

**Cosmetology Advisory Board Meeting
February 10, 2020**

**Licensing Statistics
Sep. 1, 2019 - Dec. 31, 2019**

| | New Licenses Issued | % New Licenses Issued Online | Renewal Licenses Issued | % Renewed Online | FY 2020 TOTAL POPULATION | FY 2019 TOTAL POPULATION | % Change in Population |
|-----------------------------------|----------------------------|-------------------------------------|--------------------------------|-------------------------|---------------------------------|---------------------------------|-------------------------------|
| Licensed Individuals | | | | | | | |
| Cosmetology Operators | 1,909 | 88% | 21,743 | 96.1% | 151,633 | 152,435 | |
| Cosmetology Student Permits | 13,264 | 83.0% | not renewable | | 28,681 | 26,071 | |
| Cosmetology Specialty Licenses | 2,365 | 88% | 10,901 | 98.3% | 82,690 | 81,968 | |
| Cosmetology Instructors | 120 | 83.3% | 851 | 98.1% | 6,081 | 6,048 | |
| Total Licensed Individuals | 17,658 | 84.3% | 33,495 | 96.8% | 269,085 | 266,522 | 0.95% |

| | New Licenses Issued | % New Licenses Issued Online | Renewal Licenses Issued | % Renewed Online | FY 2020 TOTAL POPULATION | FY 2019 TOTAL POPULATION | % Change in Population |
|----------------------------------|----------------------------|-------------------------------------|--------------------------------|-------------------------|---------------------------------|---------------------------------|-------------------------------|
| Licensed Businesses | | | | | | | |
| Cosmetology Shops | 765 | n/a | 2061 | n/a | 19,516 | 19,620 | |
| Cosmetology Specialty Shops | 3091 | n/a | 4072 | n/a | 28,372 | 28,445 | |
| Cosmetology Schools | 10 | n/a | 193 | n/a | 507 | 501 | |
| Total Licensed Businesses | 3856 | 19.5% | 6133 | 23.4% | 48,395 | 48,566 | -0.35% |

| | FY 2020 TOTAL POPULATION | FY 2019 TOTAL POPULATION | % Change in Population |
|---|---------------------------------|---------------------------------|-------------------------------|
| TOTAL COSMETOLOGY POPULATION | 317,480 | 315,088 | 0.75% |
| TOTAL TDLR LICENSE BASE POPULATION | 805,983 | 832,771 | -3.32% |
| % OF COSMETOLOGY POPULATION | 39.4% | 37.8% | 3.95% |

ADVISORY BOARD ON COSMETOLOGY

 MONDAY, FEBRUARY 10TH, 2020

PERSONNEL UPDATES
HB2847 UPDATES
COSMETOLOGY STATISTICS AND TRENDS
COSMETOLOGY CURRICULUM STATISTICS

 (AS OF DECEMBER 31ST, 2019)

| 2020 | SEP | OCT | NOV | Q1 | DEC | JAN | FEB | Q2 | MAR | APR | MAY | Q3 | JUN | JUL | AUG | Q4 | TOT |
|-----------------------------|------------|------------|------------|-----------|------------|------------|------------|-----------|------------|------------|------------|-----------|------------|------------|------------|-----------|------------|
| CURRICULUM APPROVALS ISSUED | 46 | 27 | 33 | 106 | 27 | - | - | 27 | - | - | - | 0 | - | - | - | 0 | 133 |
| 2019 | SEP | OCT | NOV | Q1 | DEC | JAN | FEB | Q2 | MAR | APR | MAY | Q3 | JUN | JUL | AUG | Q4 | TOT |
| CURRICULUM APPROVALS ISSUED | 61 | 51 | 34 | 146 | 44 | 74 | 37 | 155 | 23 | 32 | 10 | 65 | 30 | 30 | 39 | 99 | 465 |
| 2018 | SEP | OCT | NOV | Q1 | DEC | JAN | FEB | Q2 | MAR | APR | MAY | Q3 | JUN | JUL | AUG | Q4 | TOT |
| CURRICULUM APPROVALS ISSUED | 121 | 97 | 66 | 284 | 54 | 159 | 61 | 274 | 140 | 113 | 293 | 546 | 303 | 255 | 54 | 612 | 1,716 |

COSMETOLOGY CONTINUING EDUCATION STATISTICS

 (AS OF DECEMBER 31ST, 2019)

| 2020 | SEP | OCT | NOV | Q1 | DEC | JAN | FEB | Q2 | MAR | APR | MAY | Q3 | JUN | JUL | AUG | Q4 | TOT |
|------------------------------|------------|------------|------------|-----------|------------|------------|------------|-----------|------------|------------|------------|-----------|------------|------------|------------|-----------|------------|
| COURSE APPROVALS ISSUED | 20 | 13 | 3 | 36 | 19 | - | - | 19 | - | - | - | 0 | - | - | - | 0 | 55 |
| TOTAL COURSES (END OF MONTH) | 230 | 227 | 215 | 215 | 209 | - | - | 209 | - | - | - | 0 | - | - | - | 0 | 209 |
| 2019 | SEP | OCT | NOV | Q1 | DEC | JAN | FEB | Q2 | MAR | APR | MAY | Q3 | JUN | JUL | AUG | Q4 | TOT |
| COURSE APPROVALS ISSUED | 12 | 16 | 7 | 35 | 9 | 28 | 21 | 58 | 29 | 12 | 29 | 70 | 21 | 12 | 27 | 60 | 223 |
| TOTAL COURSES (END OF MONTH) | 236 | 241 | 218 | 218 | 220 | 235 | 241 | 241 | 243 | 225 | 234 | 234 | 225 | 218 | 228 | 228 | 228 |
| 2018 | SEP | OCT | NOV | Q1 | DEC | JAN | FEB | Q2 | MAR | APR | MAY | Q3 | JUN | JUL | AUG | Q4 | TOT |
| COURSE APPROVALS ISSUED | 34 | 10 | 28 | 72 | 3 | 11 | 20 | 34 | 33 | 24 | 18 | 75 | 39 | 17 | 20 | 76 | 257 |
| TOTAL COURSES (END OF MONTH) | 214 | 210 | 225 | 225 | 221 | 220 | 214 | 214 | 233 | 230 | 233 | 233 | 240 | 249 | 246 | 246 | 246 |

COSMETOLOGY EXAMINATION STATISTICS
(AS OF DECEMBER 31ST, 2019)

| 2020 | SEP | OCT | NOV | Q1 | DEC | JAN | FEB | Q2 | MAR | APR | MAY | Q3 | JUN | JUL | AUG | Q4 | TOT |
|-------------|------------|------------|------------|---------------|------------|------------|------------|--------------|------------|------------|------------|---------------|------------|------------|------------|---------------|---------------|
| PASS | 1,905 | 2,373 | 2,062 | 6,340 | 1,899 | - | - | 1,899 | - | - | - | 0 | - | - | - | 0 | 8,239 |
| FAIL | 1,569 | 1,713 | 1,310 | 4,592 | 1,280 | - | - | 1,280 | - | - | - | 0 | - | - | - | 0 | 5,872 |
| TOTAL | 3,474 | 4,086 | 3,372 | 10,932 | 3,179 | - | - | 3,179 | - | - | - | 0 | - | - | - | 0 | 14,111 |
| RATE | 54.8% | 58.1% | 61.2% | 58.0% | 59.7% | 0.0% | 0.0% | 59.7% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 58.4% |
| 2019 | SEP | OCT | NOV | Q1 | DEC | JAN | FEB | Q2 | MAR | APR | MAY | Q3 | JUN | JUL | AUG | Q4 | TOT |
| PASS | 2,119 | 2,339 | 1,943 | 6,401 | 1,856 | 1,925 | 1,915 | 5,696 | 2,437 | 2,994 | 3,188 | 8,619 | 2,527 | 3,063 | 3,153 | 8,743 | 29,459 |
| FAIL | 1,132 | 1,389 | 1,089 | 3,610 | 1,025 | 1,072 | 1,075 | 3,172 | 1,360 | 1,697 | 1,681 | 4,738 | 1,460 | 1,591 | 1,690 | 4,741 | 16,261 |
| TOTAL | 3,251 | 3,728 | 3,032 | 10,011 | 2,881 | 2,997 | 2,990 | 8,868 | 3,797 | 4,691 | 4,869 | 13,357 | 3,987 | 4,654 | 4,843 | 13,484 | 45,720 |
| RATE | 65.2% | 62.7% | 64.1% | 63.9% | 64.4% | 64.2% | 64.0% | 64.2% | 64.2% | 63.8% | 65.5% | 64.5% | 63.4% | 65.8% | 65.1% | 64.8% | 64.4% |
| 2018 | SEP | OCT | NOV | Q1 | DEC | JAN | FEB | Q2 | MAR | APR | MAY | Q3 | JUN | JUL | AUG | Q4 | TOT |
| PASS | 1,900 | 2,712 | 1,887 | 6,499 | 1,735 | 1,744 | 1,812 | 5,291 | 2,336 | 2,691 | 3,276 | 8,303 | 2,716 | 2,411 | 2,558 | 7,685 | 2,778 |
| FAIL | 973 | 1,336 | 1,098 | 3,407 | 886 | 1,022 | 983 | 2,891 | 1,243 | 1,548 | 4,582 | 4,373 | 1,515 | 1,227 | 1,386 | 4,161 | 14,802 |
| TOTAL | 2,873 | 4,048 | 2,985 | 9,906 | 2,621 | 2,766 | 2,795 | 8,182 | 3,579 | 4,239 | 4,858 | 12,676 | 4,231 | 3,638 | 3,947 | 11,816 | 42,580 |
| RATE | 66.1% | 67.0% | 63.2% | 65.6% | 66.2% | 63.1% | 64.8% | 64.7% | 65.3% | 63.5% | 67.4% | 65.5% | 64.2% | 66.3% | 64.8% | 65.0% | 65.2% |

COSMETOLOGY EXAMINATION STATISTICS BY LICENSE TYPE
(AS OF DECEMBER 31ST, 2019)

| SEPT – OCT – NOV | | | | | DEC – JAN – FEB | | | | |
|-------------------------|--------------|--------------|---------------|---------------|-------------------------|--------------|--------------|--------------|---------------|
| 1 ST QUARTER | | | | | 2 ND QUARTER | | | | |
| LICENSE TYPE | PASS | FAIL | TOTAL | RATE | LICENSE TYPE | PASS | FAIL | TOTAL | RATE |
| OPERATOR WRITTEN | 1,503 | 1,487 | 2,990 | 50.27% | OPERATOR WRITTEN | 480 | 455 | 935 | 51.34% |
| OPERATOR PRACTICAL | 1,248 | 326 | 1,574 | 79.29% | OPERATOR PRACTICAL | 341 | 76 | 417 | 81.77% |
| MANICURIST WRITTEN | 869 | 1,382 | 2,251 | 38.61% | MANICURIST WRITTEN | 298 | 375 | 673 | 44.28% |
| MANICURIST PRACTICAL | 879 | 260 | 1,139 | 77.17% | MANICURIST PRACTICAL | 205 | 51 | 256 | 80.08% |
| ESTHETICIAN WRITTEN | 685 | 820 | 1,505 | 45.51% | ESTHETICIAN WRITTEN | 249 | 248 | 497 | 50.10% |
| ESTHETICIAN PRACTICAL | 728 | 60 | 788 | 92.39% | ESTHETICIAN PRACTICAL | 214 | 8 | 222 | 96.40% |
| MANI/ESTH WRITTEN | 12 | 66 | 78 | 15.38% | MANI/ESTH WRITTEN | 3 | 12 | 15 | 20.00% |
| MANI/ESTH PRACTICAL | 14 | 5 | 19 | 73.68% | MANI/ESTH PRACTICAL | 3 | 0 | 3 | 100.00% |
| EYE LASH WRITTEN | 102 | 38 | 140 | 72.86% | EYE LASH WRITTEN | 27 | 16 | 43 | 62.79% |
| EYE LASH PRACTICAL | 105 | 11 | 116 | 90.52% | EYE LASH PRACTICAL | 29 | 5 | 34 | 85.29% |
| HAIR WEAVING WRITTEN | 0 | 2 | 2 | 0.00% | HAIR WEAVING WRITTEN | 2 | 0 | 2 | 100.00% |
| HAIR WEAVING PRACTICAL | 1 | 0 | 1 | 100.00% | HAIR WEAVING PRACTICAL | 0 | 0 | 0 | 0.00% |
| WIG WRITTEN | 1 | 0 | 1 | 100.00% | WIG WRITTEN | 0 | 0 | 0 | 0.00% |
| WIG PRACTICAL | 0 | 0 | 0 | 0.00% | WIG PRACTICAL | 0 | 1 | 1 | 0.00% |
| INSTRUCTOR WRITTEN | 101 | 128 | 229 | 44.10% | INSTRUCTOR WRITTEN | 29 | 33 | 62 | 46.77% |
| INSTRUCTOR PRACTICAL | 92 | 7 | 99 | 92.93% | INSTRUCTOR PRACTICAL | 19 | 0 | 19 | 100.00% |
| TOTAL | 6,340 | 4,592 | 10,932 | 57.99% | TOTAL | 1,899 | 1,280 | 3,179 | 59.74% |

ADVISORY BOARD ON COSMETOLOGY

Enforcement Division Staff Report

February 10, 2020

Case Highlights

- **Crystal Gai Nhan d/b/a Star Nails Twenty-One**
(COS20190001626) - Agreed Order issued September 2, 2019

On October 2, 2019 an Agreed Order was signed that finalized the settlement agreement between the Department and Star Nails Twenty-One. As part of this negotiated settlement, owner Crystal Gai Nhan accepted liability for failing to properly clean, disinfect, and sterilize metal implements and electric drill bits and failing to properly maintain cleaning records for whirlpool foot spas. This was Ms. Nhan's **second violation** of the Cosmetology Law or Rules. The Order imposed a penalty of \$3,450. To date she is in compliance with her payment plan.

- **Latanya Wilkerson d/b/a Lashed by Latanya**
(COS20180012780) - Agreed Order issued September 2, 2019

On October 21, 2019, the Executive Director granted the Department's Motion for Default against **Latanya Wilkerson** for operating a beauty shop or specialty shop without a license. The Order imposed a penalty amount of \$1,750. To date no money has been paid by the Respondent.

This was Ms. Wilkerson's **second violation**. Specifically, on February 3, 2016, in the matter of *Latanya N. Wilkerson (Respondent)*, Case Number COS20150010788, the Executive Director of the Department issued a Default Order assessing the Respondent an administrative penalty of \$1,000 for performing or attempting to perform acts of cosmetology without a license. Respondent has an outstanding balance of \$800 remaining on a \$1,000 administrative penalty that was issued in 2016 for performing cosmetology without a license. Due to **failure to comply** with the previous Order, this second violation also carries a penalty of revocation of her cosmetology eyelash extension operator license.

- **Danny Bui and Kathy Le d/b/a Da Vi Nails**
(COS20190004933) - Agreed Order issued December 18, 2019

On December 18, 2019 the Executive Director signed an Agreed Order that finalized the settlement agreement between the Department and **Da Vi Nails**. As part of the negotiated settlement, owners **Danny Bui and Kathy Le** accepted liability for failing to properly clean and disinfect a portable whirlpool jet, failing to discard single-use buffer blocks after

use on a client and reusing these single use items on other customers, and failure to clean and disinfect whirlpool foot spa chairs on the premises. Mr. Bui and Ms. Le agreed to pay an administrative penalty of \$3,750. To date they are making payments towards compliance with this order.

- **Hawaiian Nail Bar LLC d/b/a Hawaiian Nail Addison LLC**
(COS20190014035) - Agreed Order issued December 18, 2019

On December 18, 2019, the Executive Director granted the Department’s Motion for Default against **Hawaiian Nail Bar LLC** for failure to properly clean and disinfect whirlpool foot spas, failure to follow the proper procedure when using a spa liner on the whirlpool foot spa, and failure to clean, disinfect, and sterilize metal manicure implements. The Order imposed a penalty amount of \$4,750. To date no money has been paid by the Respondent.

- **Miguel Armando Chavez**
(COS20190014835) | Revoked by Operation of Law in January 2019

On July 8, 2019, Mr. Chavez submitted his cosmetology operator license renewal application to the Department. However, in January 2019 Mr. Chavez was imprisoned as a result of his conviction for the felony offense of Unauthorized Use of a Vehicle. A provision in the Occupations Code automatically revokes an occupational license when the licensee is imprisoned for a felony, as Mr. Chavez was.

The Department notified Mr. Chavez that his license had been revoked by operation of law on the day he entered prison and that he will be eligible to apply for a new license once he is no longer imprisoned.

Key Statistics

Shown below are key statistics for the Cosmetology program and for all TDLR programs combined through November of Fiscal Year 2020.

| <u>Statistic</u> | <u>COS</u> | <u>TDLR</u> |
|--|-------------------|--------------------|
| • Number of cases opened: | 424 | 2,655 |
| • Number of cases resolved: | 407 | 2,570 |
| • Number of Final Orders: | 142 | 470 |
| • Total amount of penalties assessed: | \$166,035 | \$874,531 |
| • Total amount of penalties collected: | \$95,695 | \$403,443 |

Shown below are key statistics for the Cosmetology program and for all TDLR programs combined for Fiscal Year 2019.

| <u>Statistic</u> | <u>COS</u> | <u>TDLR</u> |
|--|-------------------|--------------------|
| • Number of cases opened: | 1,932 | 10,902 |
| • Number of cases resolved: | 1,697 | 10,113 |
| • Number of Final Orders: | 511 | 1,887 |
| • Total amount of penalties assessed: | \$470,675 | \$3,394,345 |
| • Total amount of penalties collected: | \$359,497 | \$1,731,554 |

Shown below are key statistics for the Cosmetology program and for all TDLR programs combined for Fiscal Year 2018.

| <u>Statistic</u> | <u>COS</u> | <u>TDLR</u> |
|--|-------------------|--------------------|
| • Number of cases opened: | 1,909 | 10,585 |
| • Number of cases resolved: | 2,139 | 9,833 |
| • Number of Final Orders: | 830 | 2,037 |
| • Total amount of penalties assessed: | \$725,655 | \$3,209,055 |
| • Total amount of penalties collected: | \$549,362 | \$1,528,594 |

Regulatory Program Management Division Staff Report and Briefing
Texas Department of Licensing and Regulation
Advisory Board on Cosmetology Meeting
February 10, 2020

Cosmetology Program Activities and Projects

- Staff are currently engaged in the Sunset Commission review process. RPM has met with Sunset staff and provided program statistics, history and subject matter expertise.
- Staff assists other Divisions with Regulatory Program Management-related emails and questions that require subject matter expertise review and input.
- Staff have been working with Bill Implementation Teams to incorporate recent legislation into program rules – specifically HB 2847.
- Staff participated in the Cosmetology Examination Review Committee meeting in Austin, Texas December 4-6, 2019.
- The Health and Safety Workgroup has not met to review the aesthetic scope as requested during the last Advisory Board meeting. We are still in the process of gathering data and will schedule once we have enough information for the group to review and discuss.

Public and Industry Outreach

- Jerry Gonzalez attended and staffed a booth at the TIVA Conference in Dallas, Texas January 21-23, 2020.
- Staff will be attending the Image Expo in Houston, Texas May 3-4, 2020.

Personnel Updates

- Charlotte Melder is the new Director of RPM. Charlotte was previously the RPM Business and Consumer Safety Section Manager and just prior to that role, she was an Enforcement Prosecutor.
- Amanda Smith has joined the MHP RPM Group as an Executive Assistant. Amanda has many years of regulatory experience and we are happy to have her on our team.

Medical and Health Professions Section Activities and Projects

- MHP staff were busy during the last legislative session. Staff reviewed over 50 bills, analyzed the impact of the proposed legislation and served on cost estimate teams for bills that relate to the medical and health profession programs. Staff are currently leading Bill Implementation Teams to implement the requirements of the new laws that were passed.
- Staff have been involved in training sessions with the new Anti-Human Trafficking Team.
- Staff will begin helping licensing process applications in February 2020.

Cosmetology Advisory Board Meeting

Field Inspections Division Report



The Face of TDLR

February 10, 2020

MOST COMMON VIOLATIONS FOUND DURING INSPECTIONS

Cosmetology Establishment Most Common Violations

1ST Quarter, Fiscal Year 2020

1. **Furniture, equipment, and/or fixtures are unclean or are not in good repair. – 16 Tex. Admin. Code Ch. 83.114(a)**
2. **Failed to have restroom on or near premises without stored chemicals. – 16 Tex. Admin. Code Ch. 83.114(e)**
3. **Failed to store clean tools and materials in a clean, dry, debris-free environment or failure to separate clean tools from soiled tools or non-cosmetology supplies. – 16 Tex. Admin Code Ch. 83.102(f)**
4. **Failed to post individual licenses with a current photograph at the licensee's work station or in a book at the front desk. – 16 Tex. Admin. Code 83.70(f)**
5. **Failed to keep all products used in the conduct of business properly labeled in compliance with OSHA requirements. – 16 Tex. Admin. Code Ch. 83.102(m)**
6. **Failed to keep a record of the date and time of each daily or bi-weekly cleaning and disinfecting of whirlpool foot spa. – 16 Tex. Admin. Code Ch. 83.108(e)**
7. **Failed to prepare fresh disinfectant daily or more often if solution becomes diluted or soiled. – 16 Tex. Admin. Code Ch. 83.101(a)(3)**
8. **Failed to display Notification of Public Interest Information and Participation. – Tex. Occupations Code Section 1603.151(2)**
9. **Failed to post the most recent inspection report issued by the department in a place clearly visible to the public. – 16 Tex. Admin. Code Ch. 83.71(l)**
10. **Salon failed to maintain a list of all booth renters (independent contractors). – 16 Tex. Admin Code Ch. 83.71(c)**

Cosmetology Schools Most Common Violations

1ST Quarter, Fiscal Year 2020

1. **Furniture, equipment, and/or fixtures are unclean or are not in good repair.** – 16 Tex. Admin. Code Ch. 83.114(a).
2. **Failure of school to display album containing the permits, with picture attached, of each student in the required manner.** – 16 Tex. Admin. Code Ch. 83.72(h).
3. **Failure to keep plumbing fixtures clean and free from cracks and similar disrepair that cannot be readily accessible for cleaning.** – 16 Tex. Admin. Code Ch. 83.114(c)
4. **Failed to thoroughly clean implements and surfaces of all visible debris prior to disinfection.** – 16 Tex. Admin. Code Ch. 83.101(a)(1)
5. **Failed to store clean tools and materials in a clean, dry, debris-free environment or failure to separate clean tools from soiled tools or non-cosmetology supplies.** – 16 Tex. Admin Code Ch. 83.102(f)
6. **Failed to have restroom on or near premises without stored chemicals.** – 16 Tex. Admin. Code Ch. 83.114(e)
7. **Failure to have permits for students enrolled in cosmetology.** – Tex. Occupations Code Section 1602.266(a)
8. **Failed to keep all products used in the conduct of business properly labeled in compliance with OSHA requirements.** – 16 Tex. Admin. Code Ch. 83.102(m)

DIVISION PROJECTS

CamTu Tran, East Region Manager, continues working with Vietnamese TV in Houston and Dallas. Decembers' episodes covered the most common violations found during Barber and Cosmetology inspections and the cleaning records cited in 16 Texas Administrative Code Ch. 83.108.

PERSONNEL UPDATES

Congratulations to Juliane Crocker, who accepted a position as a Management Analyst with the Office of Innovation and Project Management, effective November 15th. And we welcome Colleen Cloudy as the new Lead Facilitator on February 3.

STATISTICS

| | Cosmetology Salons | | Dual Establishments | | Cosmetology Mini-Salons | | Dual Mini-Shops | | Cosmetology Program Totals | |
|---------------------------|--------------------|---------|---------------------|---------|-------------------------|---------|-----------------|---------|----------------------------|---------|
| | FY 2020 | FY 2019 | FY 2020 | FY 2019 | FY 2020 | FY 2019 | FY 2020 | FY 2019 | FY 2020 | FY 2019 |
| SEPT | 1328 | 1500 | 214 | 279 | 752 | 437 | 31 | 20 | 2325 | 2236 |
| OCT | 1663 | 1670 | 265 | 306 | 839 | 376 | 18 | 18 | 2785 | 2370 |
| NOV | 1127 | 1469 | 151 | 322 | 387 | 419 | 10 | 16 | 1675 | 2226 |
| QTR 1 | 4118 | 4639 | 630 | 907 | 1978 | 1232 | 59 | 54 | 6785 | 6832 |
| DEC | 774 | 942 | 99 | 193 | 489 | 193 | 30 | 2 | 1392 | 1330 |
| JAN | | 1666 | | 275 | | 458 | | 19 | | 2418 |
| FEB | | 1533 | | 293 | | 365 | | 38 | | 2229 |
| QTR 2 | 774 | 4141 | 99 | 761 | 489 | 1016 | 30 | 59 | 1392 | 5977 |
| MAR | | 1576 | | 294 | | 421 | | 16 | | 2307 |
| APR | | 1361 | | 241 | | 670 | | 35 | | 2307 |
| MAY | | 1420 | | 239 | | 1534 | | 55 | | 3248 |
| QTR 3 | | 4357 | | 774 | | 2625 | | 106 | | 7862 |
| JUNE | | 1359 | | 243 | | 1256 | | 52 | | 2910 |
| JUL | | 1476 | | 241 | | 1159 | | 47 | | 2923 |
| AUG | | 1187 | | 205 | | 557 | | 25 | | 1974 |
| QTR 4 | | 4022 | | 689 | | 2972 | | 124 | | 7807 |
| Year to Date/ Year End | 4892 | 17,159 | 729 | 3,131 | 2467 | 7,845 | 89 | 343 | 8177 | 28,478 |

| Cosmetology Schools | | |
|-----------------------------------|----------------|----------------|
| | FY 2020 | FY 2019 |
| SEPT | 84 | 71 |
| OCT | 114 | 99 |
| NOV | 76 | 110 |
| QTR 1 | 274 | 280 |
| DEC | 50 | 36 |
| JAN | | 69 |
| FEB | | 68 |
| QTR 2 | 50 | 173 |
| MAR | | 83 |
| APR | | 111 |
| MAY | | 88 |
| QTR 3 | | 282 |
| JUNE | | 43 |
| JUL | | 47 |
| AUG | | 57 |
| QTR 4 | | 147 |
| Year to Date/ Year End | 324 | 882 |