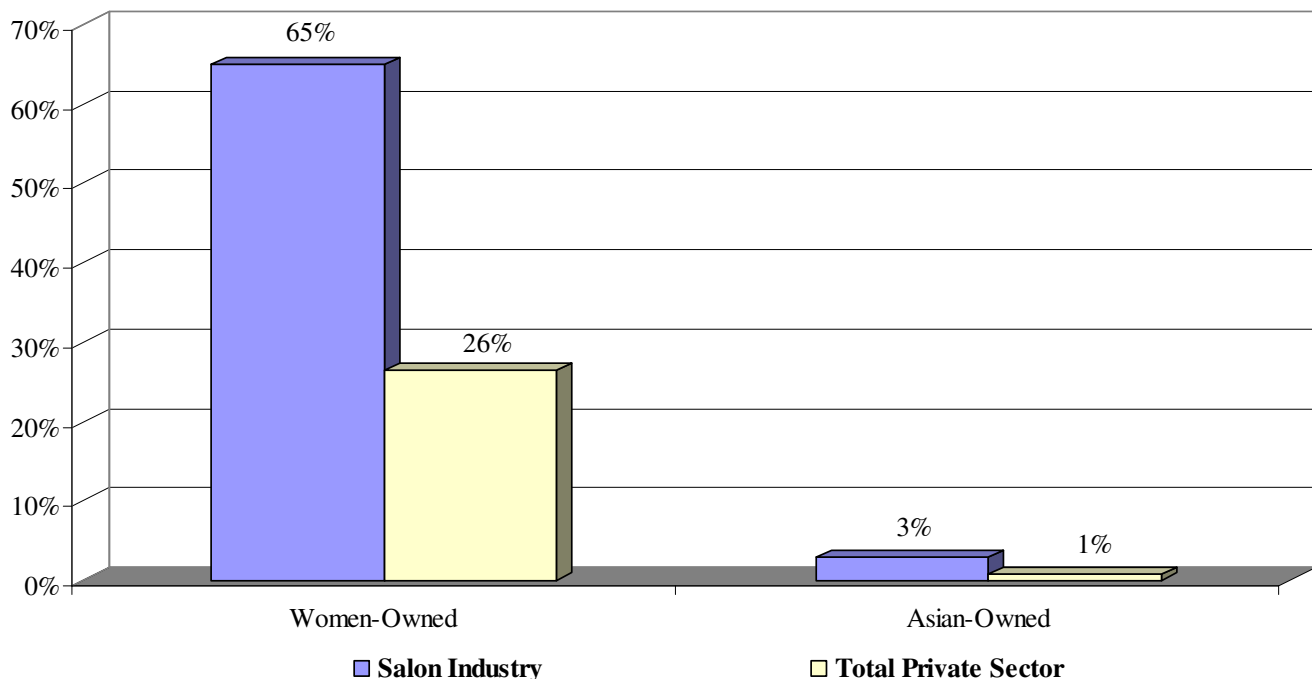
### MAINE JOB GROWTH: 1999 TO 2009



### MAINE SALON INDUSTRY TRENDS

- ⇒ Maine's salon industry is a vibrant and growing industry, generating over \$133 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 1999 and 2009, the number of salon industry jobs in Maine increased 33 percent. In contrast, total private sector employment in the state was essentially unchanged 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)	228	1,038
2	Michael H. Michaud (D)	131	598
<b>Total</b>		<b>359</b>	<b>1,636</b>

*\*Includes only establishments with payroll employees*

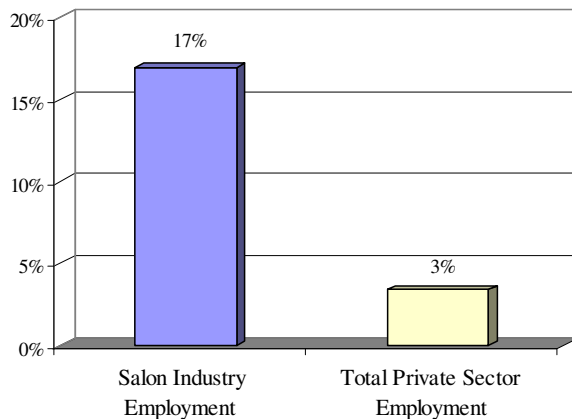
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE MARYLAND SALON INDUSTRY

### MARYLAND SALON INDUSTRY SNAPSHOT

Annual Sales:	\$960 Million
Establishments with Employees:	1,896
Payroll Employees:	14,181

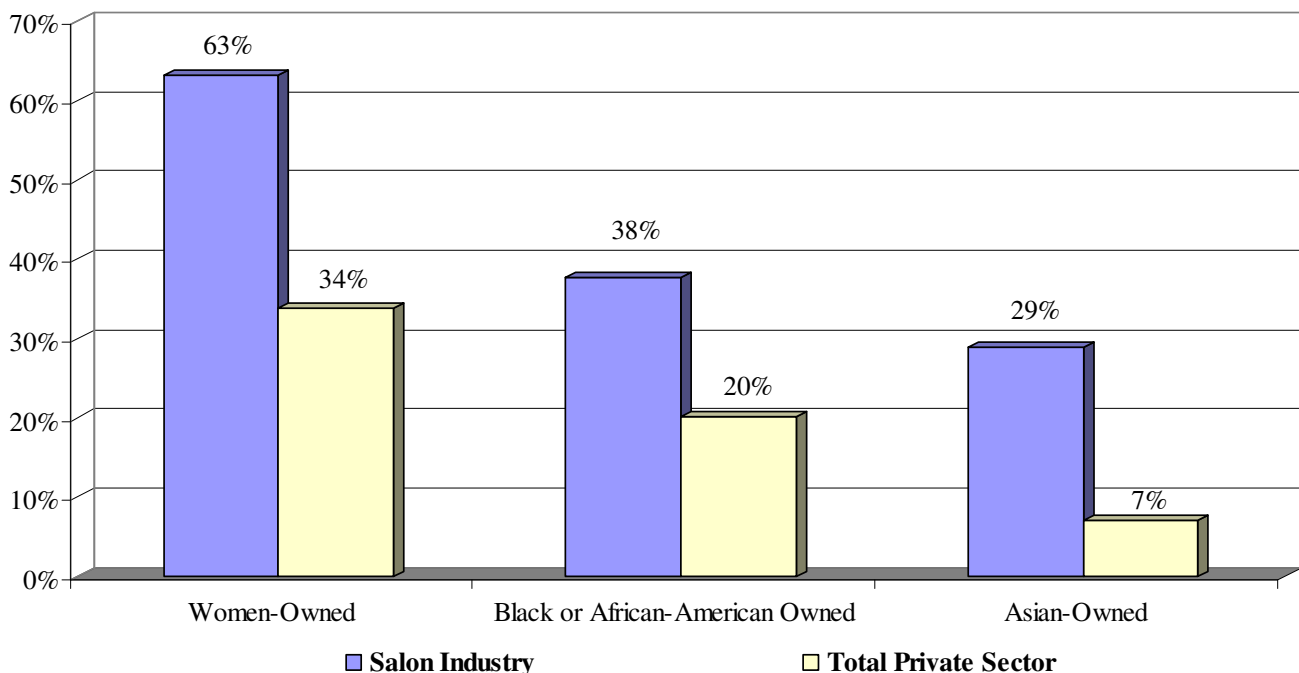
### MARYLAND JOB GROWTH: 1999 TO 2009



### MARYLAND SALON INDUSTRY TRENDS

- ⇒ Maryland's salon industry is a vibrant and growing industry, generating over \$960 million in annual sales and providing employment opportunities for more than 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 1999 and 2009, the number of salon industry jobs in Maryland increased 17 percent. In contrast, total private sector employment in the state rose just 3 percent 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)	275	2,058
2	C. A. Dutch Ruppersberger (D)	256	1,914
3	John P. Sarbanes (D)	312	2,337
4	Donna F. Edwards (D)	144	1,077
5	Steny H. Hoyer (D)	186	1,388
6	Roscoe Bartlett (R)	274	2,050
7	Elijah Cummings (D)	158	1,180
8	Chris Van Hollen (D)	291	2,177
<b>Total</b>		<b>1,896</b>	<b>14,181</b>

*\*Includes only establishments with payroll employees*

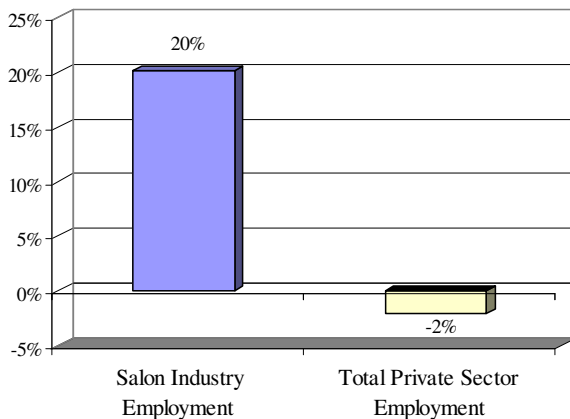
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE MASSACHUSETTS SALON INDUSTRY

### MASSACHUSETTS SALON INDUSTRY SNAPSHOT

Annual Sales:	\$1 Billion
Establishments with Employees:	2,831
Payroll Employees:	16,796

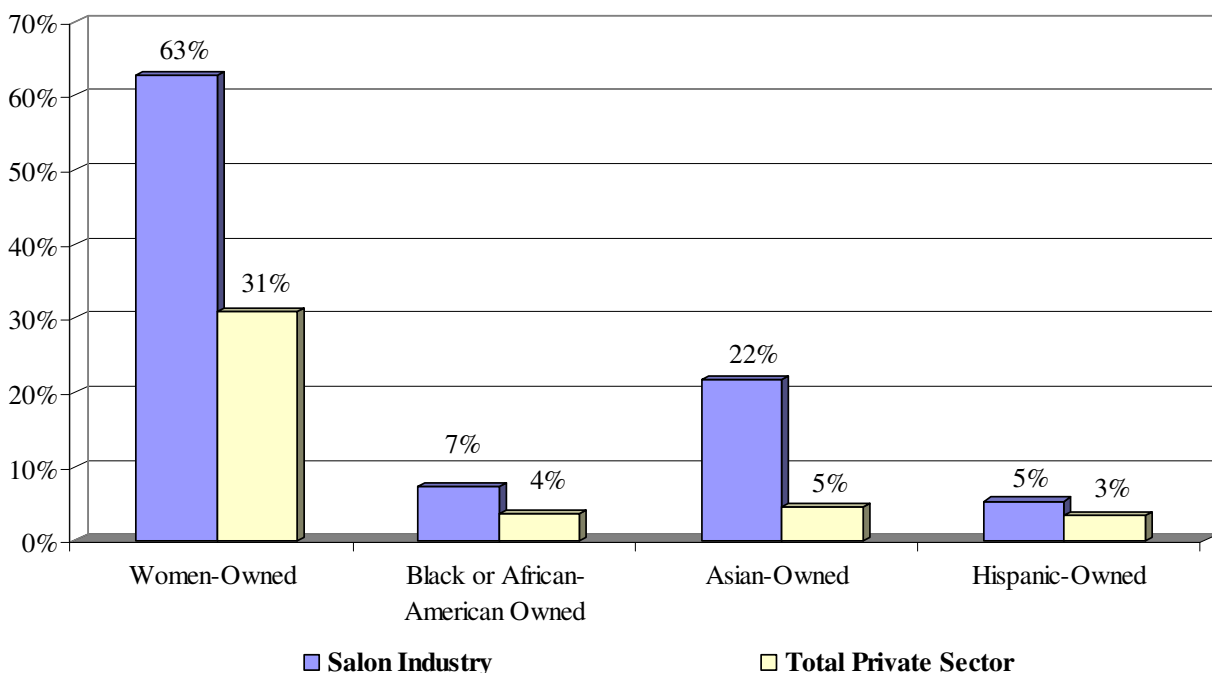
### MASSACHUSETTS JOB GROWTH: 1999 TO 2009



### 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 16,700 individuals.
- ⇒ Growth in Massachusetts' salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 1999 and 2009, the number of salon industry jobs in Massachusetts increased 20 percent. In contrast, total private sector employment in the state declined 2 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)	245	1,455
2	Richard E. Neal (D)	297	1,765
3	James P. McGovern (D)	313	1,855
4	Barney Frank (D)	174	1,034
5	Niki Tsongas (D)	304	1,804
6	John F. Tierney (D)	360	2,133
7	Edward J. Markey (D)	232	1,377
8	Michael Capuano (D)	268	1,590
9	Stephen F. Lynch (D)	292	1,733
10	William R. Keating (D)	345	2,049
<b>Total</b>		<b>2,831</b>	<b>16,796</b>

*\*Includes only establishments with payroll employees*

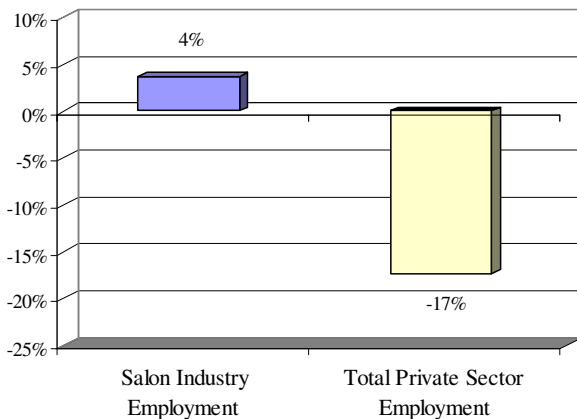
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE MICHIGAN SALON INDUSTRY

### MICHIGAN SALON INDUSTRY SNAPSHOT

Annual Sales:	\$1.3 Billion
Establishments with Employees:	2,365
Payroll Employees:	14,787

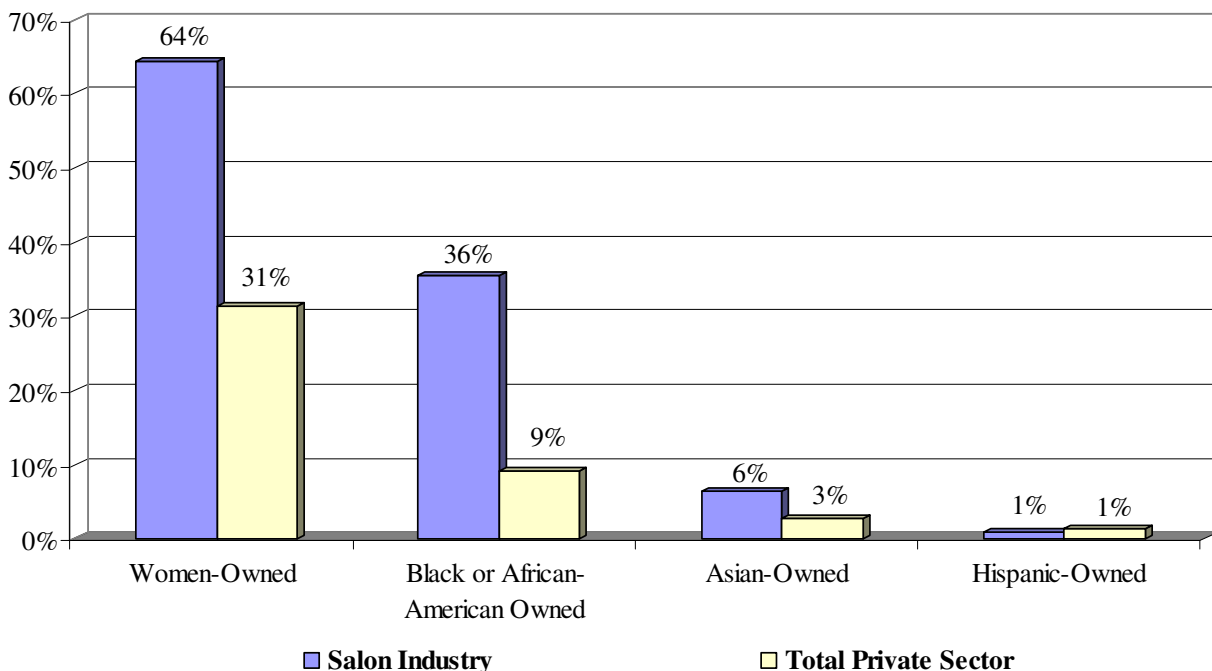
### MICHIGAN JOB GROWTH: 1999 TO 2009



### 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 14,700 individuals.
- ⇒ Growth in Michigan's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 1999 and 2009, the number of salon industry jobs in Michigan increased 4 percent. In contrast, total private sector employment in the state declined 17 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

<b>Congressional District</b>	<b>Representative</b>	<b>Number of Establishments*</b>	<b>Number of Employees</b>
1	Dan Benishek (R)	178	1,113
2	Bill Huizenga (R)	140	877
3	Justin Amash (R)	170	1,065
4	Dave Camp (R)	154	963
5	Dale E. Kildee (D)	143	893
6	Fred Upton (R)	163	1,022
7	Tim Walberg (R)	119	744
8	Mike Rogers (R)	139	872
9	Gary C. Peters (D)	252	1,578
10	Candice S. Miller (R)	140	877
11	Thaddeus G. McCotter (R)	205	1,284
12	Sander M. Levin (D)	252	1,578
13	Hansen Clarke (D)	84	524
14	John Conyers Jr. (D)	91	567
15	John D. Dingell (D)	133	829
<b>Total</b>		<b>2,365</b>	<b>14,787</b>

*\*Includes only establishments with payroll employees*

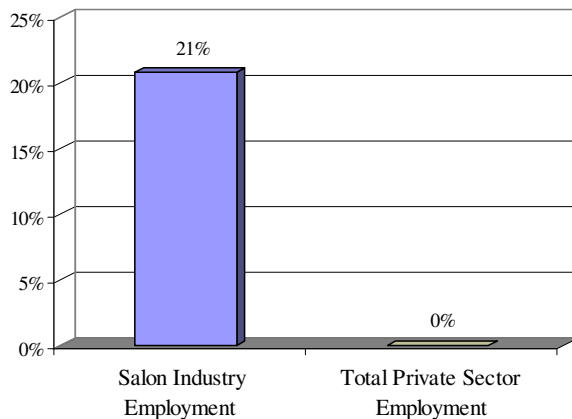
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE MINNESOTA SALON INDUSTRY

### MINNESOTA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$749 Million
Establishments with Employees:	1,949
Payroll Employees:	13,476

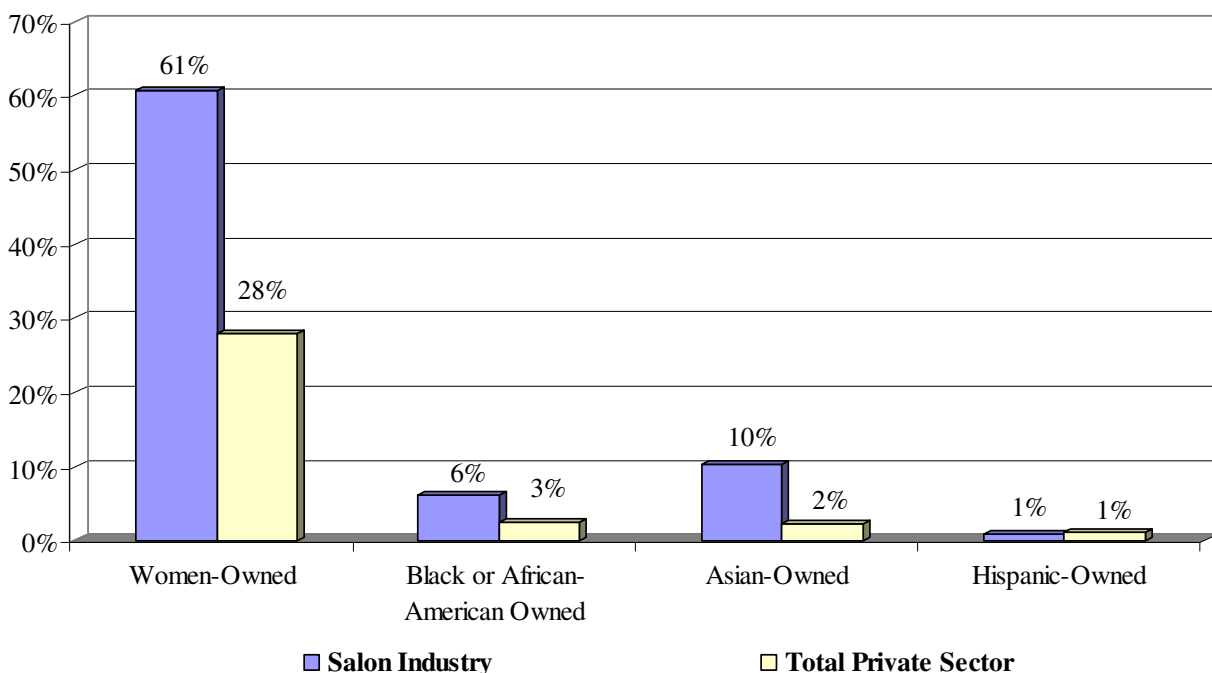
### MINNESOTA JOB GROWTH: 1999 TO 2009



### MINNESOTA SALON INDUSTRY TRENDS

- ⇒ Minnesota's salon industry is a vibrant and growing industry, generating over \$749 million in annual sales and providing employment opportunities for more than 13,400 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 1999 and 2009, the number of salon industry jobs in Minnesota increased 21 percent. In contrast, total private sector employment in the state was essentially unchanged 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)	251	1,736
2	John Kline (R)	194	1,339
3	Erik Paulsen (R)	291	2,012
4	Betty McCollum (D)	266	1,842
5	Keith Ellison (D)	289	1,996
6	Michele Bachmann (R)	196	1,355
7	Collin Peterson (D)	246	1,704
8	Chip Cravaack (R)	216	1,493
<b>Total</b>		<b>1,949</b>	<b>13,476</b>

*\*Includes only establishments with payroll employees*

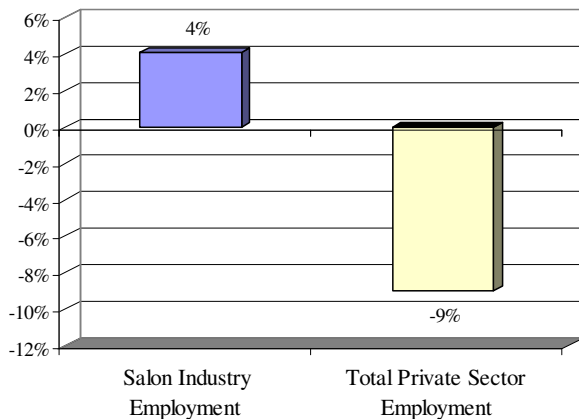
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE MISSISSIPPI SALON INDUSTRY

### MISSISSIPPI SALON INDUSTRY SNAPSHOT

Annual Sales:	\$265 Million
Establishments with Employees:	388
Payroll Employees:	1,548

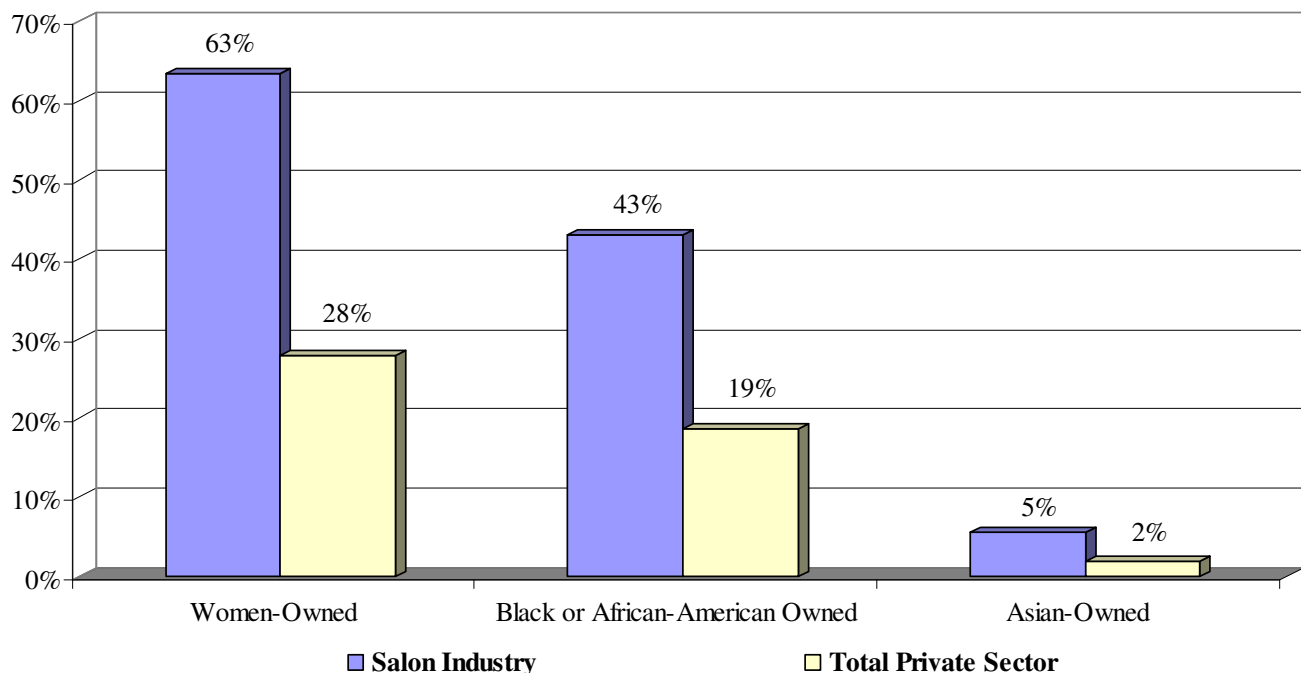
### MISSISSIPPI JOB GROWTH: 1999 TO 2009



### MISSISSIPPI SALON INDUSTRY TRENDS

- ⇒ Mississippi's salon industry is a vibrant and growing industry, generating over \$265 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 1999 and 2009, the number of salon industry jobs in Mississippi increased 4 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)	97	388
2	Bennie G. Thompson (D)	105	418
3	Gregg Harper (R)	89	354
4	Steven M. Palazzo (R)	97	388
<b>Total</b>		<b>388</b>	<b>1,548</b>

*\*Includes only establishments with payroll employees*

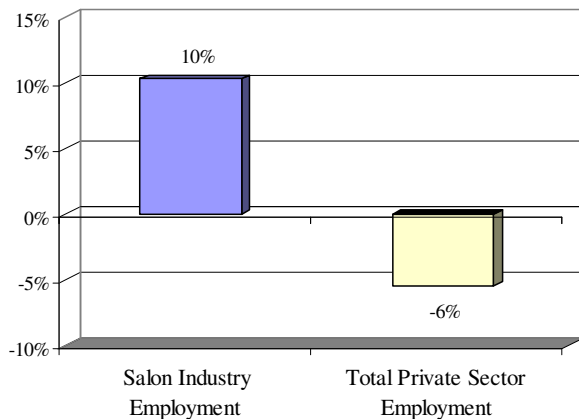
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE MISSOURI SALON INDUSTRY

### MISSOURI SALON INDUSTRY SNAPSHOT

Annual Sales:	\$676 Million
Establishments with Employees:	1,433
Payroll Employees:	8,519

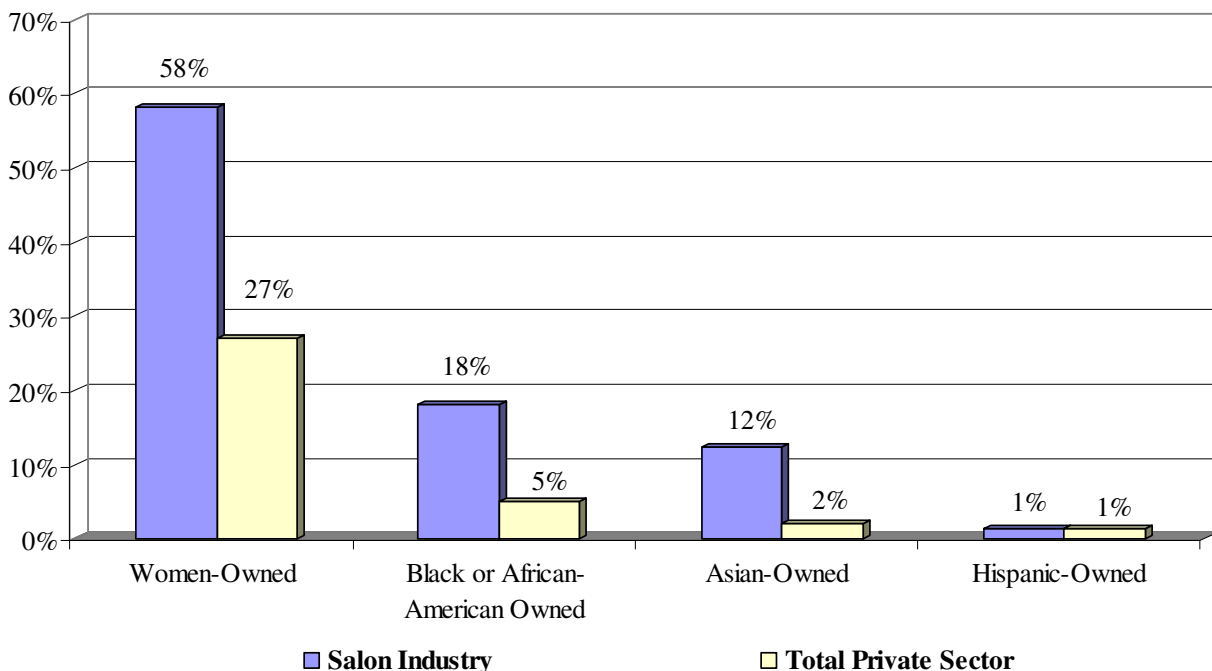
### MISSOURI JOB GROWTH: 1999 TO 2009



### MISSOURI SALON INDUSTRY TRENDS

- ⇒ Missouri's salon industry is a vibrant and growing industry, generating over \$676 million in annual sales and providing employment opportunities for more than 8,500 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 1999 and 2009, the number of salon industry jobs in Missouri increased 10 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)	136	807
2	W. Todd Akin (R)	243	1,443
3	Russ Carnahan (D)	180	1,071
4	Vicky Hartzler (R)	141	838
5	Emanuel Cleaver (D)	177	1,050
6	Sam Graves (R)	172	1,024
7	Billy Long (R)	159	947
8	Jo Ann H. Emerson (R)	72	429
9	Blaine Luetkemeyer (R)	153	910
<b>Total</b>		<b>1,433</b>	<b>8,519</b>

*\*Includes only establishments with payroll employees*

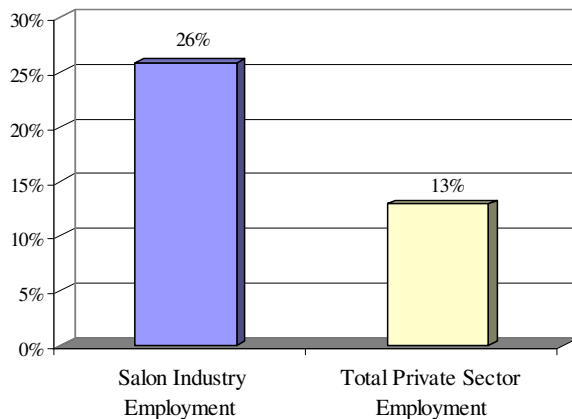
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE MONTANA SALON INDUSTRY

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

Annual Sales:	\$97 Million
Establishments with Employees:	196
Payroll Employees:	938

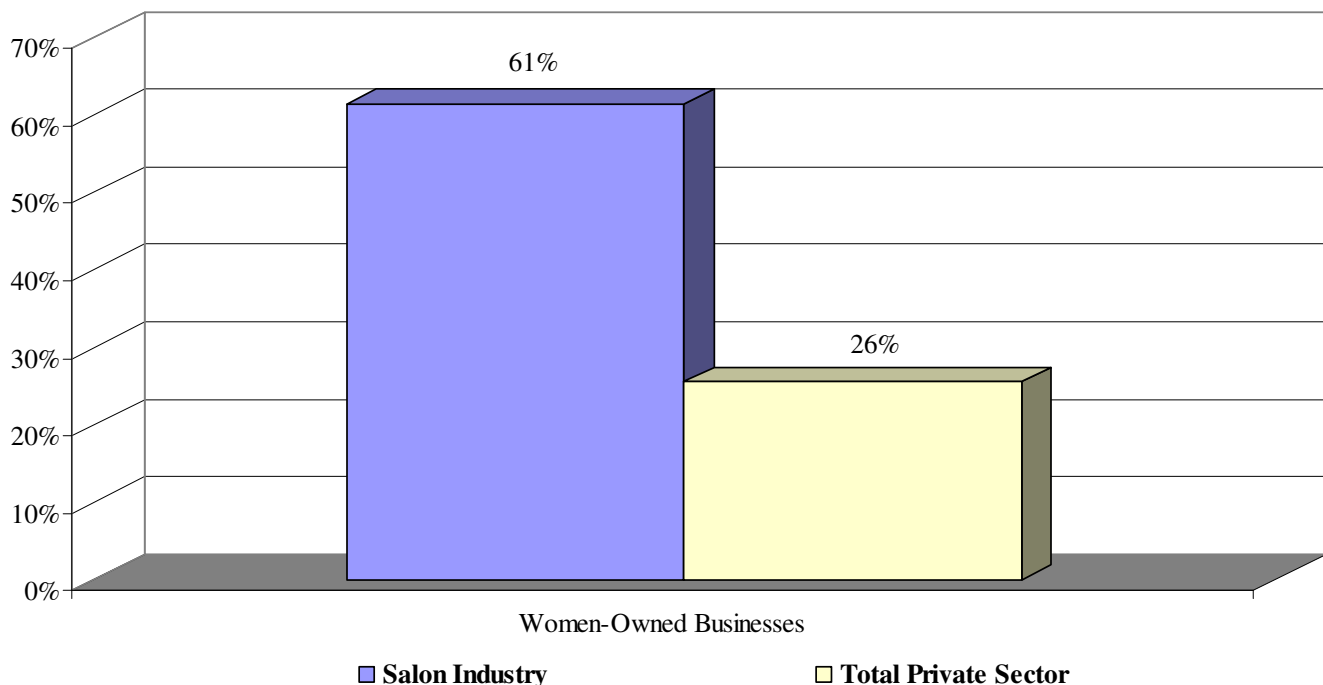
### ***MONTANA JOB GROWTH: 1999 TO 2009***



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

- ⇒ Montana's salon industry is a vibrant and growing industry, generating over \$97 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 1999 and 2009, the number of salon industry jobs in Montana increased 26 percent. In comparison, total private sector employment in the state rose 13 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)	196	938
<b>Total</b>		<b>196</b>	<b>938</b>

*\*Includes only establishments with payroll employees*

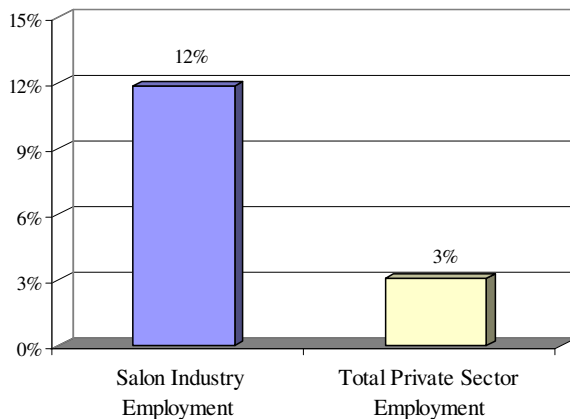
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE NEBRASKA SALON INDUSTRY

### NEBRASKA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$228 Million
Establishments with Employees:	677
Payroll Employees:	3,477

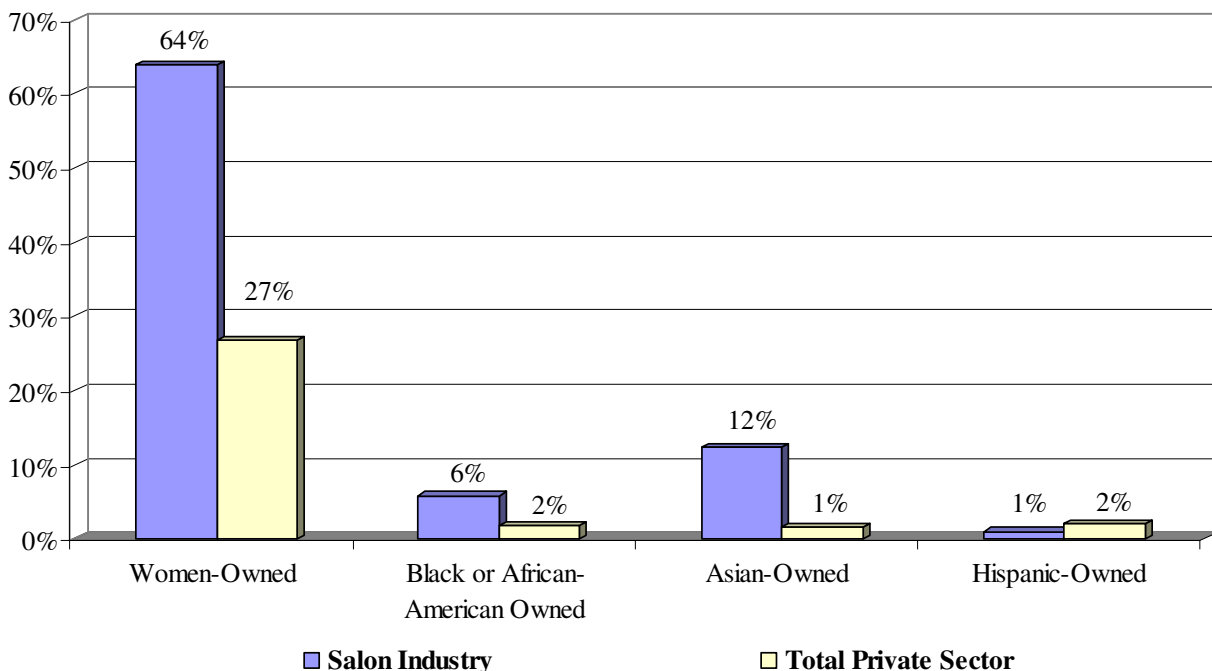
### NEBRASKA JOB GROWTH: 1999 TO 2009



### NEBRASKA SALON INDUSTRY TRENDS

- ⇒ Nebraska's salon industry is a vibrant and growing industry, generating over \$228 million in annual sales and providing employment opportunities for more than 3,400 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 1999 and 2009, the number of salon industry jobs in Nebraska increased 12 percent. In contrast, total private sector employment in the state rose just 3 percent 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)	212	1,087
2	Lee Terry (R)	224	1,151
3	Adrian Smith (R)	241	1,239
<b>Total</b>		<b>677</b>	<b>3,477</b>

*\*Includes only establishments with payroll employees*

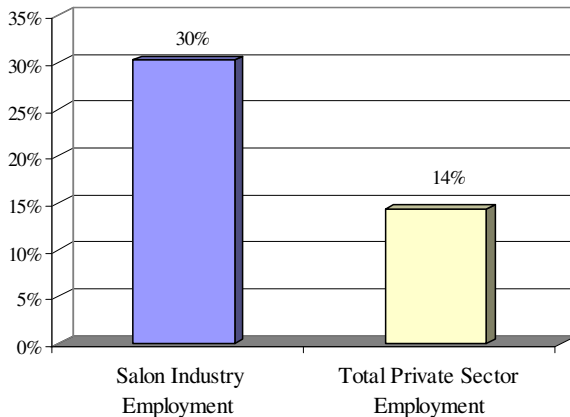
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE NEVADA SALON INDUSTRY

### NEVADA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$347 Million
Establishments with Employees:	502
Payroll Employees:	2,688

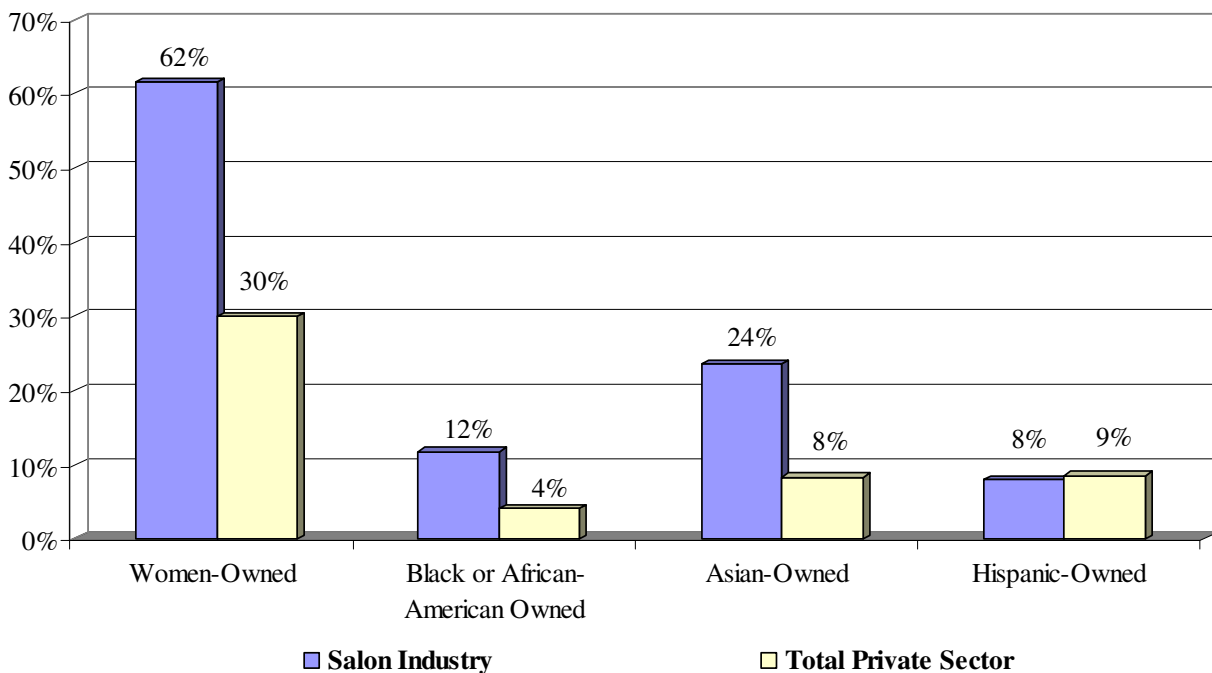
### NEVADA JOB GROWTH: 1999 TO 2009



### NEVADA SALON INDUSTRY TRENDS

- ⇒ Nevada's salon industry is a vibrant and growing industry, generating over \$347 million in annual sales and providing employment opportunities for more than 2,600 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 1999 and 2009, the number of salon industry jobs in Nevada increased 30 percent. In comparison, total private sector employment in the state rose 14 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)	222	1,186
2	Vacant Seat	151	806
3	Joseph J. Heck (R)	130	695
<b>Total</b>		<b>502</b>	<b>2,688</b>

*\*Includes only establishments with payroll employees*

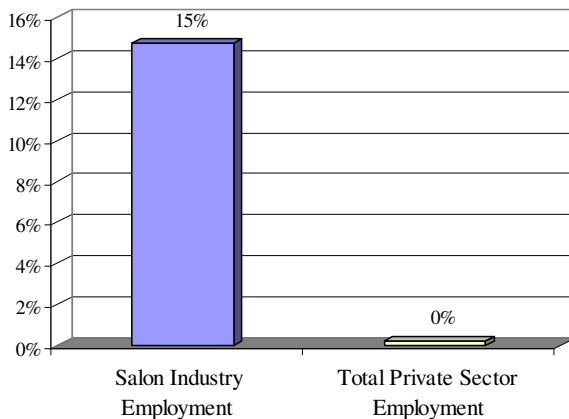
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE NEW HAMPSHIRE SALON INDUSTRY

### NEW HAMPSHIRE SALON INDUSTRY SNAPSHOT

Annual Sales:	\$194 Million
Establishments with Employees:	530
Payroll Employees:	2,915

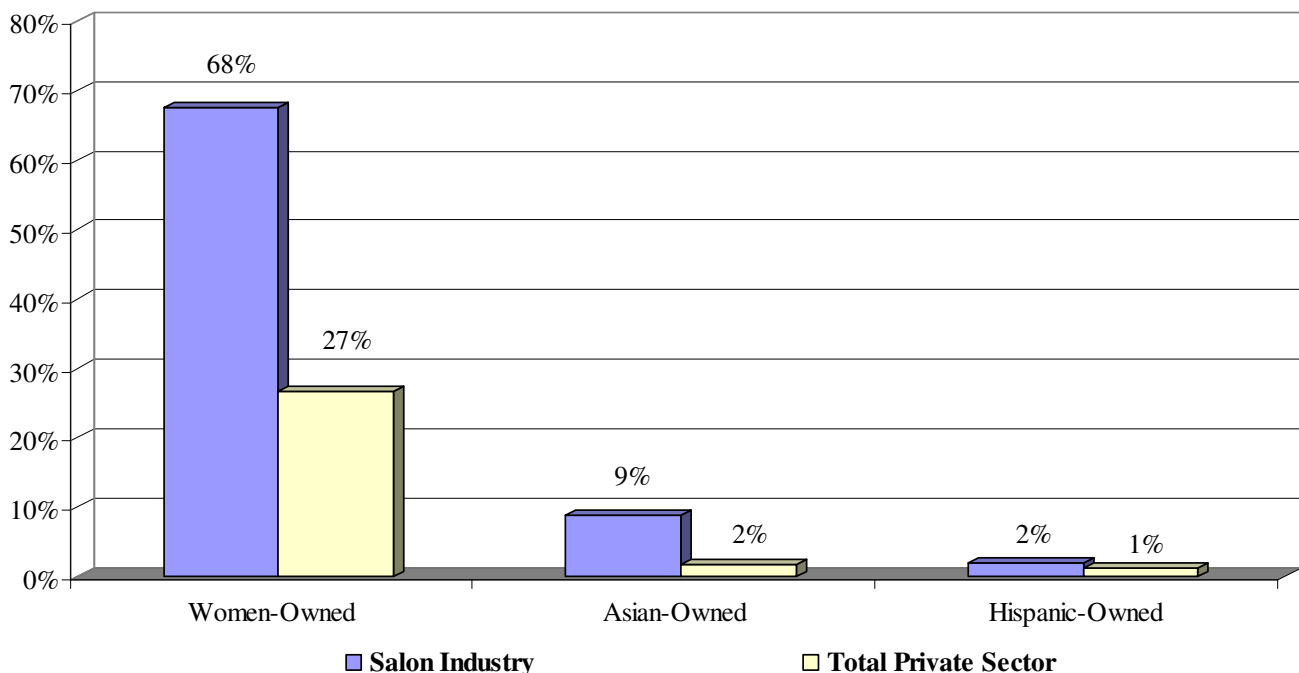
### NEW HAMPSHIRE JOB GROWTH: 1999 TO 2009



### 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 1999 and 2009, the number of salon industry jobs in New Hampshire increased 15 percent. In contrast, total private sector employment in the state was essentially unchanged 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)	259	1,427
2	Charles F. Bass (R)	271	1,488
<b>Total</b>		<b>530</b>	<b>2,915</b>

*\*Includes only establishments with payroll employees*

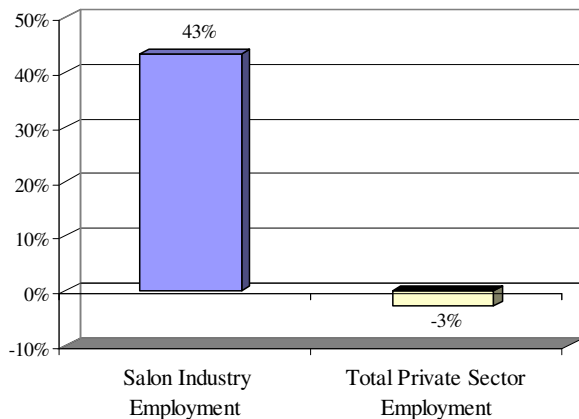
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE NEW JERSEY SALON INDUSTRY

### NEW JERSEY SALON INDUSTRY SNAPSHOT

Annual Sales:	\$1.3 Billion
Establishments with Employees:	5,372
Payroll Employees:	25,949

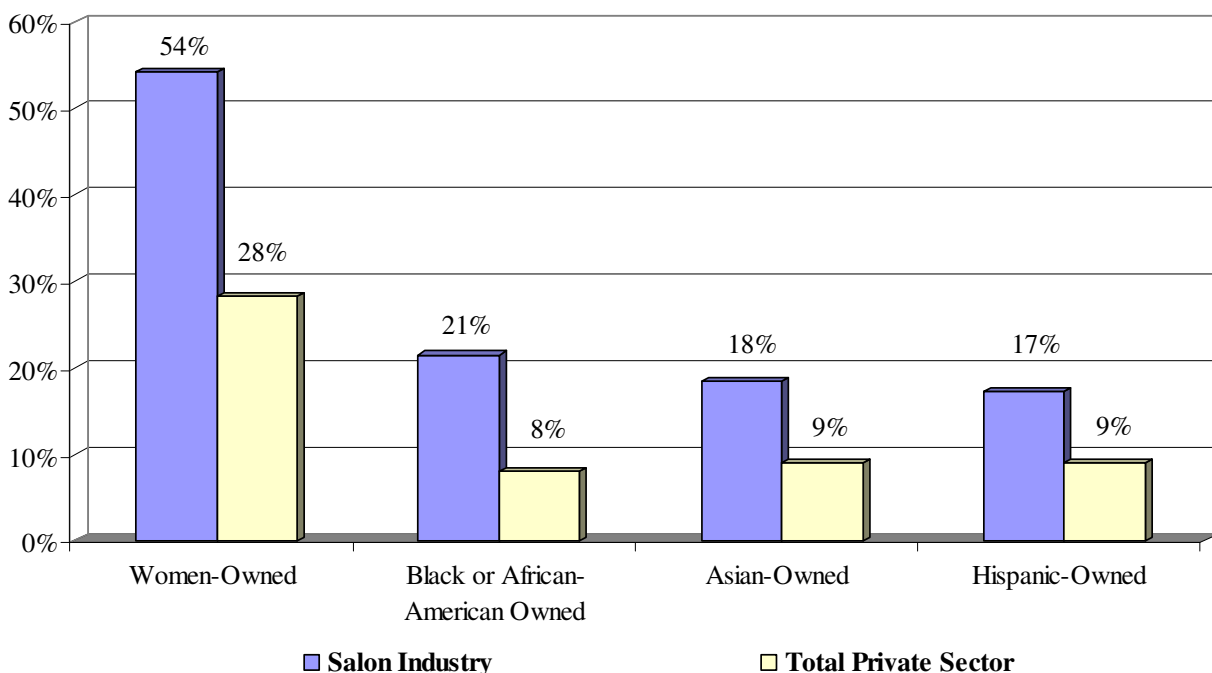
### NEW JERSEY JOB GROWTH: 1999 TO 2009



### 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 25,900 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 1999 and 2009, the number of salon industry jobs in New Jersey increased 43 percent. In contrast, total private sector employment in the state declined 3 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)	358	1,727
2	Frank A. LoBiondo (R)	421	2,036
3	Jon Runyan (R)	410	1,980
4	Christopher H. Smith (R)	409	1,974
5	Scott Garrett (R)	488	2,357
6	Frank Pallone, Jr. (D)	442	2,135
7	Leonard Lance (R)	444	2,147
8	William J. Pascrell, Jr. (D)	382	1,845
9	Steven R. Rothman (D)	517	2,499
10	Donald M. Payne (D)	330	1,592
11	Rodney Frelinghuysen (R)	512	2,474
12	Rush Holt (D)	347	1,678
13	Albio Sires (D)	312	1,505
<b>Total</b>		<b>5,372</b>	<b>25,949</b>

*\*Includes only establishments with payroll employees*

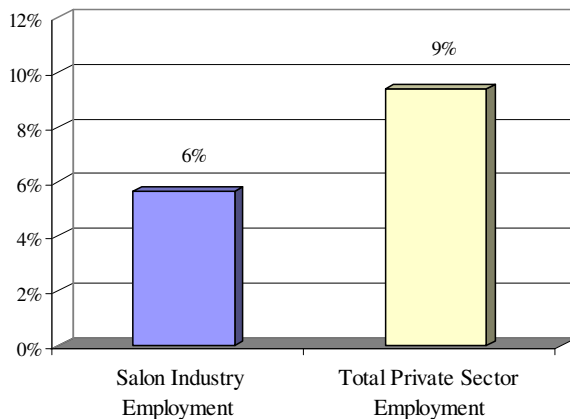
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE NEW MEXICO SALON INDUSTRY

### NEW MEXICO SALON INDUSTRY SNAPSHOT

Annual Sales:	\$166 Million
Establishments with Employees:	321
Payroll Employees:	1,734

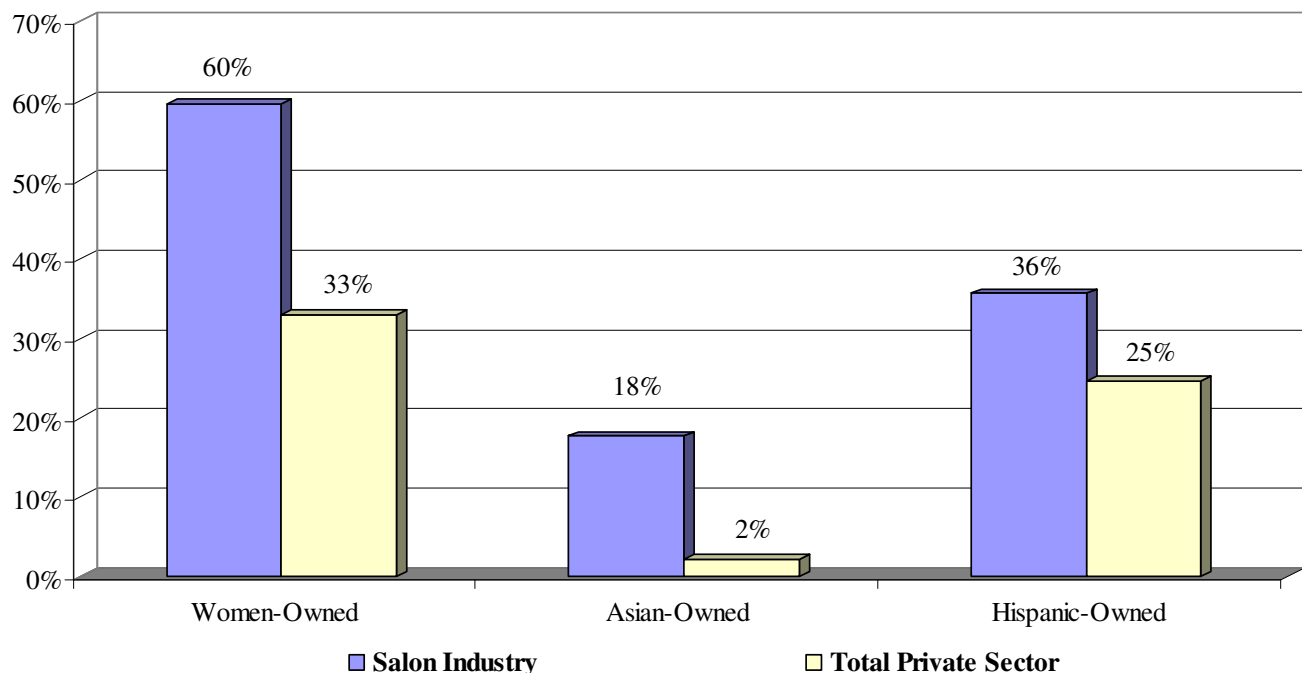
### NEW MEXICO JOB GROWTH: 1999 TO 2009



### 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 1,700 individuals.
- ⇒ New Mexico's salon industry contributed to private sector job growth in recent years.
- ⇒ Between 1999 and 2009, the number of salon industry jobs in New Mexico increased 6 percent. In comparison, total private sector employment in the state increased 9 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)	136	734
2	Stevan Pearce (R)	77	415
3	Ben Ray Lujan (D)	108	584
<b>Total</b>		<b>321</b>	<b>1,734</b>

*\*Includes only establishments with payroll employees*

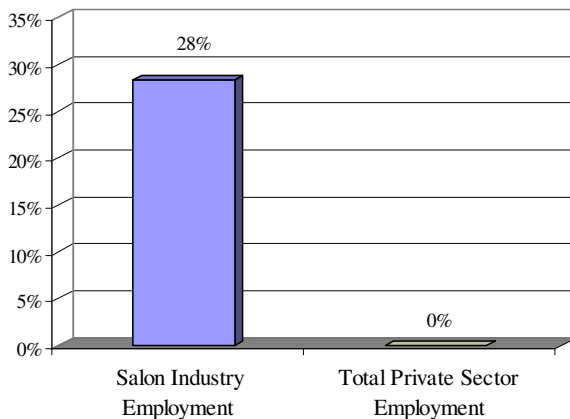
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE NEW YORK SALON INDUSTRY

### NEW YORK SALON INDUSTRY SNAPSHOT

Annual Sales:	\$2.7 Billion
Establishments with Employees:	9,022
Payroll Employees:	39,183

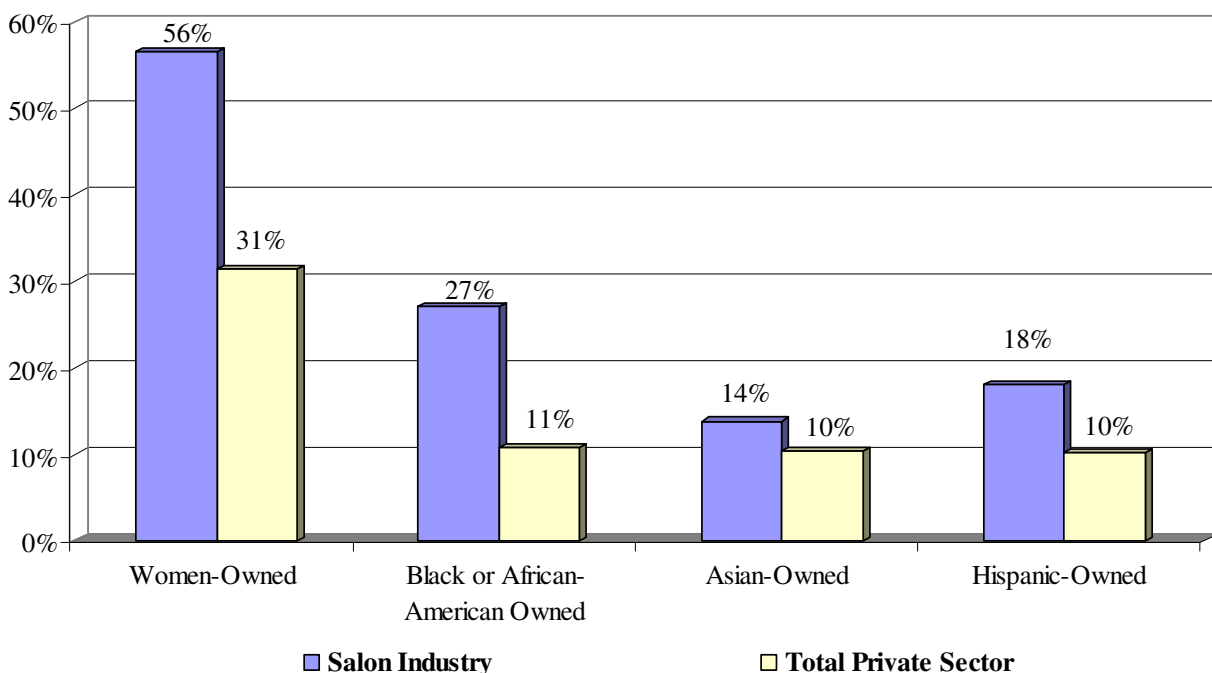
### NEW YORK JOB GROWTH: 1999 TO 2009



### NEW YORK SALON INDUSTRY TRENDS

- ⇒ New York's salon industry is a vibrant and growing industry, generating over \$2.7 billion in annual sales and providing employment opportunities for more than 39,100 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 1999 and 2009, the number of salon industry jobs in New York increased 28 percent. In contrast, total private sector employment in the state was essentially unchanged 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)	385	1,673
2	Steve Israel (D)	372	1,616
3	Peter King (R)	518	2,251
4	Carolyn McCarthy (D)	503	2,183
5	Gary L. Ackerman (D)	414	1,797
6	Gregory W. Meeks (D)	120	522
7	Joseph Crowley (D)	253	1,100
8	Jerrold Nadler (D)	760	3,300
9	Anthony Weiner (D)	313	1,361
10	Edolphus Towns (D)	155	675
11	Yvette D. Clarke (D)	162	703
12	Nydia Velazquez (D)	215	935
13	Michael G. Grimm (R)	352	1,531
14	Carolyn Maloney (D)	736	3,198
15	Charles B. Rangel (D)	204	884
16	Jose Serrano (D)	121	527
17	Eliot Engel (D)	320	1,389
18	Nita M. Lowey (D)	513	2,228
19	Nan A. S. Hayworth (R)	359	1,559
20	Christopher P. Gibson (R)	176	765
21	Paul Tonko (D)	231	1,004
22	Maurice D. Hinchey (D)	290	1,259
23	William L. Owens (D)	102	442
24	Richard L. Hanna (R)	124	539
25	Ann Marie Buerkle (R)	281	1,219
26	Vacant Seat	292	1,270
27	Brian Higgins (D)	283	1,230
28	Louise McIntosh Slaughter (D)	238	1,032
29	Tom Reed (R)	228	992
<b>Total</b>		<b>9,022</b>	<b>39,183</b>

\*Includes only establishments with payroll employees

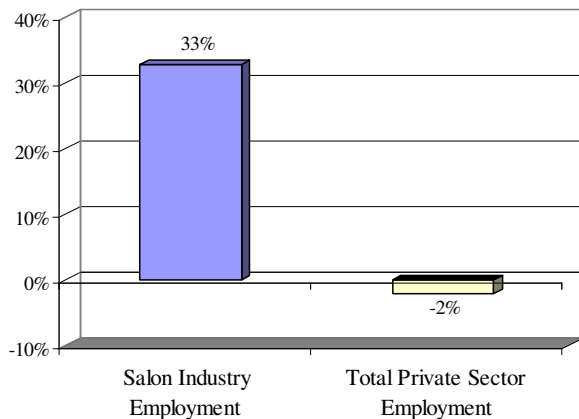
Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau

## PORTRAIT OF THE NORTH CAROLINA SALON INDUSTRY

### NORTH CAROLINA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$1.1 Billion
Establishments with Employees:	1,919
Payroll Employees:	9,449

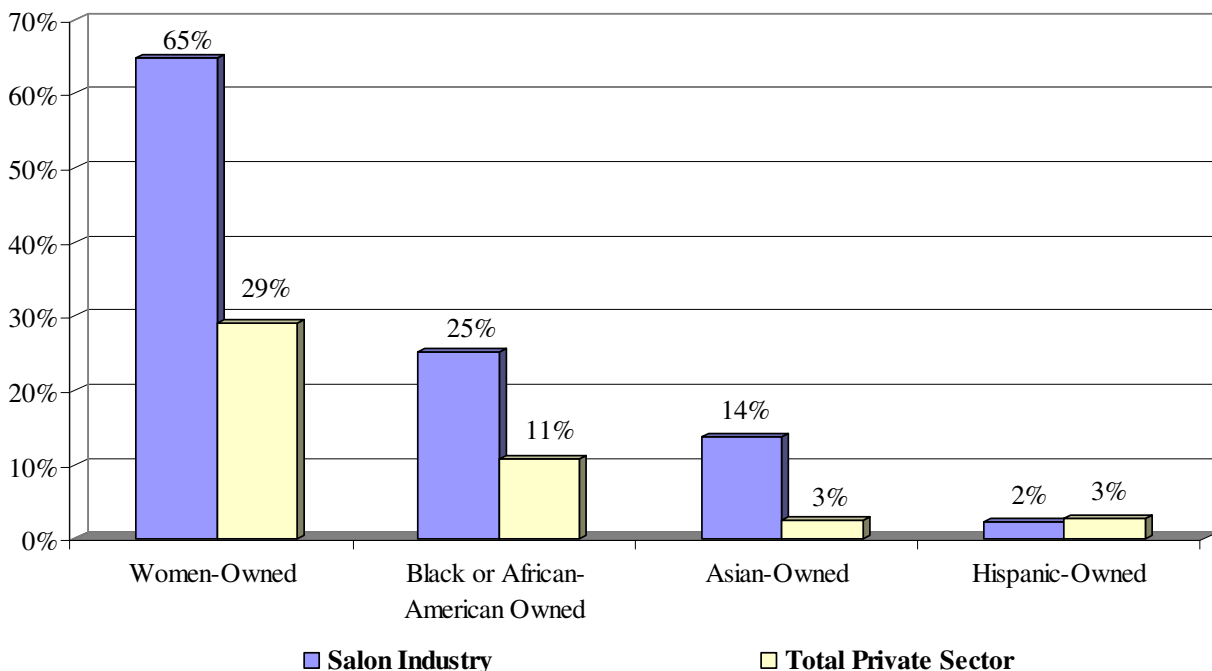
### NORTH CAROLINA JOB GROWTH: 1999 TO 2009



### 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 9,400 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 1999 and 2009, the number of salon industry jobs in North Carolina increased 33 percent. In contrast, total private sector employment in the state declined 2 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

Congressional District	Representative	Number of Establishments*	Number of Employees
1	G. K. Butterfield (D)	115	567
2	Renee L. Ellmers (R)	87	430
3	Walter B. Jones (R)	147	722
4	David E. Price (D)	191	942
5	Virginia Foxx (R)	128	628
6	Howard Coble (R)	125	617
7	Mike McIntyre (D)	81	397
8	Larry Kissell (D)	168	826
9	Sue Wilkins Myrick (R)	222	1,091
10	Patrick T. McHenry (R)	131	645
11	Heath Shuler (D)	171	843
12	Melvin Watt (D)	158	777
13	Brad Miller (D)	196	964
<b>Total</b>		<b>1,919</b>	<b>9,449</b>

*\*Includes only establishments with payroll employees*

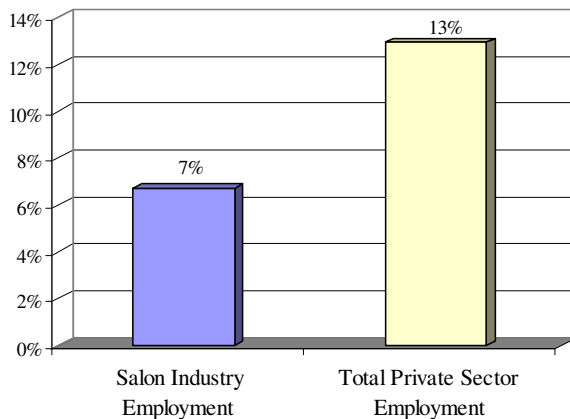
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE NORTH DAKOTA SALON INDUSTRY

### NORTH DAKOTA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$80 Million
Establishments with Employees:	285
Payroll Employees:	1,482

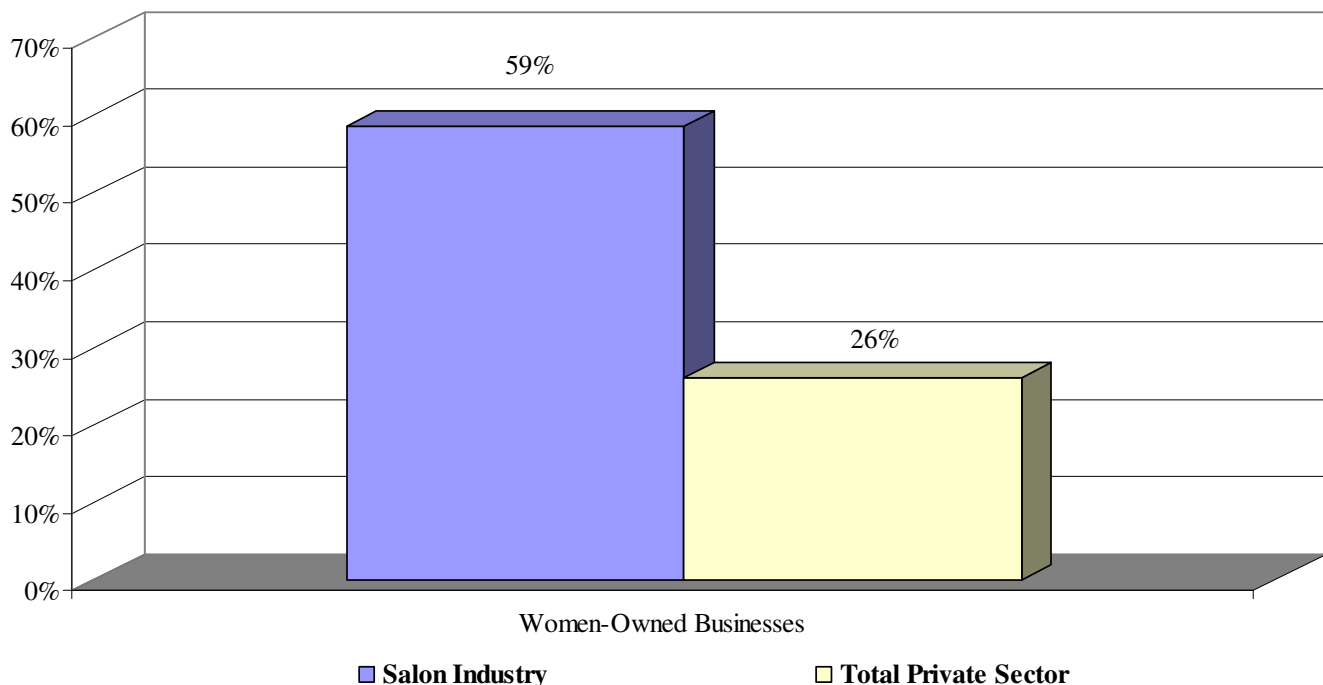
### NORTH DAKOTA JOB GROWTH: 1999 TO 2009



### NORTH DAKOTA SALON INDUSTRY TRENDS

- ⇒ North Dakota's salon industry is a vibrant and growing industry, generating over \$80 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 1999 and 2009, the number of salon industry jobs in North Dakota increased 7 percent. In comparison, total private sector employment in the state increased 13 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)	285	1,482
<b>Total</b>		<b>285</b>	<b>1,482</b>

*\*Includes only establishments with payroll employees*

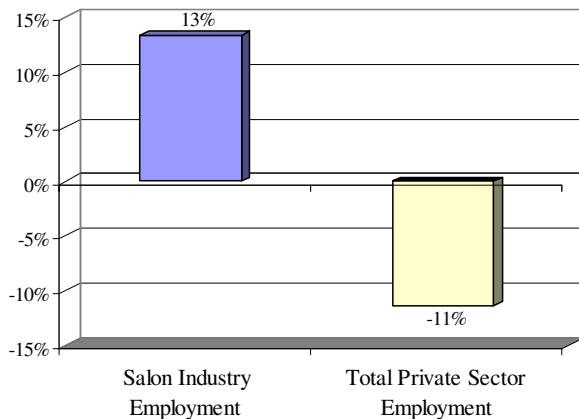
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE OHIO SALON INDUSTRY

### OHIO SALON INDUSTRY SNAPSHOT

Annual Sales:	\$1.4 Billion
Establishments with Employees:	3,532
Payroll Employees:	24,468

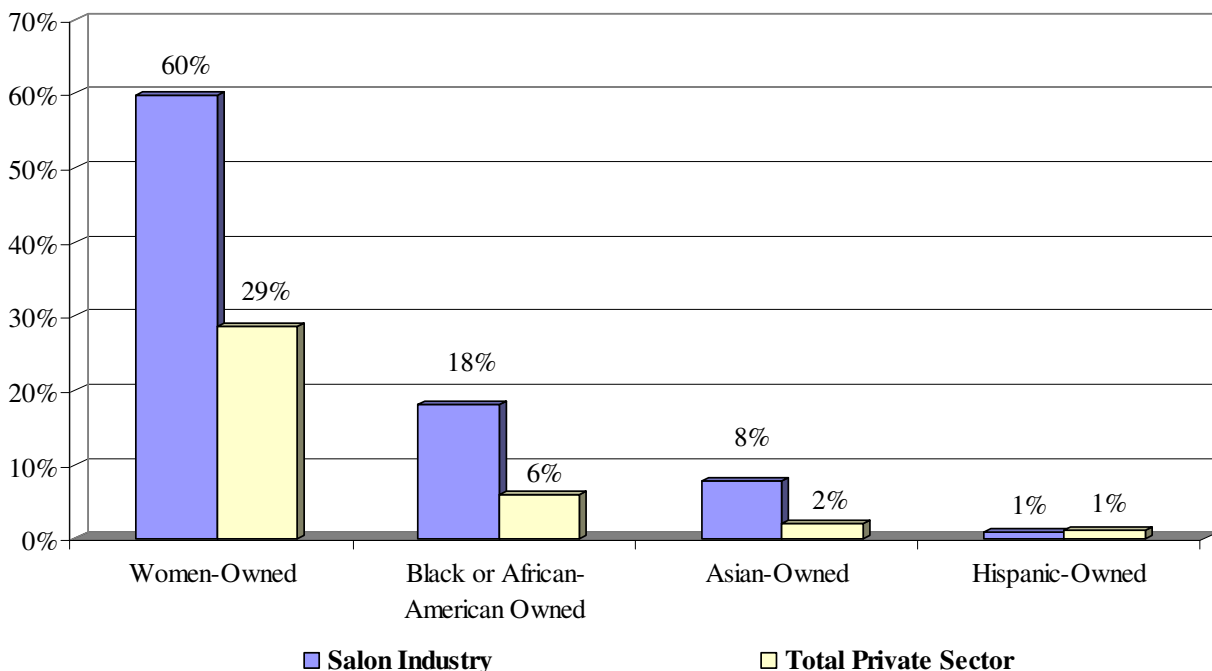
### OHIO JOB GROWTH: 1999 TO 2009



### 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 24,400 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 1999 and 2009, the number of salon industry jobs in Ohio increased 13 percent. In contrast, total private sector employment in the state declined 11 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)	176	1,217
2	Jean Schmidt (R)	248	1,721
3	Michael R. Turner (R)	182	1,261
4	Jim Jordan (R)	166	1,147
5	Robert E. Latta (R)	149	1,034
6	Bill Johnson (R)	179	1,242
7	Steve Austria (R)	181	1,255
8	John A. Boehner (R)	162	1,122
9	Marcy Kaptur (D)	171	1,185
10	Dennis J. Kucinich (D)	259	1,797
11	Marcia L. Fudge (D)	174	1,204
12	Patrick J. Tiberi (R)	197	1,362
13	Betty Sutton (D)	243	1,683
14	Steven C. LaTourette (R)	271	1,879
15	Steve Stivers (R)	195	1,349
16	James B. Renacci (R)	238	1,645
17	Tim Ryan (D)	168	1,166
18	Bob Gibbs (R)	173	1,198
<b>Total</b>		<b>3,532</b>	<b>24,468</b>

*\*Includes only establishments with payroll employees*

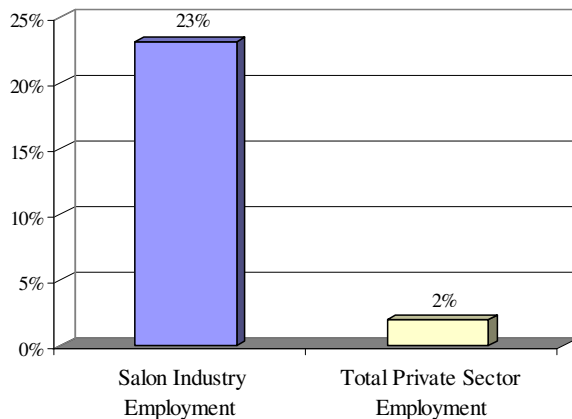
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE OKLAHOMA SALON INDUSTRY

### OKLAHOMA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$357 Million
Establishments with Employees:	554
Payroll Employees:	2,587

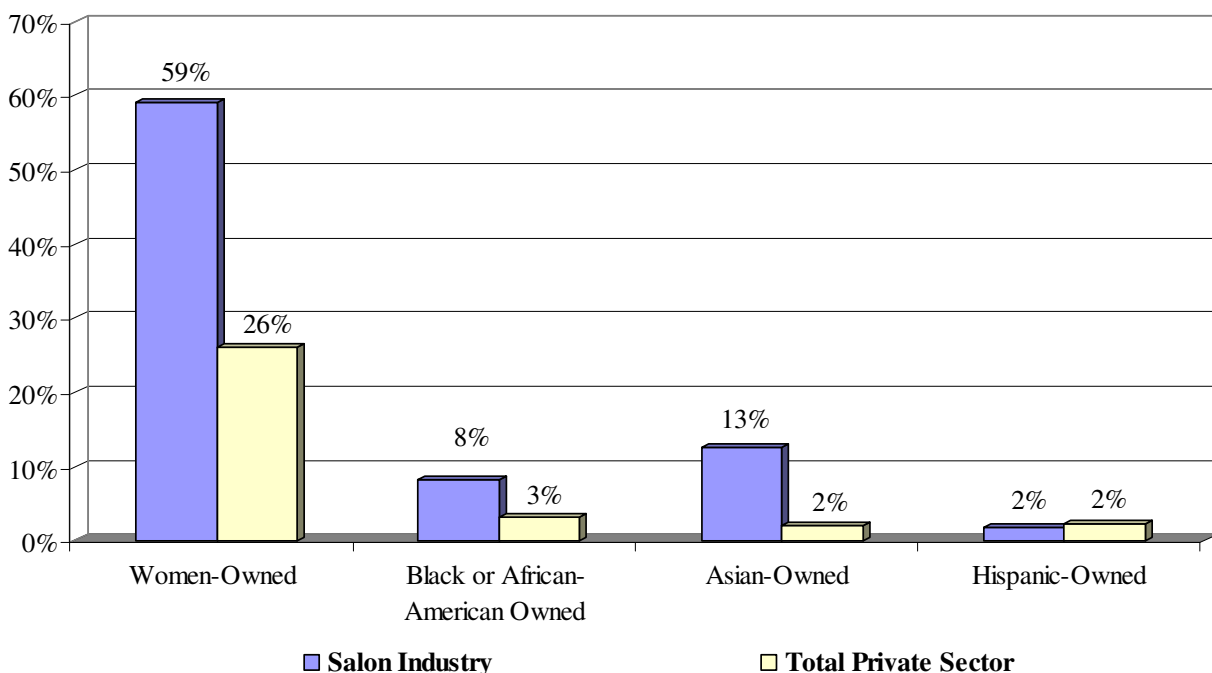
### OKLAHOMA JOB GROWTH: 1999 TO 2009



### OKLAHOMA SALON INDUSTRY TRENDS

- ⇒ Oklahoma's salon industry is a vibrant and growing industry, generating over \$357 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 1999 and 2009, the number of salon industry jobs in Oklahoma increased 23 percent. In contrast, total private sector employment in the state rose just 2 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.
- ⇒ 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)	174	811
2	Dan Boren (D)	56	259
3	Frank D. Lucas (R)	90	419
4	Tom Cole (R)	83	386
5	James Lankford (R)	152	712
<b>Total</b>		<b>554</b>	<b>2,587</b>

*\*Includes only establishments with payroll employees*

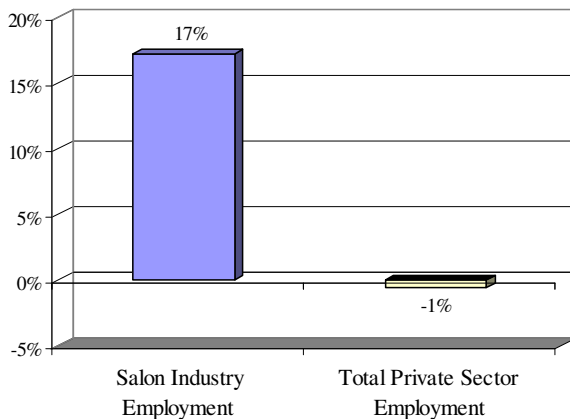
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE OREGON SALON INDUSTRY

### OREGON SALON INDUSTRY SNAPSHOT

Annual Sales:	\$453 Million
Establishments with Employees:	845
Payroll Employees:	4,643

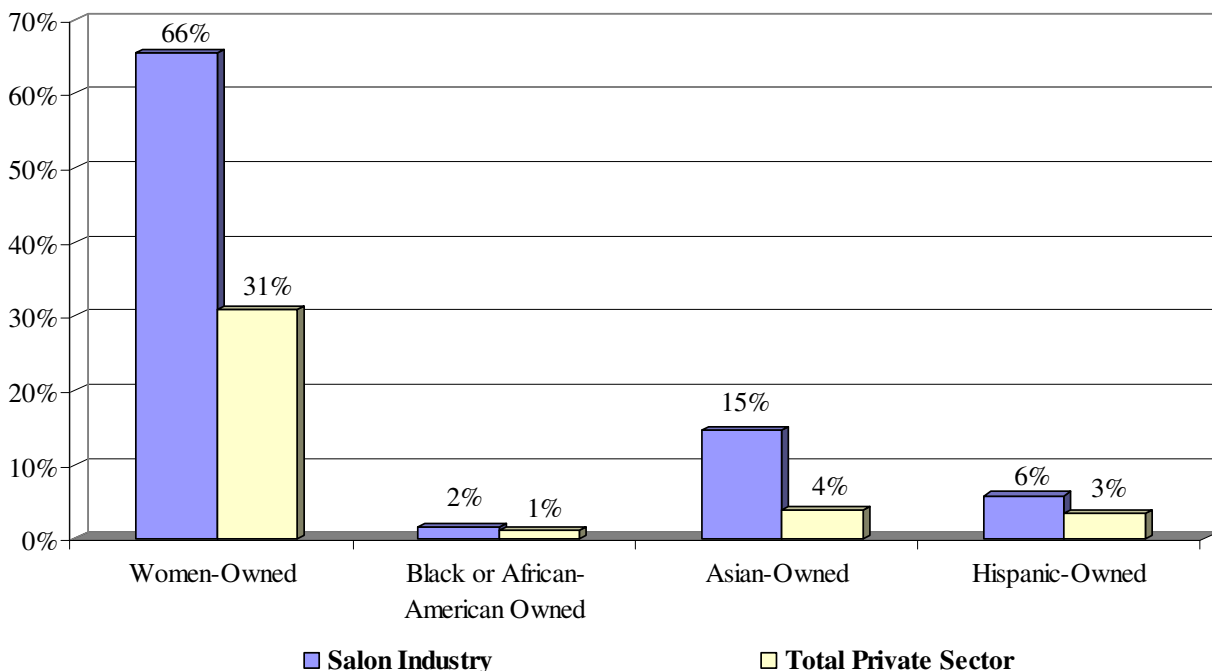
### OREGON JOB GROWTH: 1999 TO 2009



### OREGON SALON INDUSTRY TRENDS

- ⇒ Oregon's salon industry is a vibrant and growing industry, generating over \$453 million in annual sales and providing employment opportunities for more than 4,600 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 1999 and 2009, the number of salon industry jobs in Oregon increased 17 percent. In contrast, total private sector employment in the state declined 1 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	David Wu (D)	209	1,146
2	Greg Walden (R)	106	584
3	Earl Blumenauer (D)	170	934
4	Peter A. DeFazio (D)	185	1,015
5	Kurt Schrader (D)	175	964
<b>Total</b>		<b>845</b>	<b>4,643</b>

*\*Includes only establishments with payroll employees*

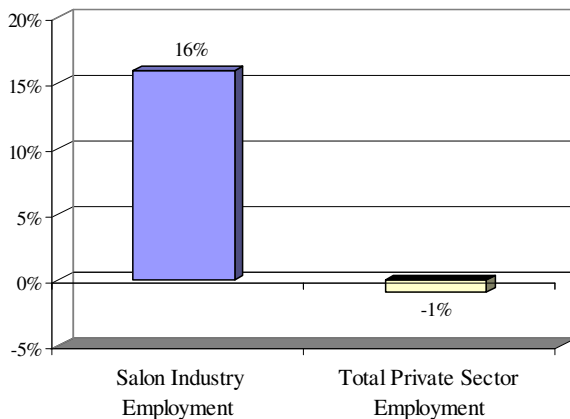
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE PENNSYLVANIA SALON INDUSTRY

### PENNSYLVANIA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$1.5 Billion
Establishments with Employees:	5,480
Payroll Employees:	29,414

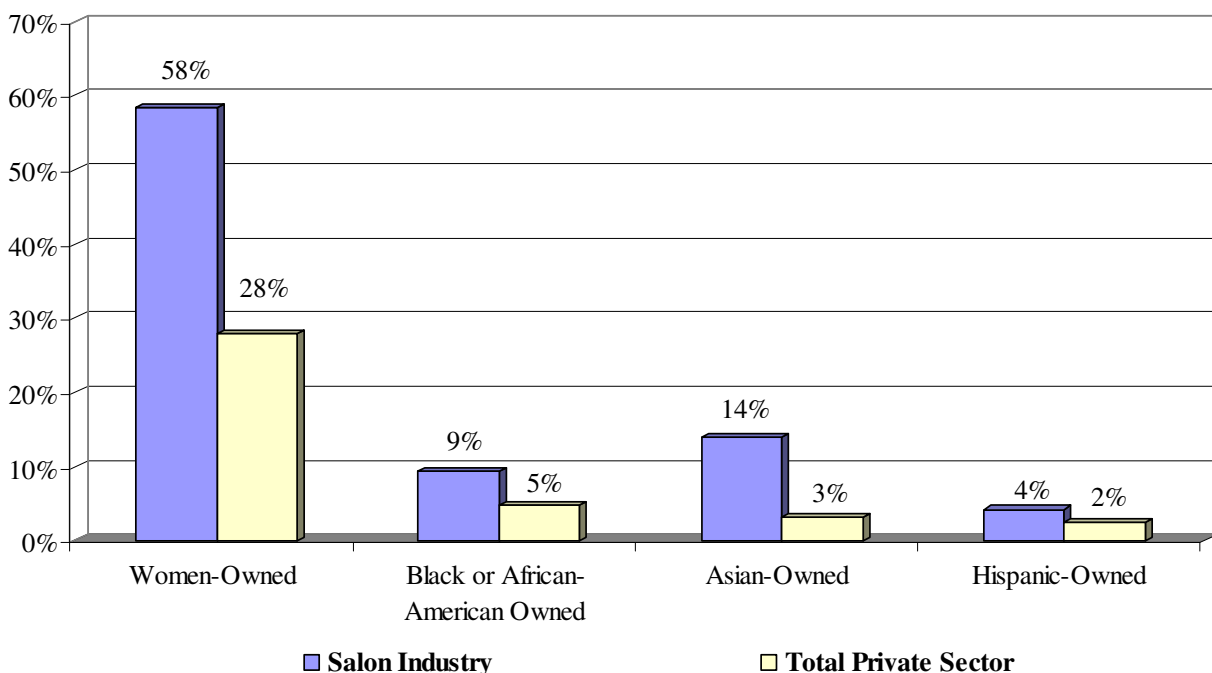
### PENNSYLVANIA JOB GROWTH: 1999 TO 2009



### 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 29,400 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 1999 and 2009, the number of salon industry jobs in Pennsylvania increased 16 percent. In contrast, total private sector employment in the state declined 1 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)	179	959
2	Chaka Fattah (D)	188	1,009
3	Mike Kelly (R)	278	1,491
4	Jason Altmire (D)	347	1,864
5	Glenn Thompson (R)	244	1,310
6	Jim Gerlach (R)	373	2,001
7	Patrick Meehan (R)	327	1,754
8	Michael G. Fitzpatrick (R)	300	1,612
9	Bill Shuster (R)	259	1,393
10	Tom Marino (R)	212	1,140
11	Lou Barletta (R)	270	1,447
12	Mark S. Critz (D)	264	1,415
13	Allyson Y. Schwartz (D)	325	1,743
14	Michael F. Doyle (D)	343	1,842
15	Charles W. Dent (R)	320	1,716
16	Joseph R. Pitts (R)	247	1,327
17	Tim Holden (D)	281	1,508
18	Tim Murphy (R)	397	2,133
19	Todd Russell Platts (R)	326	1,749
<b>Total</b>		<b>5,480</b>	<b>29,414</b>

*\*Includes only establishments with payroll employees*

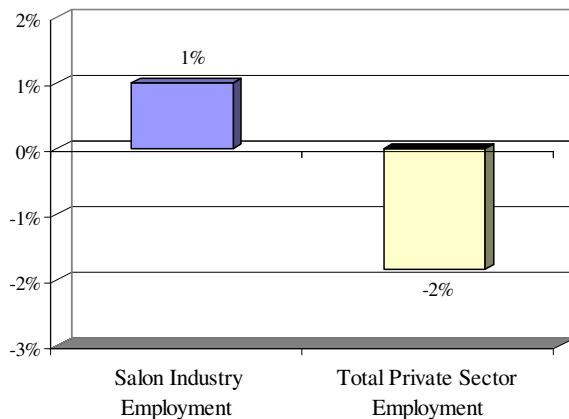
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE RHODE ISLAND SALON INDUSTRY

### RHODE ISLAND SALON INDUSTRY SNAPSHOT

Annual Sales:	\$148 Million
Establishments with Employees:	457
Payroll Employees:	1,834

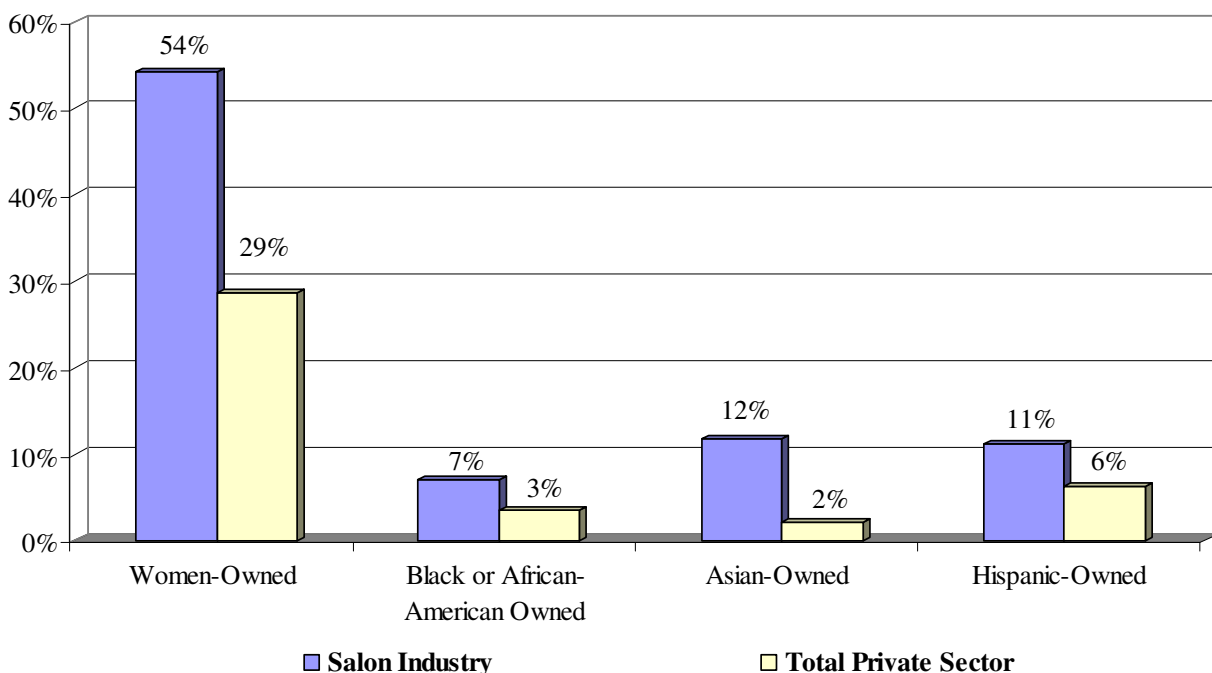
### RHODE ISLAND JOB GROWTH: 1999 TO 2009



### RHODE ISLAND SALON INDUSTRY TRENDS

- ⇒ Rhode Island's salon industry is a vibrant and growing industry, generating over \$148 million in annual sales and providing employment opportunities for more than 1,800 individuals.
- ⇒ Growth in Rhode Island's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 1999 and 2009, the number of salon industry jobs in Rhode Island increased 1 percent. In contrast, total private sector employment in the state declined 2 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)	233	933
2	James R. Langevin (D)	224	901
<b>Total</b>		<b>457</b>	<b>1,834</b>

*\*Includes only establishments with payroll employees*

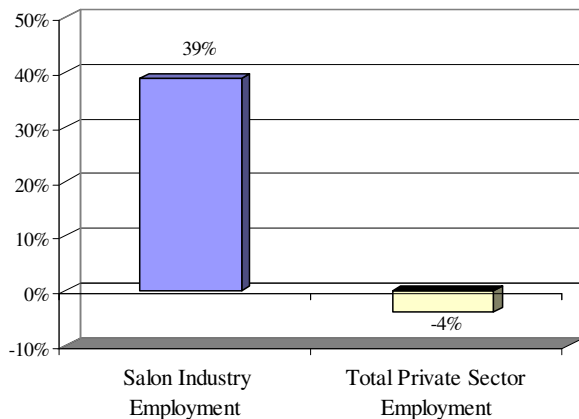
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE SOUTH CAROLINA SALON INDUSTRY

### ***SOUTH CAROLINA SALON INDUSTRY SNAPSHOT***

Annual Sales:	\$497 Million
Establishments with Employees:	957
Payroll Employees:	4,571

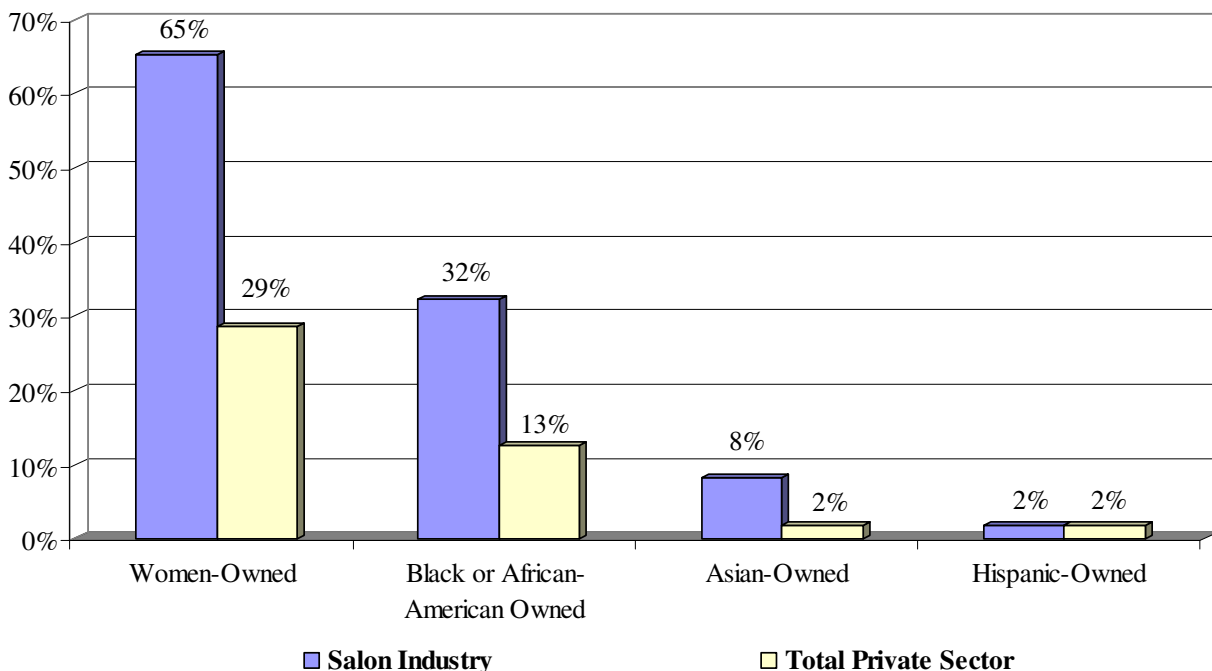
### ***SOUTH CAROLINA JOB GROWTH: 1999 TO 2009***



### ***SOUTH CAROLINA SALON INDUSTRY TRENDS***

- ⇒ South Carolina's salon industry is a vibrant and growing industry, generating over \$497 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 1999 and 2009, the number of salon industry jobs in South Carolina increased 39 percent. In contrast, total private sector employment in the state declined 4 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)	267	1,277
2	Joe Wilson (R)	198	945
3	Jeff Duncan (R)	114	543
4	Trey Gowdy (R)	178	850
5	Mick Mulvaney (R)	87	417
6	James Clyburn (D)	113	538
<b>Total</b>		<b>957</b>	<b>4,571</b>

*\*Includes only establishments with payroll employees*

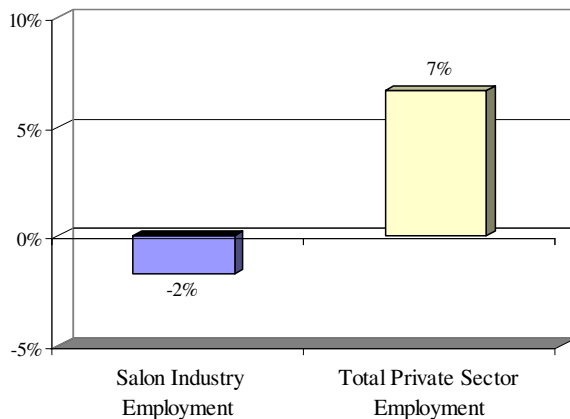
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE SOUTH DAKOTA SALON INDUSTRY

### ***SOUTH DAKOTA SALON INDUSTRY SNAPSHOT***

Annual Sales:	\$78 Million
Establishments with Employees:	195
Payroll Employees:	1,000

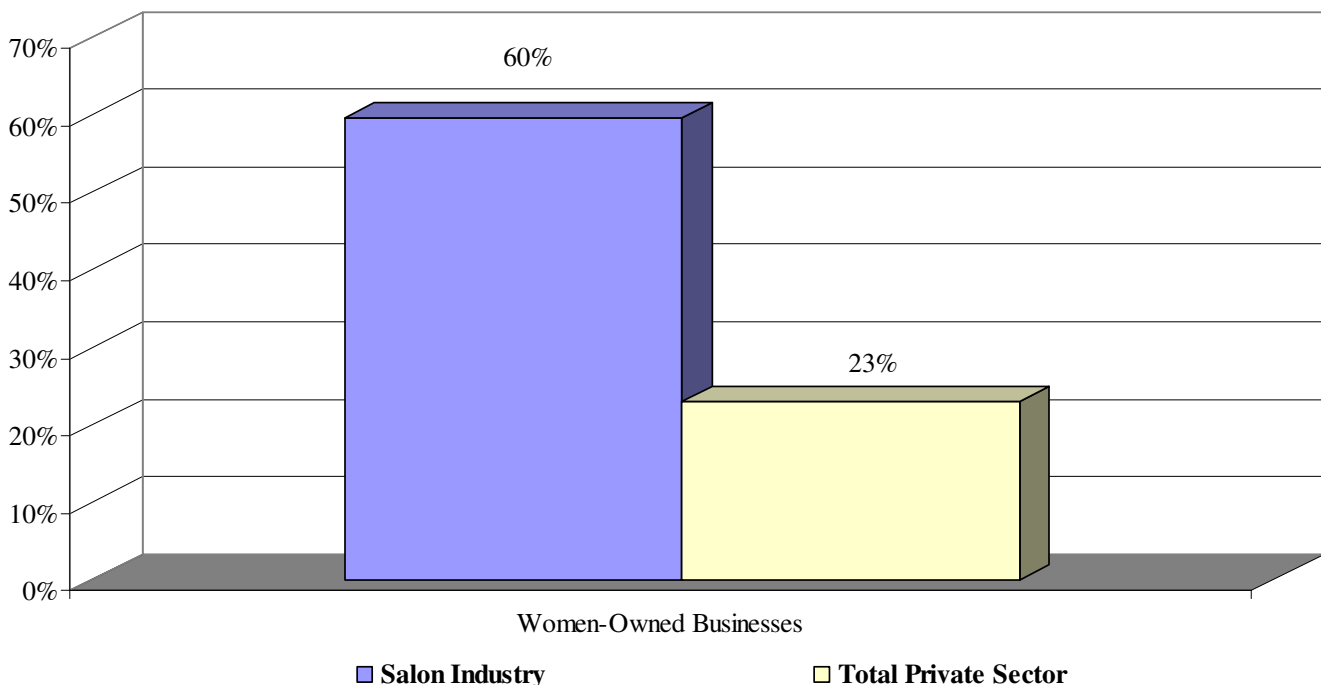
### ***SOUTH DAKOTA JOB GROWTH: 1999 TO 2009***



### ***SOUTH DAKOTA SALON INDUSTRY TRENDS***

- ⇒ South Dakota's salon industry is a vibrant industry, generating over \$78 million in annual sales and providing employment opportunities for 1,000 individuals.
- ⇒ Growth in South Dakota's salon industry fell behind the state's overall private sector in recent years.
- ⇒ Between 1999 and 2009, the number of salon industry jobs in South Dakota declined 2 percent. In contrast, total private sector employment in the state rose 7 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)	195	1,000
<b>Total</b>		<b>195</b>	<b>1,000</b>

*\*Includes only establishments with payroll employees*

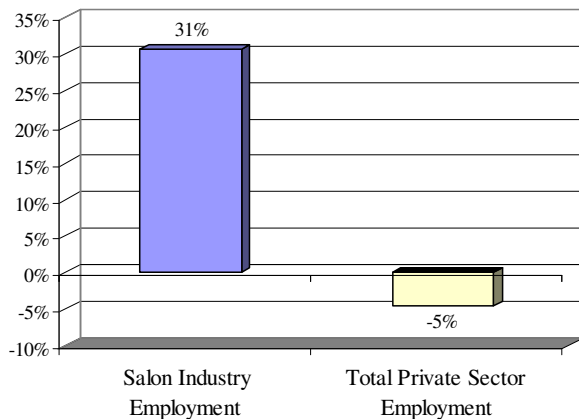
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE TENNESSEE SALON INDUSTRY

### TENNESSEE SALON INDUSTRY SNAPSHOT

Annual Sales:	\$776 Million
Establishments with Employees:	996
Payroll Employees:	8,079

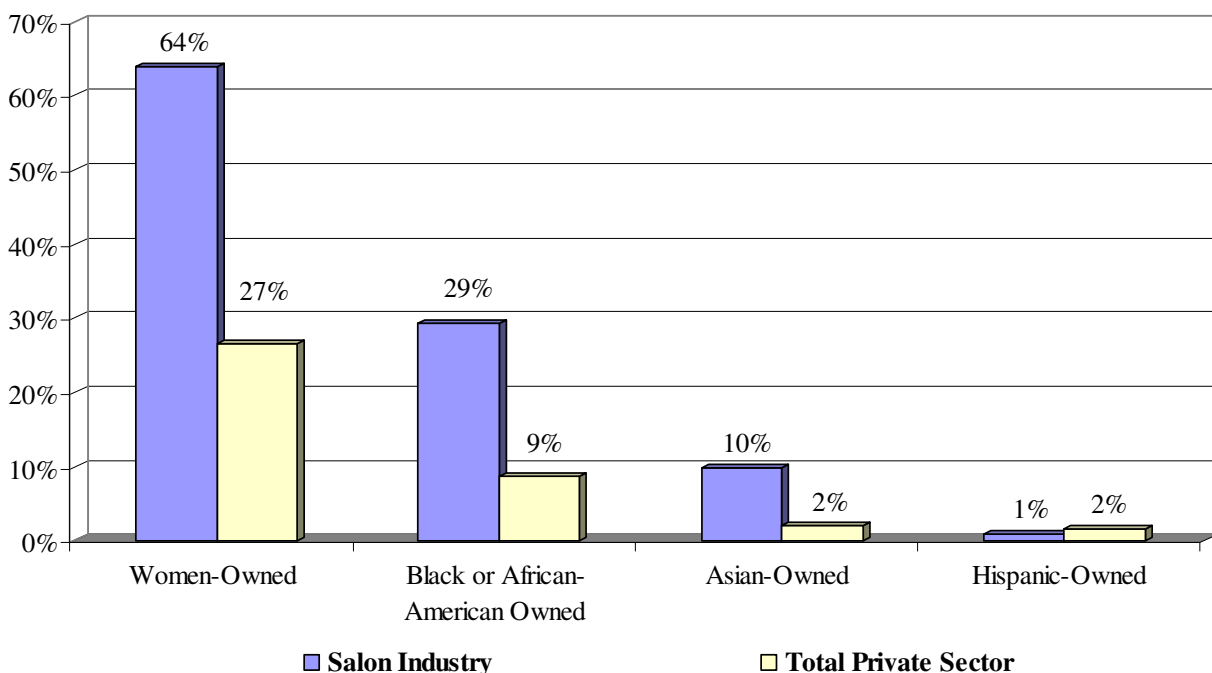
### TENNESSEE JOB GROWTH: 1999 TO 2009



### TENNESSEE SALON INDUSTRY TRENDS

- ⇒ Tennessee's salon industry is a vibrant and growing industry, generating over \$776 million in annual sales and providing employment opportunities for more than 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 1999 and 2009, the number of salon industry jobs in Tennessee increased 31 percent. In contrast, total private sector employment in the state declined 5 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	David P. Roe (R)	119	964
2	John J. Duncan, Jr. (R)	128	1,036
3	Charles J. "Chuck" Fleischmann (R)	112	909
4	Scott DesJarlais (R)	62	503
5	Jim Cooper (D)	154	1,249
6	Diane Black (R)	78	636
7	Marsha Blackburn (R)	92	745
8	Stephen Lee Fincher (R)	108	873
9	Steve Cohen (D)	143	1,164
<b>Total</b>		<b>996</b>	<b>8,079</b>

*\*Includes only establishments with payroll employees*

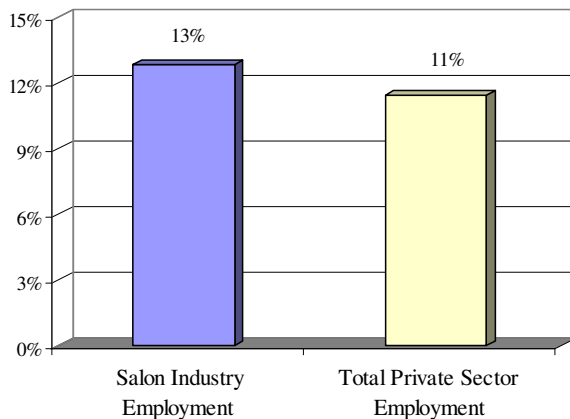
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE TEXAS SALON INDUSTRY

### TEXAS SALON INDUSTRY SNAPSHOT

Annual Sales:	\$3 Billion
Establishments with Employees:	4,368
Payroll Employees:	28,273

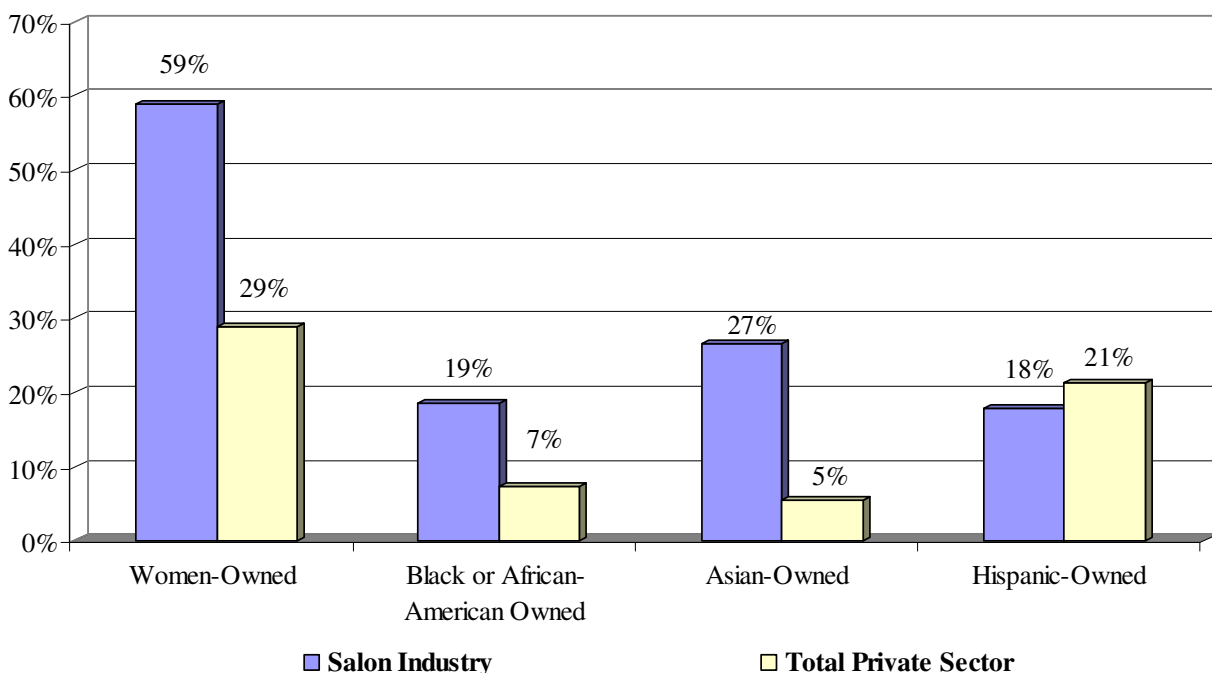
### TEXAS JOB GROWTH: 1999 TO 2009



### 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 28,200 individuals.
- ⇒ Growth in Texas's salon industry outperformed the state's overall private sector in recent years in the crucial area of job creation.
- ⇒ Between 1999 and 2009, the number of salon industry jobs in Texas increased 13 percent. In comparison, total private sector employment in the state rose 11 percent 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	684
2	Ted Poe (R)	60	388
3	Sam Johnson (R)	109	707
4	Ralph M. Hall (R)	104	673
5	Jeb Hensarling (R)	114	736
6	Joe Barton (R)	116	748
7	John Abney Culberson (R)	250	1,618
8	Kevin P. Brady (R)	171	1,107
9	Al Green (D)	159	1,032
10	Michael T. McCaul (R)	196	1,270
11	K. Michael Conaway (R)	156	1,009
12	Kay Granger (R)	160	1,038
13	William "Mac" Thornberry (R)	88	568
14	Ron E. Paul (R)	122	789
15	Ruben E. Hinojosa (D)	122	789
16	Silvestre Reyes (D)	140	905
17	Bill Flores (R)	122	789
18	Sheila Jackson-Lee (D)	110	713
19	Randy Neugebauer (R)	108	702
20	Charles A. Gonzalez (D)	283	1,832
21	Lamar S. Smith (R)	198	1,281
22	Pete Olson (R)	136	881
23	Francisco R. Canseco (R)	65	423
24	Kenny Marchant (R)	103	667
25	Lloyd Doggett (D)	147	951
26	Michael C. Burgess (R)	112	725
27	Blake Farenthold (R)	162	1,050
28	Henry Cuellar (D)	84	545
29	Gene Green (D)	72	464
30	Eddie Bernice Johnson (D)	112	725
31	John R. Carter (R)	112	725
32	Pete Sessions (R)	269	1,740
<b>Total</b>		<b>4,368</b>	<b>28,273</b>

\*Includes only establishments with payroll employees

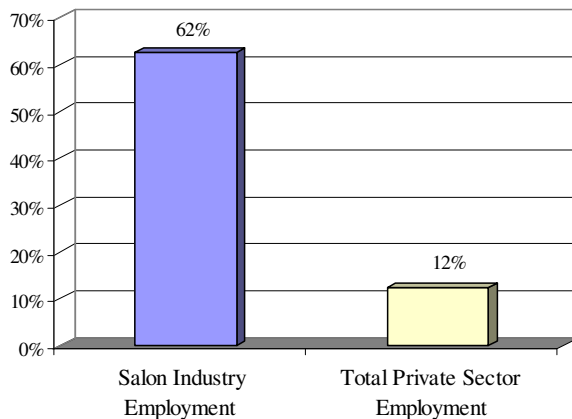
Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau

## PORTRAIT OF THE UTAH SALON INDUSTRY

### UTAH SALON INDUSTRY SNAPSHOT

Annual Sales:	\$252 Million
Establishments with Employees:	696
Payroll Employees:	3,894

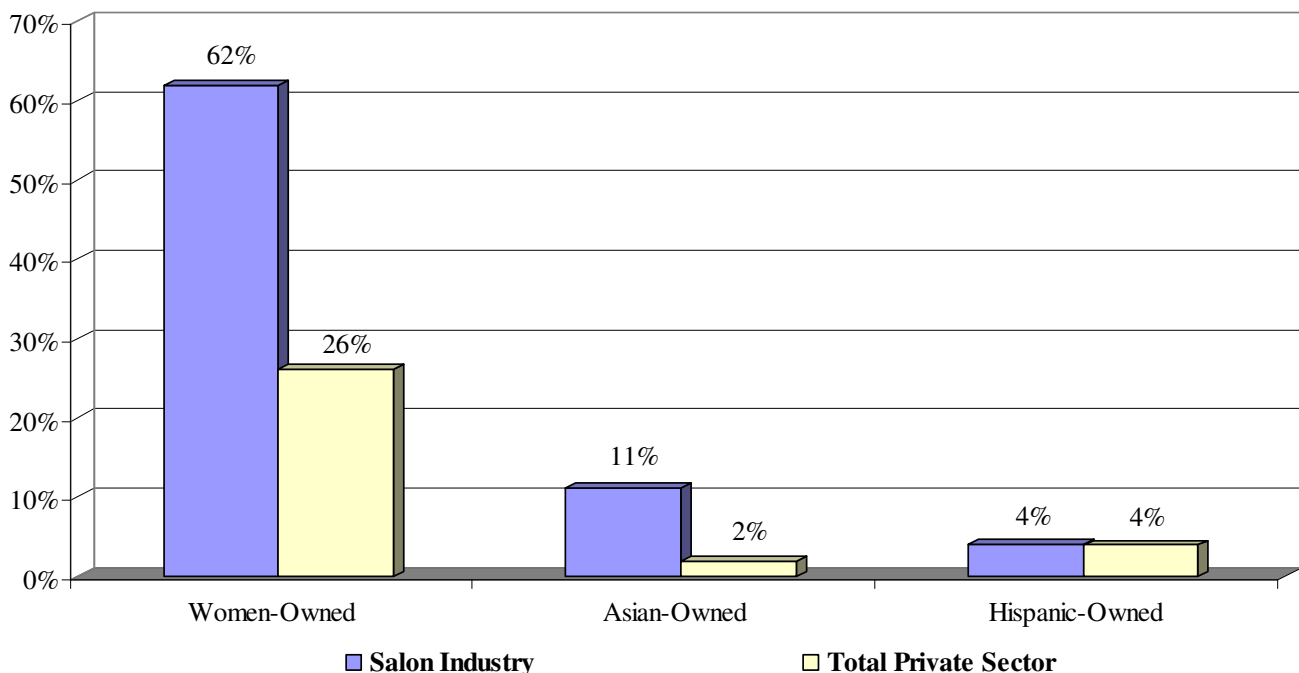
### UTAH JOB GROWTH: 1999 TO 2009



### UTAH SALON INDUSTRY TRENDS

- ⇒ Utah's salon industry is a vibrant and growing industry, generating over \$252 million in annual sales and providing employment opportunities for more than 3,800 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 1999 and 2009, the number of salon industry jobs in Utah increased 62 percent. In contrast, total private sector employment in the state rose just 12 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)	257	1,439
2	Jim Matheson (D)	276	1,547
3	Jason Chaffetz (R)	162	909
<b>Total</b>		<b>696</b>	<b>3,894</b>

*\*Includes only establishments with payroll employees*

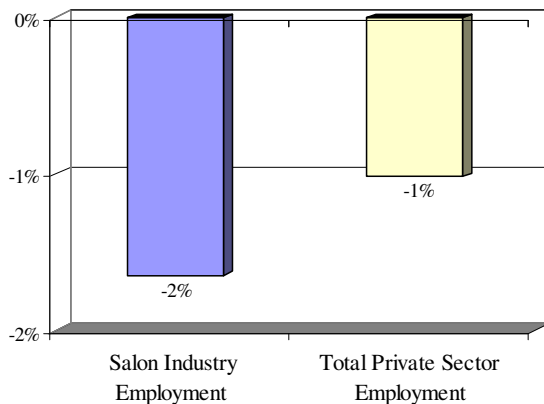
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE VERMONT SALON INDUSTRY

### VERMONT SALON INDUSTRY SNAPSHOT

Annual Sales:	\$66 Million
Establishments with Employees:	198
Payroll Employees:	814

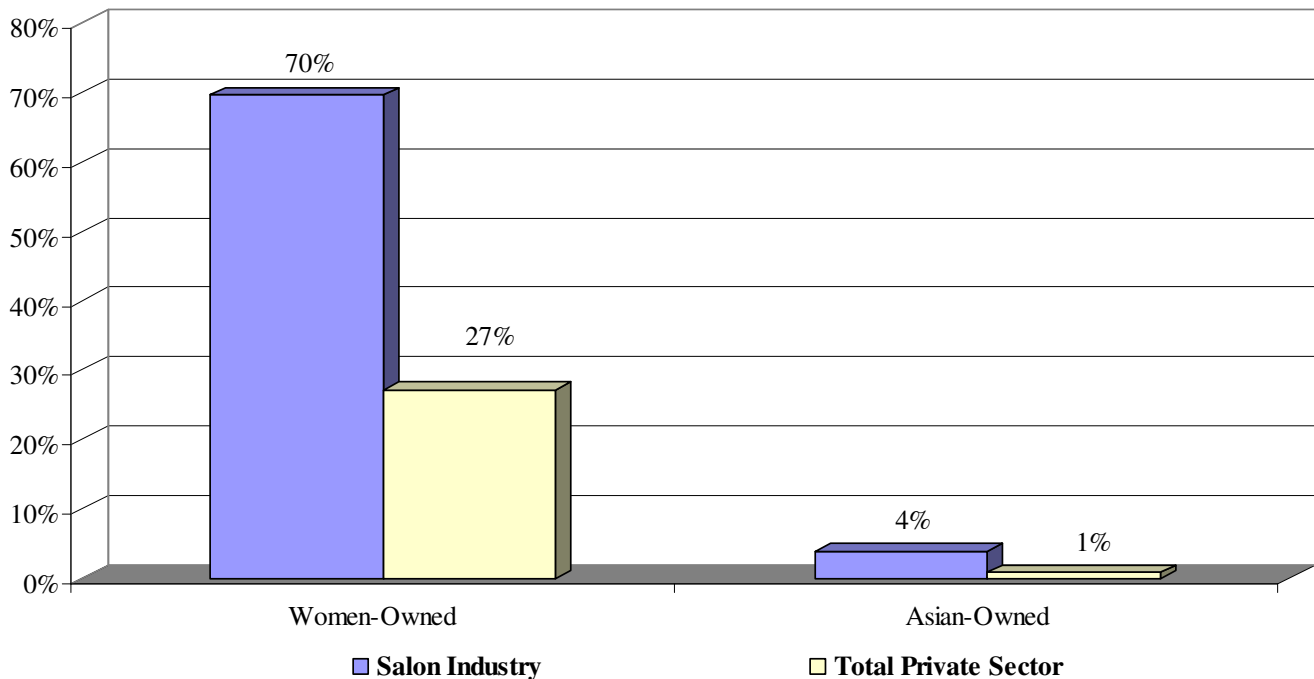
### VERMONT JOB GROWTH: 1999 TO 2009



### VERMONT SALON INDUSTRY TRENDS

- ⇒ Vermont's salon industry is a vibrant industry, generating over \$66 million in annual sales and providing employment opportunities for more than 800 individuals.
- ⇒ Growth in Vermont's salon industry fell behind the state's overall private sector in recent years.
- ⇒ Between 1999 and 2009, the number of salon industry jobs in Vermont declined 2 percent. In comparison, total private sector employment in the state declined 1 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)	198	814
<b>Total</b>		<b>198</b>	<b>814</b>

*\*Includes only establishments with payroll employees*

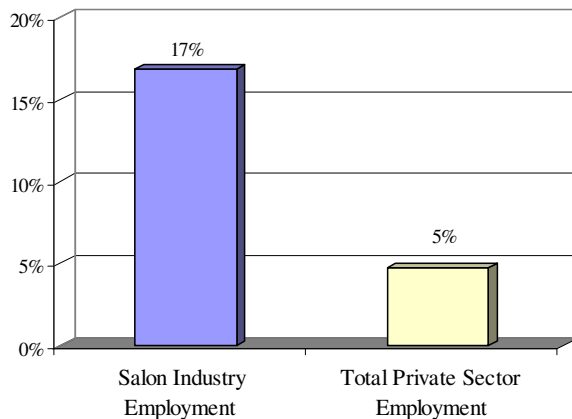
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE VIRGINIA SALON INDUSTRY

### VIRGINIA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$1.2 Billion
Establishments with Employees:	2,755
Payroll Employees:	16,522

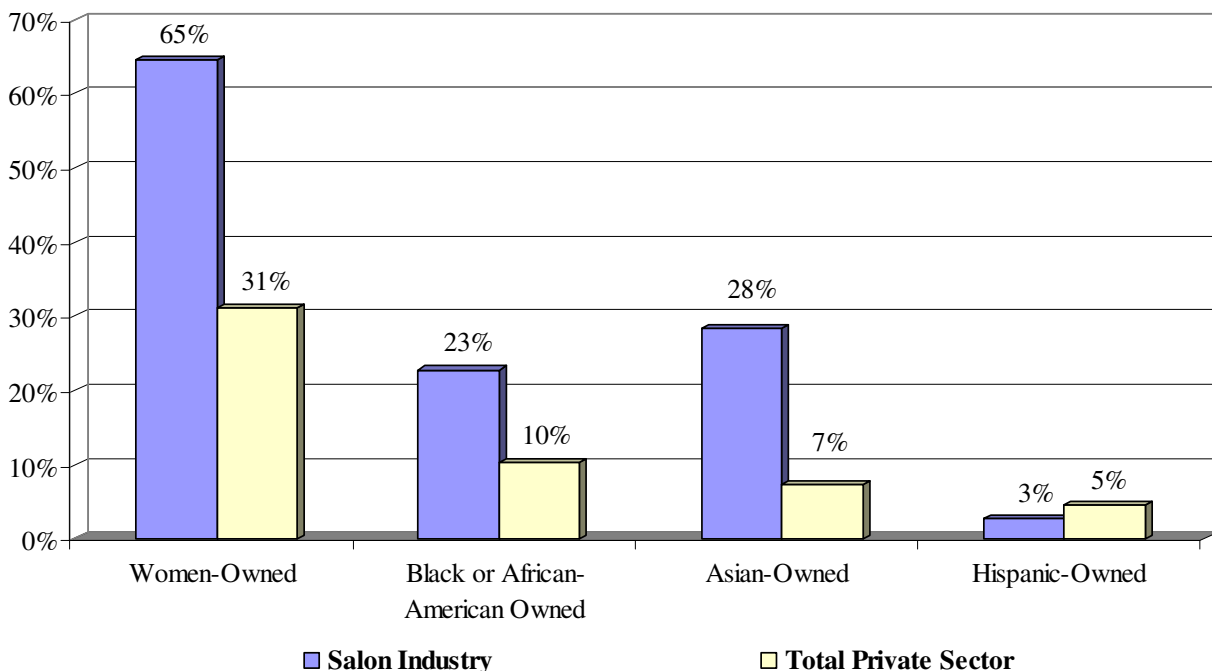
### VIRGINIA JOB GROWTH: 1999 TO 2009



### 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 16,500 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 1999 and 2009, the number of salon industry jobs in Virginia increased 17 percent. In contrast, total private sector employment in the state rose just 5 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)	264	1,581
2	E. Scott Rigell (R)	289	1,735
3	Robert C. "Bobby" Scott (D)	261	1,568
4	J. Randy Forbes (R)	196	1,176
5	Robert Hurt (R)	197	1,182
6	Bob Goodlatte (R)	276	1,658
7	Eric Cantor (R)	278	1,664
8	James P. Moran (D)	300	1,799
9	H. Morgan Griffith (R)	193	1,157
10	Frank R. Wolf (R)	255	1,529
11	Gerald E. Connolly (D)	245	1,472
<b>Total</b>		<b>2,755</b>	<b>16,522</b>

*\*Includes only establishments with payroll employees*

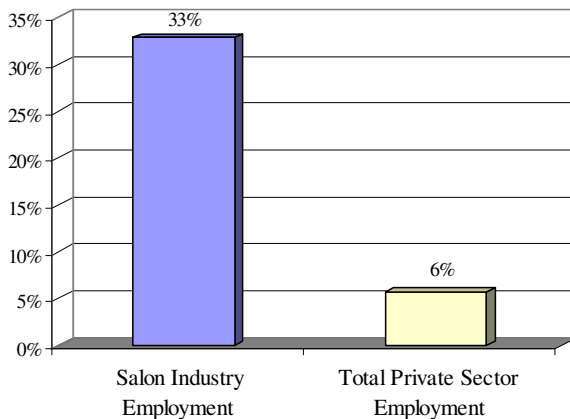
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE WASHINGTON SALON INDUSTRY

### WASHINGTON SALON INDUSTRY SNAPSHOT

Annual Sales:	\$861 Million
Establishments with Employees:	2,036
Payroll Employees:	12,010

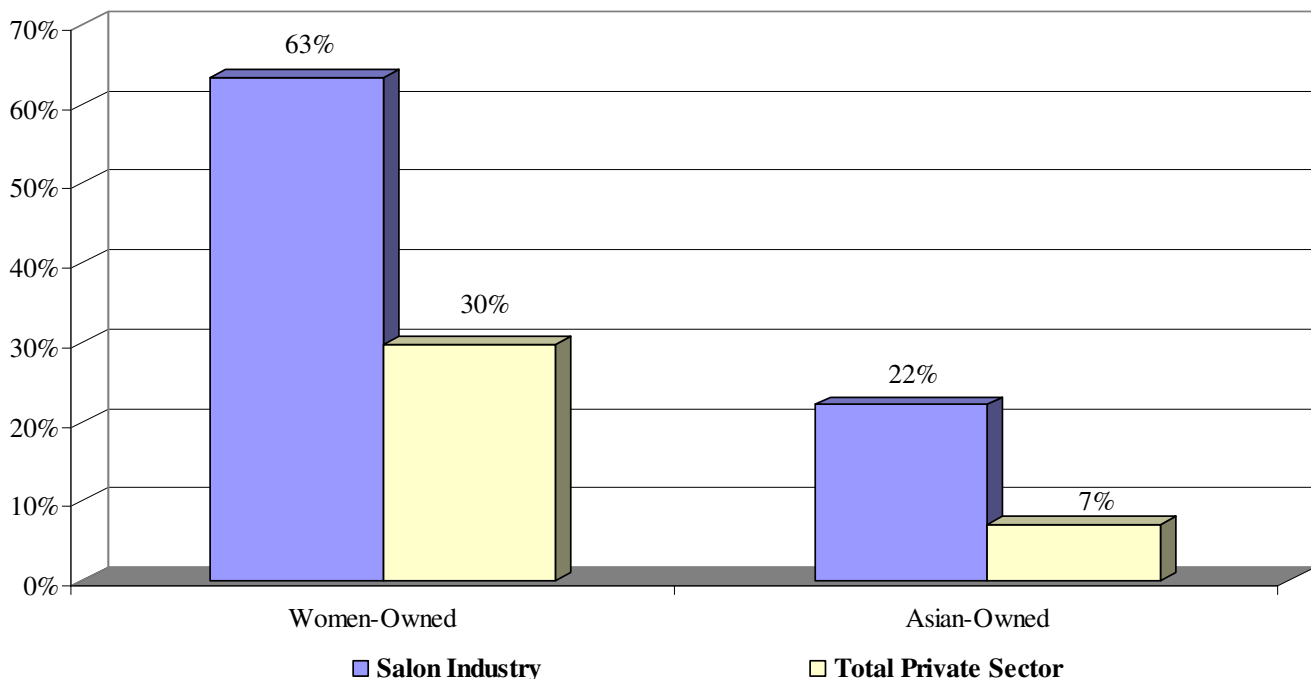
### WASHINGTON JOB GROWTH: 1999 TO 2009



### WASHINGTON SALON INDUSTRY TRENDS

- ⇒ Washington's salon industry is a vibrant and growing industry, generating over \$861 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 1999 and 2009, the number of salon industry jobs in Washington increased 33 percent. In contrast, total private sector employment in the state rose just 6 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	Jay Inslee (D)	259	1,530
2	Rick Larsen (D)	174	1,025
3	Jaime Herrera Beutler (R)	180	1,060
4	Richard "Doc" Hastings (R)	153	904
5	Cathy McMorris Rodgers (R)	211	1,245
6	Norman D. Dicks (D)	261	1,537
7	Jim McDermott (D)	311	1,836
8	David G. Reichert (R)	233	1,373
9	Adam Smith (D)	255	1,501
<b>Total</b>		<b>2,036</b>	<b>12,010</b>

*\*Includes only establishments with payroll employees*

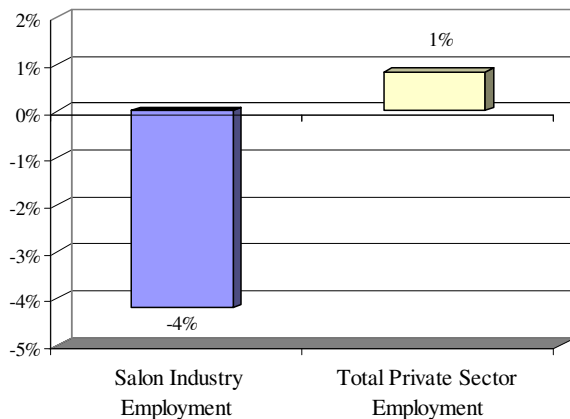
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE WEST VIRGINIA SALON INDUSTRY

### WEST VIRGINIA SALON INDUSTRY SNAPSHOT

Annual Sales:	\$140 Million
Establishments with Employees:	342
Payroll Employees:	1,681

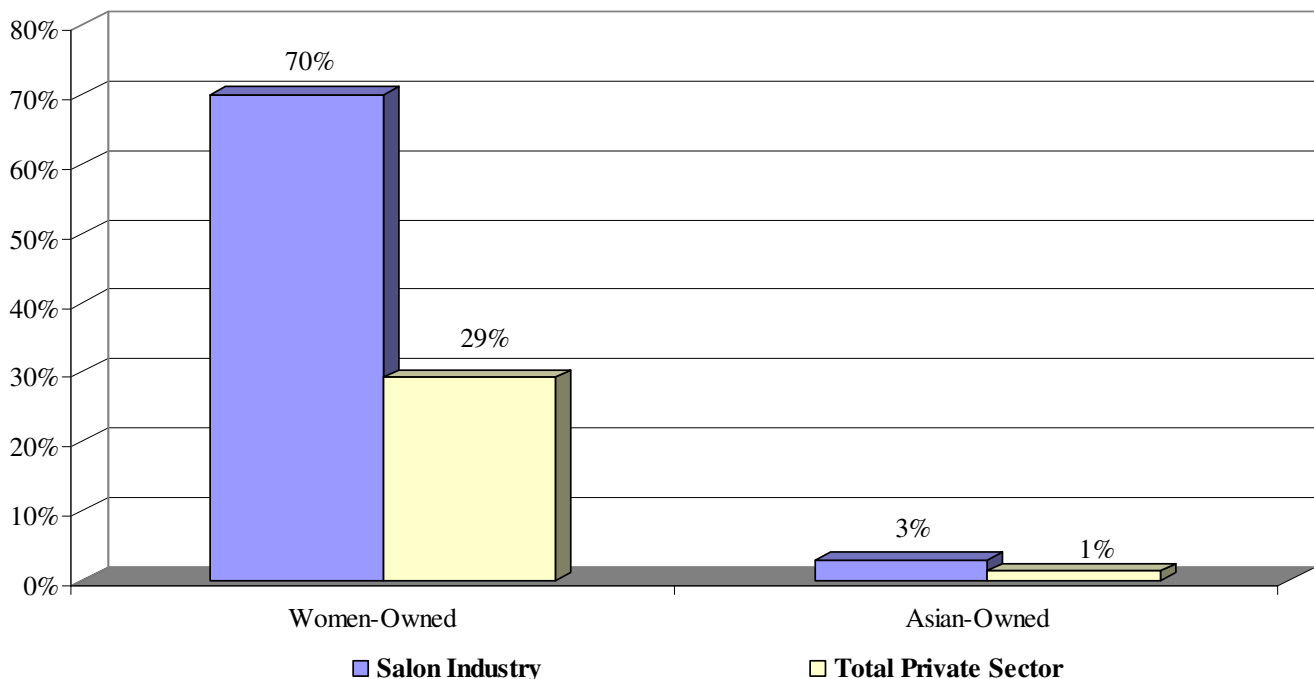
### WEST VIRGINIA JOB GROWTH: 1999 TO 2009



### WEST VIRGINIA SALON INDUSTRY TRENDS

- ⇒ West Virginia's salon industry is a vibrant industry, generating over \$140 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 1999 and 2009, the number of salon industry jobs in West Virginia declined 4 percent. In comparison, total private sector employment in the state rose 1 percent 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)	146	720
2	Shelley Moore Capito (R)	98	482
3	Nick J. Rahall II (D)	97	479
<b>Total</b>		<b>342</b>	<b>1,681</b>

*\*Includes only establishments with payroll employees*

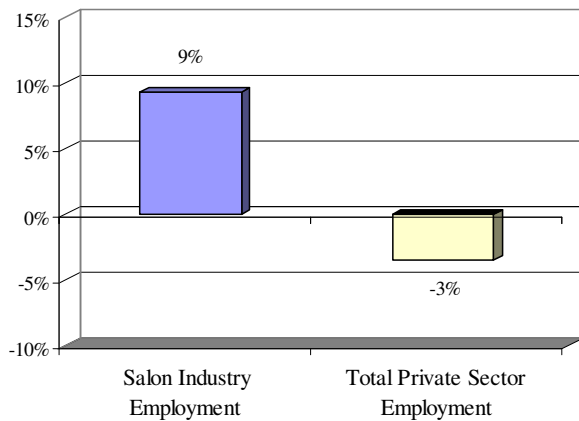
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE WISCONSIN SALON INDUSTRY

### WISCONSIN SALON INDUSTRY SNAPSHOT

Annual Sales:	\$698 Million
Establishments with Employees:	2,010
Payroll Employees:	12,815

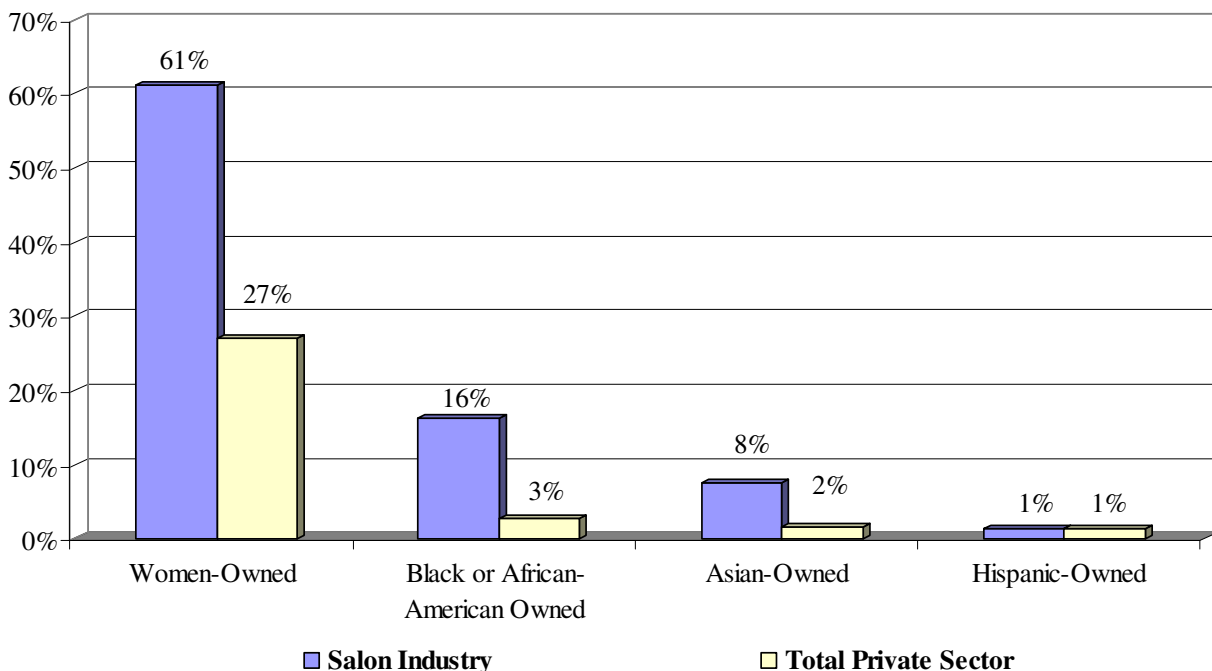
### WISCONSIN JOB GROWTH: 1999 TO 2009



### WISCONSIN SALON INDUSTRY TRENDS

- ⇒ Wisconsin's salon industry is a vibrant and growing industry, generating over \$698 million in annual sales and providing employment opportunities for more than 12,800 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 1999 and 2009, the number of salon industry jobs in Wisconsin increased 9 percent. In contrast, total private sector employment in the state declined 3 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)	262	1,671
2	Tammy Baldwin (D)	267	1,704
3	Ronald J. Kind (D)	249	1,589
4	Gwen Moore (D)	193	1,229
5	F. James Sensenbrenner, Jr. (R)	291	1,856
6	Thomas E. Petri (R)	248	1,583
7	Sean P. Duffy (R)	236	1,502
8	Reid J. Ribble (R)	264	1,682
<b>Total</b>		<b>2,010</b>	<b>12,815</b>

*\*Includes only establishments with payroll employees*

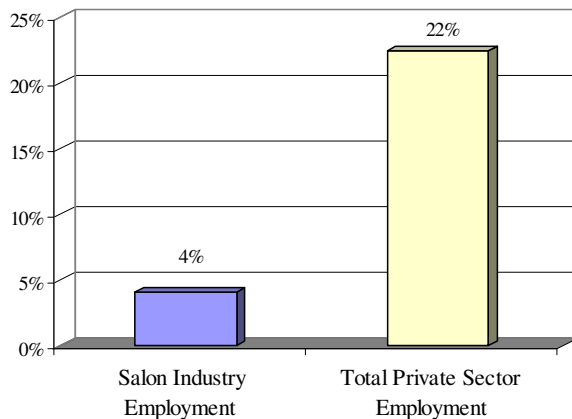
*Source: Professional Beauty Association estimates, based on data from the Bureau of Labor Statistics & U.S. Census Bureau*

## PORTRAIT OF THE WYOMING SALON INDUSTRY

### WYOMING SALON INDUSTRY SNAPSHOT

Annual Sales:	\$53 Million
Establishments with Employees:	125
Payroll Employees:	608

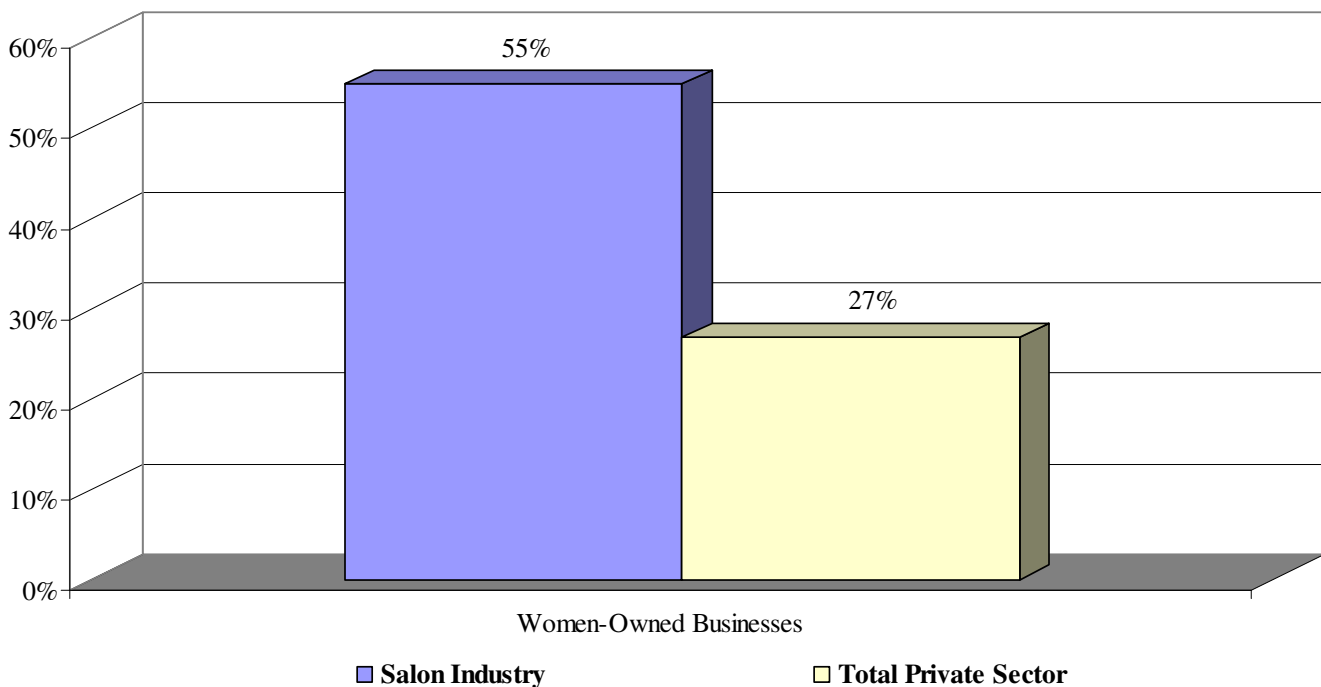
### WYOMING JOB GROWTH: 1999 TO 2009



### WYOMING SALON INDUSTRY TRENDS

- ⇒ Wyoming's salon industry is a vibrant industry, generating over \$53 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 1999 and 2009, the number of salon industry jobs in Wyoming increased 4 percent. In comparison, total private sector employment in the state increased 22 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)	125	608
<b>Total</b>		<b>125</b>	<b>608</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*