

COMPLIANCE DIVISION REPORT

Cosmetology Advisory Board Meeting

November 13, 2017

Public Outreach

e

- Compliance has also attended the following trade shows since the last advisory meeting. Elizabeth Perez, Marinela La Fleur, David Gonzales, Irma Mendoza, Keitha Chester and Brian Francis have contributed at some point with our outreach efforts at the shows . We answer industry related questions; provide information on license renewals, and provide any other assistance asked of us. Facebook and Twitter have also been used to let the industry know we were there and increase our interaction with participants.

Armstrong McCall World's Fair – October 1-2, at the San Antonio Convention Center.

The 73rd NBCL- Texas State Association & Beauty Culturist's League, October 8-9, at the Holiday Inn Plaza in Beaumont.

Image Expo, November 12-13, at the Kay Bailey Hutchison Convention Center in Dallas.

Upcoming Trade Shows

Compliance Efforts/Statistics

- Elizabeth and Marinela continue to assist Enforcement, Field Operations staff, and Customer Service with questions that arise during investigations, inspections, as well as addressing daily industry inquiries/emails. We continue our participation in monthly BAR/COS taskforce meetings.

ADVISORY BOARD ON COSMETOLOGY

 NOVEMBER 13th, 2017

RECENT ACCOMPLISHMENTS AND CURRENT PROJECTS
EDUCATION, EXAMINATION, AND SCHOOL SERVICES
HURRICANE HARVEY UPDATES FROM E&E

We notified 219 high schools, private schools and colleges with instructions on the process to report hours that are being waived for missed school days. We have currently received 34 responses from those schools, which affected approximately 910 students. We know that 10,032 students are in areas that were affected by Hurricane Harvey. We received confirmation from 39 schools, that they are open and holding classes.

We are in the process of finding new schools to take on displaced students; so far, the count of misplaced students is 47. We had 4 schools that closed due to severe damage caused by Harvey; 3 schools are holding class in a temporary location. As of September 28th, we have received a total 246 emails in connection to Harvey.

Eligibilities were extended 60 days for candidates that were affected by Harvey. We had 5 PSI sites in Houston and Corpus Christi that were temporarily closed due to Harvey.

TOTAL E-MAIL ANSWERED BY STAFF

 (AS OF SEPTEMBER 30th, 2017)

MONTH	FY 2018	FY 2017	FY 2016	FY 2015
September	1,545	1,158	1,389	
October		1,263	1,060	
November		744	996	
December		653	760	
January		955	1,060	
February		974	1,047	
March		1,463	994	
April		981	966	
May		1,140	1,061	
June		1,747	911	
July		804	767	835
August		1,266	1,123	1,104
TOTAL	1,545	13,148	12,134	1,939

Continuing Education

Record Fees

➤ CE Completion Fees Totals Invoiced for fiscal year	\$1,265,825.00
<u>Total Payments Received for fiscal year</u>	<u>\$1,140,710.00</u>
Current Balance Due (as of July 31, 2017)	\$ 125,115.00

PUBLIC OUTREACH

We received an invitation to participate in the Fall 2017 Cosmo Camp. The Camp is being held at the Hampton Inn & Suites in Kyle on November 11th – 12th. Education Liaison, Rebecca Armas will be a presenter.

PERSONNEL UPDATE



On September 1st, we welcomed Lisa McDonald to E&E from Compliance. Lisa has been with the TDLR for 9 years. Lisa worked as a Program Specialist for the Service Contract Providers, Property Tax Professionals, Property Tax Consultants, Polygraph Examiners, Professional Employer Organizations, For-Profit Legal Services programs.

COSMETOLOGY STATISTICS AND TRENDS

COSMETOLOGY EXAMINATION STATISTICS

(AS OF September 30, 2017)

2018	SEP	OCT	NOV	Q1	DEC	JAN	FEB	Q2	MAR	APR	MAY	Q3	JUN	JUL	AUG	Q4	TOT
Pass	1,900	0	0	1,900	0	0	0	0	0	0	0	0	0	0	0	0	1,900
Fail	973	0	0	973	0	0	0	0	0	0	0	0	0	0	0	0	973
Total	2,873	0	0	2,873	0	0	0	0	0	0	0	0	0	0	0	0	2,873
Rate	66.1%	0	0	66.1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	66.1%

2017	SEP	OCT	NOV	Q1	DEC	JAN	FEB	Q2	MAR	APR	MAY	Q3	JUN	JUL	AUG	Q4	TOT
Pass	2,314	2,428	2,156	6,898	2,045	2,079	2,133	6,257	2,753	2,909	3,170	8,832	2,658	2,428	2,481	7,567	29,554
Fail	1,019	1,049	878	2,946	767	884	946	2,597	1,228	1,265	1,423	3,916	1,232	1,134	1,064	3,430	12,889
Total	3,333	3,477	3,034	9,844	2,812	2,963	3,079	8,854	3,981	4,174	4,593	12,748	3,890	3,562	3,545	10,997	42,443
Rate	69.4%	69.8%	71.1%	70.1%	72.7%	70.2%	69.3%	70.7%	69.2%	69.7%	69.0%	69.3%	68.3%	68.2%	70.0%	68.8%	69.6%

2016	SEP	OCT	NOV	Q1	DEC	JAN	FEB	Q2	MAR	APR	MAY	Q3	JUN	JUL	AUG	Q4	TOT
Pass	2,429	2,452	2,110	6,991	1,982	1,856	2,148	5,986	2,495	2,858	3,234	8,587	2,891	2,479	2,950	8,320	29,884
Fail	1,150	1,176	1,023	3,349	846	838	1,029	2,713	1,239	1,224	1,310	3,773	1,405	1,151	1,297	3,853	13,688
Total	3,579	3,628	3,133	10,340	2,828	2,694	3,177	8,699	3,734	4,082	4,544	12,360	4,296	3,630	4,247	12,173	43,572
Rate	67.9%	67.6%	67.3%	67.6%	70.1%	68.9%	67.6%	68.8%	66.8%	70.0%	71.2%	69.5%	67.3%	68.3%	69.5%	68.3%	68.6%

COSMETOLOGY INSPECTION STATISTICS

(AS OF September 30, 2017)

2018	SEP	OCT	NOV	Q1	DEC	JAN	FEB	Q2	MAR	APR	MAY	Q3	JUN	JUL	AUG	Q4	TOT
North	28	0	0	28	0	0	0	0	0	0	0	0	0	0	0	0	28
South	22	0	0	22	0	0	0	0	0	0	0	0	0	0	0	0	22
East	13	13	0	13	0	0	0	0	0	0	0	0	0	0	0	0	13
West	12	12	0	12	0	0	0	0	0	0	0	0	0	0	0	0	12
Initial	5	5	0	5	0	0	0	0	0	0	0	0	0	0	0	0	5
Total	80	0	0	80	0	0	0	0	0	0	0	0	0	0	0	0	80

2017	SEP	OCT	NOV	Q1	DEC	JAN	FEB	Q2	MAR	APR	MAY	Q3	JUN	JUL	AUG	Q4	TOT
North	6	0	0	6	16	22	22	60	26	27	23	76	22	15	0	37	179
South	29	31	23	83	14	23	25	62	21	11	13	45	13	1	0	14	204
East	30	22	26	78	9	23	20	52	31	26	31	88	17	11	0	28	246
West	25	29	25	79	7	29	26	62	25	14	32	71	16	9	0	25	237
Initial	0	1	0	1	1	0	4	5	4	1	0	5	1	0	0	1	12
Total	90	83	74	247	47	97	97	241	107	79	99	285	69	36	0	105	878

2016	SEP	OCT	NOV	Q1	DEC	JAN	FEB	Q2	MAR	APR	MAY	Q3	JUN	JUL	AUG	Q4	TOT
North	21	20	17	58	13	16	18	47	22	13	22	57	0	0	1	1	163
South	27	19	19	65	15	19	23	57	13	19	16	48	21	13	8	42	212
East	19	29	26	74	27	24	9	60	22	22	38	82	21	24	17	62	278
West	10	14	11	35	13	11	17	41	15	18	20	53	19	11	7	37	166
Initial	1	2	0	3	0	1	2	3	0	1	0	1	1	4	4	9	16
Total	78	84	73	235	68	71	69	208	72	73	96	241	62	52	37	151	835

COSMETOLOGY CURRICULUM STATISTICS

(As OF September 30, 2017)

2016	SEP	OCT	NOV	Q1	DEC	JAN	FEB	Q2	MAR	APR	MAY	Q3	JUN	JUL	AUG	Q4	TOT
Curriculum Approvals Issued	121	0	0	121	0	0	0	0	0	0	0	0	0	0	0	0	121

COSMETOLOGY CONTINUING EDUCATION STATISTICS

(As OF September 30, 2017)

2018	SEP	OCT	NOV	Q1	DEC	JAN	FEB	Q2	MAR	APR	MAY	Q3	JUN	JUL	AUG	Q4	TOT
Course Approvals Issued	34	0	0	34	0	0	0	0	0	0	0	0	0	0	0	0	34
Total Courses (end of month)	214	0	0	214	0	0	0	0	0	0	0	0	0	0	0	0	214

2017	SEP	OCT	NOV	Q1	DEC	JAN	FEB	Q2	MAR	APR	MAY	Q3	JUN	JUL	AUG	Q4	TOT
Course Approvals Issued	26	7	17	50	7	14	25	46	14	26	20	60	28	6	19	53	209
Total Courses (end of month)	241	238	235	235	229	224	230	230	218	216	217	217	215	209	22	202	202

2016	SEP	OCT	NOV	Q1	DEC	JAN	FEB	Q2	MAR	APR	MAY	Q3	JUN	JUL	AUG	Q4	TOT
Course Approvals Issued	13	10	20	43	13	11	21	45	38	19	18	75	31	23	18	72	235
Total Courses (end of month)	246	245	256	256	265	256	258	258	259	263	247	247	253	235	228	228	228

COSMETOLOGY EXAMINATION STATISTICS BY LICENSE TYPE
FY 2017

LICENSE TYPE	PASS	FAIL	TOTAL	RATE	LICENSE TYPE	PASS	FAIL	TOTAL	RATE
1ST QUARTER					2ND QUARTER				
OPERATOR WRITTEN	1,661	1,487	3,148	52.76%	OPERATOR WRITTEN	1,483	1,361	2,844	52.14%
OPERATOR PRACTICAL	1,693	184	1,877	90.20%	OPERATOR PRACTICAL	1,404	143	1,547	90.76%
MANICURIST WRITTEN	1,074	659	1,733	61.97%	MANICURIST WRITTEN	980	547	1,527	64.18%
MANICURIST PRACTICAL	998	119	1,117	89.35%	MANICURIST PRACTICAL	980	59	1,039	94.32%
ESTHETICIAN WRITTEN	613	326	939	65.28%	ESTHETICIAN WRITTEN	578	327	905	63.87%
ESTHETICIAN PRACTICAL	613	7	620	98.87%	ESTHETICIAN PRACTICAL	555	12	657	97.88%
MANI/ESTH WRITTEN	7	9	16	43.75%	MANI/ESTH WRITTEN	7	7	14	50.00%
MANI/ESTH PRACTICAL	9	2	11	81.82%	MANI/ESTH PRACTICAL	6	1	7	85.71%
EYE LASH WRITTEN	42	16	58	72.41%	EYE LASH WRITTEN	58	16	74	78.38%
EYE LASH PRACTICAL	40	3	43	93.02%	EYE LASH PRACTICAL	53	0	53	100.00%
HAIR WEAVING WRITTEN	7	1	8	87.50%	HAIR WEAVING WRITTEN	8	2	10	80.00%
HAIR WEAVING PRACTICAL	6	2	8	75.00%	HAIR WEAVING PRACTICAL	9	2	11	81.82%
WIG WRITTEN	0	0	0	0%	WIG WRITTEN	0	0	0	0%
WIG PRACTICAL	0	0	0	0%	WIG PRACTICAL	0	0	0	0%
INSTRUCTOR WRITTEN	77	116	193	39.90%	INSTRUCTOR WRITTEN	69	111	180	38.33%
INSTRUCTOR PRACTICAL	58	15	73	79.45%	INSTRUCTOR PRACTICAL	67	9	76	88.16%
TOTAL	6,898	2,946	9,844	70.07%	TOTAL	6,257	2,597	8,854	70.67%
3RD QUARTER					4TH QUARTER				
OPERATOR WRITTEN	2,978	2,347	5,325	55.92%	OPERATOR WRITTEN	1,284	1,242	2,526	50.83%
OPERATOR PRACTICAL	2,270	144	2,414	94.03%	OPERATOR PRACTICAL	1,450	115	1,565	92.65%
MANICURIST WRITTEN	955	718	1,673	57.08%	MANICURIST WRITTEN	696	535	1,231	56.54%
MANICURIST PRACTICAL	1,037	71	1,108	93.59%	MANICURIST PRACTICAL	602	44	646	93.19%
ESTHETICIAN WRITTEN	706	501	1,207	58.49%	ESTHETICIAN WRITTEN	445	316	761	58.48%
ESTHETICIAN PRACTICAL	652	15	667	97.75%	ESTHETICIAN PRACTICAL	423	17	440	96.14%
MANI/ESTH WRITTEN	8	5	13	61.54%	MANI/ESTH WRITTEN	5	2	7	71.43%
MANI/ESTH PRACTICAL	6	0	6	100.00%	MANI/ESTH PRACTICAL	4	1	5	80.00%
EYE LASH WRITTEN	41	16	57	71.93%	EYE LASH WRITTEN	28	15	43	65.12%
EYE LASH PRACTICAL	38	1	39	97.44%	EYE LASH PRACTICAL	36	3	39	92.31%
HAIR WEAVING WRITTEN	6	3	9	66.67%	HAIR WEAVING WRITTEN	6	3	9	66.67%
HAIR WEAVING PRACTICAL	6	1	7	85.71%	HAIR WEAVING PRACTICAL	3	0	3	100.00%
WIG WRITTEN	0	0	0	0%	WIG WRITTEN	0	0	0	0.00%
WIG PRACTICAL	0	0	0	0%	WIG PRACTICAL	0	0	0	0.00%
INSTRUCTOR WRITTEN	64	84	148	43.24%	INSTRUCTOR WRITTEN	58	71	129	44.96%
INSTRUCTOR PRACTICAL	65	10	75	86.67%	INSTRUCTOR PRACTICAL	46	2	48	95.83%
TOTAL	8,832	3,916	12,748	69.28%	TOTAL	5,086	2,366	7,452	68.25%

ADVISORY BOARD ON COSMETOLOGY

Enforcement Division Staff Report

November 13, 2017

Case Highlights

- On September 1, 2017, an Agreed Order was issued against Haircuts N More LLC d/b/a Haircuts N More assessing an administrative penalty in the amount of \$750 for employing unlicensed person to perform esthetician services who had not first obtained a license issued by the Department.
- On September 1, 2017, an Agreed Order was issued against Huong Minh Pham d/b/a Excel Nails assessing an administrative penalty of \$550 for failing to provide an autoclave, dry heat, ultraviolet or other department approved sterilizer as required.
- On September 15, 2017, an Agreed Order was issued against CL McKinney Aid Opco LLC d/b/a Colonial Lodge McKinney assessing an administrative penalty of \$375 for failing to properly ventilate the salon.
- On September 20, 2017, an Agreed Order was issued against Adrienne Renae Navarro d/b/a Just a Tease assessing an administrative penalty of \$750 for failing to cooperate in the performance of an inspection.
- On October 4, 2017, a Default Order was issued against Long Nguc Le d/b/a Rich & Famous Nail Spa, Inc. assessing an administrative penalty in the amount of \$4,000 for failing to properly clean and sanitize whirlpool foot spas. The Department charged four violations although there were twenty-two whirlpool foot spas not being properly cleaned at time of inspection.

Key Statistics for Fiscal Year 2017

Shown below are key statistics for the Cosmetology program and for all TDLR programs combined for Fiscal Year 2017.

<u>Statistic</u>	<u>COS</u>	<u>TDLR</u>
• Number of cases opened:	3,352	12,054
• Number of cases resolved:	3,296	12,405
• Number of Agreed Orders:	936	2,309
• Total amount of penalties assessed:	\$1,061,625	\$5,250,179
• Total amount of penalties collected:	\$794,909	\$2,571,951

Cosmetology Advisory Board Meeting

Field Operations Division Report



The Face of TDLR

November 13, 2017

Cosmetology Most Common Violations Found During Inspections

4th Quarter, Fiscal Year 2017

1. Failed to post salon license with a current photograph in public view or post individual licenses and booth rental (independent contractor) licenses at the licensee's work station or in a notebook. – Tex. Occupations Code Section 1602.401; 16 Tex. Admin. Code 83.70(e,f).

Individual licenses and booth rental (independent contractor) licenses may be posted at the licensee's work station in the public view or be made available in a notebook at the salon reception desk. A current photograph of the licensee approximately 1^{1/2} inches by 1^{1/2} inches shall be attached to the front of the license, certificate, or permit.

2. Failure to have rest room on or near premises without stored chemicals. - 16 Tex. Admin. Code Ch. 83.114(e). Every establishment shall provide at least one restroom located on or near the premises of the establishment. For public safety, chemical supplies shall not be stored in the restroom.

3. Failure to keep a record of the date and time of each daily or bi-weekly cleaning. - 16 Tex. Admin. Code Ch. 83.108(e,g,k,l). For whirlpool foot spas, a record shall be made on a department-approved form of the date and time of each cleaning and disinfecting indicating whether the cleaning was a daily or bi-weekly cleaning. This record shall be made at or near the time of cleaning and disinfecting and shall indicate if a spa was not used during any individual work day.

4. Establishment, furniture, equipment, and/or fixtures are unclean or are not in good repair. - 16 Tex. Admin. Code Ch. 83.114(a). Establishments shall keep the floors, walls, ceilings, shelves, furniture, furnishings, and fixtures clean and in good repair. Any cracks, holes, or other similar disrepair not readily accessible for cleaning shall be repaired or filled in to create a smooth, washable surface.

5. Salon failed to maintain a list of all booth renters (independent contractors). - 16 Tex. Admin. Code Ch.83.71(c). Salons may lease space to an independent contractor who holds a booth rental (independent contractor) license. The lessor to an independent contractor must maintain a list of all renters that includes the name of renter and the cosmetology license number of the renter. The lessor must supply the department inspector with a list of renters upon request.

6. Failure to display Notification of Public Interest Information and Participation. - Tex. Occupations Code Section 1603.151(2). Salons must notify consumers and service recipients of the name, mailing address, and telephone number of the department for the purpose of directing complaints to the department regarding barbering and cosmetology on a sign prominently displayed in the place of business.

7. Failure to store clean implements in a clean, dry, debris-free environment or failure to separate clean implements from soiled implements or non-cosmetology supplies. - 16 Tex. Admin. Code Ch. 83.102(f). All clean and disinfected implements and materials when not in use shall be stored in a clean, dry, debris-free environment including but not limited to drawers, cases, tool

belts, rolling trays, or hung from hooks. They must be stored separate from soiled implements and materials. Ultraviolet electrical sanitizers are permissible for use as a dry storage container. Non-cosmetology related supplies must be stored in separate drawers or locations.

8. Salon failed to post the most recent inspection report issued by the department in a conspicuous place clearly visible to the public. - 16 Tex. Admin. Code Ch. 83.71(m)

Cosmetology establishments shall display in the establishment, in a conspicuous place clearly visible to the public, a copy of the establishment's most recent inspection report issued by the department.

9. Failure to prepare fresh disinfectant daily or more often if solution becomes diluted or soiled. – 16 Tex. Admin. Code Ch. 83.101(a)(3). Disinfectants in which implements are to be immersed shall be prepared fresh daily or more often if solution becomes diluted or soiled.

10. Failure 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). Each cosmetology establishment shall keep all products used in the conduct of their business properly labeled in compliance with OSHA requirements.

Division Projects

Outreach

On September 14, CamTu Tran, East Region Manager presented TDLR's response to Hurricane Harvey on Viet TV Houston/Dallas Radio Vietnam 98.7 FMHD2.

On September 15, Ulises Ossio, TDLR Field Inspector, presented TDLR's response to Hurricane Harvey on Univision and Telemundo.

Helping Licensees Comply

The Cosmetology and the Barber Establishment Inspection Guides are now posted on the TDLR website. These reference guides will help licensees understand what Field Operations inspectors look for when performing an inspection.

Personnel Update

At the beginning of September, the Field Operations division hired four new field inspectors: Suzanne Creed, Quang Hoang, Lindsey Ren, and Angela Sanders. Quang and Lindsey are in the Houston area, Suzanne is in the DFW area, and Angela is in Corpus Christi.

The division is preparing to interview candidates for three more inspector positions which closed on November 8th. These inspectors will be located in Tarrant, Dallas, and Collin counties.

Inspection Statistics Cosmetology

	Cosmetology Salons		Dual Establishments		Cosmetology Mini-Salons		Dual Mini-Shops		Cosmetology Program Totals	
	FY 2018	FY 2017	FY 2018	FY 2017	FY 2018	FY 2017	FY 2018	FY 2017	FY 2018	FY 2016
SEPT	839	934	149	158	352	210	12	2	1352	1304
OCT		974		134		29		1		1138
NOV		922		115		19		0		1056
QTR 1	839	2830	149	407	352	258	12	3	1352	3498
DEC		939		120		204		10		1273
JAN		1139		168		201		5		1513
FEB		1056		135		219		8		1418
QTR 2		3134		423		624		23		4204
MAR		1513		195		192		13		1913
APR		937		142		289		16		1384
MAY		1052		159		223		6		1440
QTR 3		3502		496		704		35		4737
JUNE		1227		174		329		8		1738
JUL		1297		189		463		6		1955
AUG		993		164		1084		75		2316
QTR 4		3517		527		1876		89		6009
Year to Date/ Year End	839	12,983	149	1,853	352	3,462	12	150	1,352	18,448

**Cosmetology Advisory Board
Licensing Statistics
Fiscal Years 2014 to 2017**

License Type	New Licenses Issued	Percent New Licenses Issued Online	Renewal Licenses Issued	Percent Renewals Issued Online	FY 2017 TOTAL POPULATION*	FY 2016 TOTAL POPULATION*	FY 2015 TOTAL POPULATION*	FY 2014 TOTAL POPULATION*
Operator	4,497	N/A	41,479	94.5%	142,214	139,689	134,625	129,012
Manicure Specialist	2,688	N/A	11,619	97.4%	45,209	43,931	42,150	40,832
Esthetician Specialist	1,633	N/A	4,689	98.9%	20,258	19,763	19,553	19,149
Manicure/Esthetician Specialist	806	N/A	1,560	98.6%	6,559	5,688	4,044	2,179
Hair Weaving Specialists	16	N/A	43	97.7%	164	165	158	158
Wig Specialist	0	N/A	6	100.0%	15	14	15	14
Eyelash Extension Specialist	111	N/A	88	0.0%	724	623	604	487
Operator Instructor	157	N/A	1,606	97.6%	5,509	5,437	5,272	5,055
Manicure Instructor	8	N/A	16	87.5%	72	66	59	61
Esthetician Instructor	14	N/A	58	100.0%	205	193	179	169
Wig Instructor	0	N/A	0	0.0%	2	2	2	2
Manicurist/Esthetician Instructor	2	N/A	2	100.0%	12	10	6	3
Eyelash Extension Instructor	1	N/A	0	0.0%	1	0	0	0
Student Permits	21,590	85.2%	Does Not Renew		24,712	24,756	23,484	23,961
Cosmetology Salon	1,808	78.0%	5,290	97.4%	20,004	19,562	19,573	19,452
Manicure Salon	91	90.1%	151	98.7%	734	752	737	749
Esthetician Salon	255	83.1%	383	99.2%	1,507	1,394	1,230	1,098
Esthetician/Manicure Salon	835	84.8%	1,268	99.4%	5,966	5,677	5,181	4,819
Dual Salon/Shop	695	82.9%	888	97.7%	4,164	3,835	3,417	2,988
Hair Weaving Salon	57	82.9%	9	100.0%	57	73	89	90
Wig Salon	3	66.7%	11	90.9%	37	35	32	31
Eyelash Extension Salon	63	76.2%	29	100.0%	221	174	126	81
Mobile Salons	17	N/A	3	N/A	48	39	28	19
Cosmetology School-Private	7	N/A	141	N/A	201	220	221	225
Cosmetology School-Vocational	14	N/A	129	N/A	180	175	170	169
Cosmetology School-JR College	0	N/A	52	N/A	60	60	60	59
TOTAL INDIVIDUALS	31,523	80.8%	61,197	95.6%	245,776	240,462	235,217	235,603
TOTAL FACILITIES	6,641	85.8%	10,612	94.8%	44,109	42,217	37,002	29,880
TOTAL COSMETOLOGY LICENSEE POPULATION					289,885	282,679	272,219	265,483
TOTAL TDLR LICENSEE POPULATION					721,900	679,280	652,388	629,763
COSMETOLGY PERCENTAGE OF TOTAL TDLR LICENSEE POPULATION					40.2%	41.6%	41.7%	42.2%

*The population number is a snapshot of the number of active licenses on the first day of the month.
The number of licenses issued and renewed is the total activity performed during the fiscal year.