



Bureau for Private Postsecondary Education

2024 Annual Report

## Institution Information Confirmation Document

Institution Code: 50085278

Institution Name: The Esani Institute, LLC dba Paul Mitchell The School Sacramento

All approved institutions are required to post the most current Annual Report submission, conspicuously on the homepage of their website. The Annual Report will be available on the Bureau's website 48 hours after Bureau staff has completed and finalized the review of your submission. You may access your complete Annual Report document on the Bureau's website at <https://bppe.ca.gov/webapplications/annualReports/2024/summary>. Once Bureau staff alert you that your entire submission is complete, you may either, 1. Copy the link associated with your institution's Annual Report and paste the link to your institution's website. OR 2. You may select your Annual Report by clicking "Annual Report" copy and paste the Annual Report document to your institution's website.

Because reviewing each institution's submission is a timely process, the Bureau recommends that you compile all the confirmation documents into one file, in the following order, and save as verification of your submission, until it is available on the Bureau's website:

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1. One (1) 2024 Annual Report Institution Data Confirmation Document (sent when the Institution Data workflow is complete.)
2. All 2024 Annual Report Program Data Confirmation Documents (sent when each of the Program Data workflow is complete.)
3. All 2024 Annual Report Branch Location Data Confirmation Documents (sent when each of the Branch Data workflow is complete.)
4. All 2024 Annual Report Satellite Location Data Confirmation Documents (sent when each of the Satellite Data workflow is complete.)

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Institution Data submitted:

**Institution Data Tab:**

**1. Report Year:** 2024      **2. Institution Code:** 50085278

**3. Institution Name:** The Esani Institute, LLC dba Paul Mitchell The School Sacramento

**4. Street Address?** 2100 Arden Way Ste 265    **5. City:** Sacramento    **6. State:** CA    **7. Zip Code:** 95825

**8. Institution Type:** For profit corporation

**9. Number of Branch Locations?** 0    **10. Number of Satellite Locations?** 0

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**Fees/Accreditation Tab:**

**11. (a) Is this institution current with all assessments to the Student Tuition Recovery Fund?** Yes

**11. (b) Is this institution current on Annual Fees?** Yes

**12. Is your institution accredited by an accrediting agency/agencies recognized by the United States Department of Education?** Yes

**Accrediting Agency(ies):** National Accrediting Commission of Career Arts and Sciences, Inc.

**13. If your institution has specialized accreditation from a recognized United States Department of Education approved specialized/programmatic accreditor, List the accreditation.**

**14. Has any accreditation agency taken any final disciplinary action against this institution?** No

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**Financial Tab:**

**15. Does your institution participate in federal financial aid programs under Title IV of the Federal Higher Education Act? Yes**

What is the total amount of Title IV funds received by your institution in this Reporting Year? \$3,448,175.02

**16. Does your institution participate in veterans' financial aid education programs? Yes**

What is the total amount of veterans' financial aid funds received by your institution in this Reporting Year? \$141,038.46

**17. Does your institution participate in the Cal Grant program? No**

What is the total amount of Cal Grant funds received by your institution in this Reporting Year?

**18. Is your institution on the California's Eligible Training Provider List (ETPL)? No**

**19. Is your institution receiving funds from the Workforce Innovation and Opportunity Act (WIOA) Program? No**

**20. Does your Institution participate in, or offer, any other state or federal government financial aid programs? (i.e., vocational rehab...) : Yes**

If yes, please provide the name of the financial aid program. California Department of Rehabilitation

What is the total amount of any other state or federal funds received by your institution in the reporting year? \$90,340.93

**21. The percentage of institutional income that was derived from public funding. 69**

**22. Does your Institution participate in, or offer any non-government financial aid programs? (i.e., private grants/loans, institutional grants/loans) : No**

**23. The percentage of institutional income in the reporting year derived from any non-government financial aid. : 0**

**24. Enter the most recent three-year cohort default rate reported by the U.S. Department of Education for this institution, if applicable.: 0**

**25. Provide the percentage of the students who attended this institution during this Reporting Year who received federal student loans to help pay their cost of education at the school.: 64**

**26. Provide the average amount of federal student loan debt of graduates who took out federal student loans at this institution. : \$6,288.00**

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**Offerings Tab:**

**27. Total number of students enrolled at this institution? 626**

**28. Number of Doctorate Degree Programs Offered? 0**

**29. Number of Students enrolled in Doctorate programs at this institution? 0**

**30. Number of Master Degree Programs Offered? 0**

**31. Number of Students enrolled in Master programs at this institution? 0**

**32. Number of Bachelor Degree Programs Offered? 0**

**33. Number of Students enrolled in Bachelor programs at this institution? 0**

**34. Number of Associate Degree Programs Offered? 0**

**35. Number of Students enrolled in associate programs at this institution? 0**

**36. Number of Diploma or Certificate Programs Offered? 8**

**37. Number of Students enrolled in diploma or certificate programs at this institution? 626**

Total Program Count: 8

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**Wesbite/Uploads Tab:**

**Institution Website:**

**38. School Performance Fact Sheet Upload:** 50085278 PMTS Sacramento SPFS's.pdf

**39. Catalog Upload:** 50085278 SacramentoCatalog\_042324.pdf

**40. Enrollment Agreement Upload:** 50085278 PMTS Sacramento Enrollment Agreements.pdf

## Program Information Confirmation Document

Institution Code: 50085278

Institution Name: The Esani Institute, LLC dba Paul Mitchell The School Sacramento  
Program: Barbering Hybrid

All approved institutions are required to post the most current Annual Report submission, conspicuously on the homepage of their website. The Annual Report will be available on the Bureau's website 48 hours after Bureau staff has completed and finalized the review of your submission. You may access your complete Annual Report document on the Bureau's website at <https://bppe.ca.gov/webapplications/annualReports/2024/summary>. Once Bureau staff alert you that your entire submission is complete, you may either, 1. Copy the link associated with your institution's Annual Report and paste the link to your institution's website. OR 2. You may select your Annual Report by clicking "Annual Report" copy and paste the Annual Report document to your institution's website.

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3. All 2024 Annual Report Branch Location Data Confirmation Documents (sent when each of the Branch Data workflow is complete.)
4. All 2024 Annual Report Satellite Location Data Confirmation Documents (sent when each of the Satellite Data workflow is complete.)

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Program Data submitted:

**Program Data Tab:**

**1. Report Year:** 2024      **2. Institution Code:** 50085278

**3. Institution Name:** The Esani Institute, LLC dba Paul Mitchell The School Sacramento

**Program Name Tab:**

**4. Program Name:** Barbering Hybrid

**5. Degree/Program Level:** Diploma/Certificate      **5a. Degree/Program Level Other:**

**6. Degree/Program Title:**      **6a. Degree/Program Title Other:**

**7. SOC Code(s):** 39-5011 - Barbers

**Financial and Graduation Tab:**

|  |  |   |
|--|--|---|
| 8. Number of Degrees or Diplomas Awarded? 25   | 9. Total Charges for this Program? \$16,460.00   | 10. The percentage of enrolled students in the reporting year receiving federal student loans to pay for this program. 72 |
| 11. The percentage of graduates in the reporting year who took out federal student loans to pay for this program. 71 | 12. Number of Students Who Began the Program? 37 | 13. Students Available for Graduation? 37   |
| 14. On-time Graduates? 12  | 15. Completion Rate? 32.43243                    | 16. 150% Graduates? 28<br>17. 150% Completion Rate? 75.67568  |

18. Is the above data taken from the Integrated Postsecondary Education Data System (IPEDS) of the United States Department of Education? No

**Placement Data Tab:**

CEC § 94929.5 requires institutions to report placement data for every program that is designed or advertised to lead to a particular career, or advertised or promoted with any claim regarding job placement.

|  |   |   |
|--|---|---|
| 19. Graduates Available for Employment? 28                 | 20. Graduates Employed in the Field? 17 | 21. Placement Rate? 60.71429  |
| <b>22. Graduates Employed in the field...</b>              |   |   |
| <b>22a. 20 to 29 hours per week?</b> 1                     |   | <b>22b. At least 30 hours per week?</b> 5   |
| <b>23. Indicate the number of graduates employed...</b>    |   |   |
| <b>23a. In a single position in the field of study:</b> 17 |   | <b>23b. Concurrent aggregated positions in the field of study:</b> 0  |
| <b>23c. Freelance/self-employed:</b> 15                    |   | <b>23d. By the institution or an employer owned by the institution, or an employer who shares ownership with the institution:</b> 0 |

**Exam Passage Rate Tab:**

5 CCR §74112(j) requires the institution to collect the exam passage data directly from its graduates if the exam passage data is not available from the licensing agency.

26. Does this educational program lead to an occupation that requires State licensing? Yes

26a. Do graduates have the option or requirement for more than one type of State licensing exam? No

Option/Requirement #1:

Option/Requirement #2:

Option/Requirement #3:

Option/Requirement #4:

**Exam Passage Rate - Year 1 Tab:**

27. Name of the State licensing entity that licenses the field: Department of Consumer Affairs Board of Barbering and Cosmetology

28. Name of Exam? Barbering Written Exam

|  |   |   |                            |
|--|---|---|----------------------------|
| 29. Number of Graduates Taking State Exam? 6 | 30. Number Who Passed the State Exam? 4 | 31. Number Who Failed the State Exam? 2 | 32. Passage Rate? 66.66667 |
|--|---|---|----------------------------|

33. Is This Data from the State Licensing Agency that Administered the Exam? Yes

33a. Name of Agency: Department of Consumer Affairs Board of Barbering and Cosmetology

34. If the response to #33 is "No", provide a description of the process used for Attempting to Contact Students.

**Exam Passage Rate - Year 2 Tab:**

**35. Name of the State licensing entity that licenses the field:** Department of Consumer Affairs Board of Barbering and Cosmetology

**36. Name of Exam? Barbering Written Exam**

|  |  |   |                             |
|--|--|---|-----------------------------|
| <b>37. Number of Graduates Taking State Exam? 20</b> | <b>38. Number Who Passed the State Exam? 7</b> | <b>39. Number Who Failed the State Exam? 13</b> | <b>40. Passage Rate? 35</b> |
|--|--|---|-----------------------------|

**41. Is This Data from the State Licensing Agency that Administered the Exam? Yes**    **41a. Name of Agency:** Department of Consumer Affairs Board of Barbering and Cosmetology

**42. If the response to #41 is "No", provide a description of the process used for Attempting to Contact Students.**

**Salary Data Tab:**

CEC §94910(d) and 94929.5(a)(3) require the reporting of salary and wage information in increments of \$5,000.00 for graduates employed in the field of study.

**43. Graduates Available for Employment? 28**    **44. Graduates Employed in the Field of Study? 17**

**45. Graduates Employed in the Field of Study reported receiving the following salary or wage:**

|                               |                               |                               |                                |
|-------------------------------|-------------------------------|-------------------------------|--------------------------------|
| <b>\$0 - \$5,000: 0</b>       | <b>\$5,001 - \$10,000: 0</b>  | <b>\$10,001 - \$15,000: 4</b> | <b>\$15,001 - \$20,000: 1</b>  |
| <b>\$20,001 - \$25,000: 3</b> | <b>\$25,001 - \$30,000: 2</b> | <b>\$30,001 - \$35,000: 1</b> | <b>\$35,001 - \$40,000: 0</b>  |
| <b>\$40,001 - \$45,000: 1</b> | <b>\$45,001 - \$50,000: 0</b> | <b>\$50,001 - \$55,000: 0</b> | <b>\$55,001 - \$60,000: 0</b>  |
| <b>\$60,001 - \$65,000: 0</b> | <b>\$65,001 - \$70,000: 0</b> | <b>\$70,001 - \$75,000: 0</b> | <b>\$75,001 - \$80,000: 0</b>  |
| <b>\$80,001 - \$85,000: 0</b> | <b>\$85,001 - \$90,000: 0</b> | <b>\$90,001 - \$95,000: 0</b> | <b>\$95,001 - \$100,000: 0</b> |
| <b>Over \$100,001: 0</b>      |                               |                               |                                |

## Program Information Confirmation Document

Institution Code: 50085278

Institution Name: The Esani Institute, LLC dba Paul Mitchell The School Sacramento

Program: Barbering (1000 Hours)

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4. All 2024 Annual Report Satellite Location Data Confirmation Documents (sent when each of the Satellite Data workflow is complete.)

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Program Data submitted:

**Program Data Tab:**

**1. Report Year:** 2024      **2. Institution Code:** 50085278

**3. Institution Name:** The Esani Institute, LLC dba Paul Mitchell The School Sacramento

**Program Name Tab:**

**4. Program Name:** Barbering (1000 Hours)

**5. Degree/Program Level:** Diploma/Certificate      **5a. Degree/Program Level Other:**

**6. Degree/Program Title:**      **6a. Degree/Program Title Other:**

**7. SOC Code(s):** 39-5011 - Barbers

**Financial and Graduation Tab:**

|  |  |   |
|--|--|---|
| 8. Number of Degrees or Diplomas Awarded? 29   | 9. Total Charges for this Program? \$16,460.00   | 10. The percentage of enrolled students in the reporting year receiving federal student loans to pay for this program. 60 |
| 11. The percentage of graduates in the reporting year who took out federal student loans to pay for this program. 52 | 12. Number of Students Who Began the Program? 37 | 13. Students Available for Graduation? 37   |
| 14. On-time Graduates? 20  | 15. Completion Rate? 54.05405                    | 16. 150% Graduates? 29<br>17. 150% Completion Rate? 78.37838  |

18. Is the above data taken from the Integrated Postsecondary Education Data System (IPEDS) of the United States Department of Education? No

**Placement Data Tab:**

CEC § 94929.5 requires institutions to report placement data for every program that is designed or advertised to lead to a particular career, or advertised or promoted with any claim regarding job placement.

|   |  |                             |
|---|--|-----------------------------|
| 19. Graduates Available for Employment? 29              | 20. Graduates Employed in the Field? 25  | 21. Placement Rate? 86.2069 |
| <b>22. Graduates Employed in the field...</b>           |  |                             |
| 22a. 20 to 29 hours per week? 5                         | 22b. At least 30 hours per week? 7   |                             |
| <b>23. Indicate the number of graduates employed...</b> |  |                             |
| 23a. In a single position in the field of study: 24     | 23b. Concurrent aggregated positions in the field of study: 1  |                             |
| 23c. Freelance/self-employed: 17                        | 23d. By the institution or an employer owned by the institution, or an employer who shares ownership with the institution: 2 |                             |

**Exam Passage Rate Tab:**

5 CCR §74112(j) requires the institution to collect the exam passage data directly from its graduates if the exam passage data is not available from the licensing agency.

26. Does this educational program lead to an occupation that requires State licensing? Yes

26a. Do graduates have the option or requirement for more than one type of State licensing exam? No

Option/Requirement #1:

Option/Requirement #2:

Option/Requirement #3:

Option/Requirement #4:

**Exam Passage Rate - Year 1 Tab:**

27. Name of the State licensing entity that licenses the field: Department of Consumer Affairs Board of Barbering and Cosmetology

28. Name of Exam? Barbering Written Exam

|   |  |   |                            |
|---|--|---|----------------------------|
| 29. Number of Graduates Taking State Exam? 23 | 30. Number Who Passed the State Exam? 20 | 31. Number Who Failed the State Exam? 3 | 32. Passage Rate? 86.95652 |
|---|--|---|----------------------------|

33. Is This Data from the State Licensing Agency that Administered the Exam? Yes      33a. Name of Agency: Department of Consumer Affairs Board of Barbering and Cosmetology

34. If the response to #33 is "No", provide a description of the process used for Attempting to Contact Students.

**Exam Passage Rate - Year 2 Tab:**

**35. Name of the State licensing entity that licenses the field:** Department of Consumer Affairs Board of Barbering and Cosmetology

**36. Name of Exam? Barber Written Exam**

|  |   |   |                                   |
|--|---|---|-----------------------------------|
| <b>37. Number of Graduates Taking State Exam?</b> 26 | <b>38. Number Who Passed the State Exam?</b> 14 | <b>39. Number Who Failed the State Exam?</b> 12 | <b>40. Passage Rate?</b> 53.84615 |
|--|---|---|-----------------------------------|

**41. Is This Data from the State Licensing Agency that Administered the Exam? Yes** **41a. Name of Agency:** Department of Consumer Affairs Board of Barbering and Cosmetology

**42. If the response to #41 is "No", provide a description of the process used for Attempting to Contact Students.**

**Salary Data Tab:**

CEC §94910(d) and 94929.5(a)(3) require the reporting of salary and wage information in increments of \$5,000.00 for graduates employed in the field of study.

**43. Graduates Available for Employment?** 29      **44. Graduates Employed in the Field of Study?** 25

**45. Graduates Employed in the Field of Study reported receiving the following salary or wage:**

|                               |                               |                               |                                |
|-------------------------------|-------------------------------|-------------------------------|--------------------------------|
| <b>\$0 - \$5,000: 0</b>       | <b>\$5,001 - \$10,000: 0</b>  | <b>\$10,001 - \$15,000: 4</b> | <b>\$15,001 - \$20,000: 0</b>  |
| <b>\$20,001 - \$25,000: 1</b> | <b>\$25,001 - \$30,000: 1</b> | <b>\$30,001 - \$35,000: 1</b> | <b>\$35,001 - \$40,000: 1</b>  |
| <b>\$40,001 - \$45,000: 1</b> | <b>\$45,001 - \$50,000: 3</b> | <b>\$50,001 - \$55,000: 1</b> | <b>\$55,001 - \$60,000: 0</b>  |
| <b>\$60,001 - \$65,000: 0</b> | <b>\$65,001 - \$70,000: 0</b> | <b>\$70,001 - \$75,000: 0</b> | <b>\$75,001 - \$80,000: 0</b>  |
| <b>\$80,001 - \$85,000: 0</b> | <b>\$85,001 - \$90,000: 0</b> | <b>\$90,001 - \$95,000: 0</b> | <b>\$95,001 - \$100,000: 0</b> |
| <b>Over \$100,001: 0</b>      |                               |                               |                                |

## Program Information Confirmation Document

Institution Code: 50085278

Institution Name: The Esani Institute, LLC dba Paul Mitchell The School Sacramento

Program: Cosmetology Hybrid

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Program Data submitted:

**Program Data Tab:**

**1. Report Year:** 2024      **2. Institution Code:** 50085278

**3. Institution Name:** The Esani Institute, LLC dba Paul Mitchell The School Sacramento

**Program Name Tab:**

**4. Program Name:** Cosmetology Hybrid

**5. Degree/Program Level:** Diploma/Certificate      **5a. Degree/Program Level Other:**

**6. Degree/Program Title:**      **6a. Degree/Program Title Other:**

**7. SOC Code(s):** 39-5012 - Hairdressers, Hairstylists, and Cosmetologists

**Financial and Graduation Tab:**

|  |  |   |
|--|--|---|
| 8. Number of Degrees or Diplomas Awarded? 51   | 9. Total Charges for this Program? \$18,800.00   | 10. The percentage of enrolled students in the reporting year receiving federal student loans to pay for this program. 66 |
| 11. The percentage of graduates in the reporting year who took out federal student loans to pay for this program. 73 | 12. Number of Students Who Began the Program? 67 | 13. Students Available for Graduation? 67   |
| 14. On-time Graduates? 37  | 15. Completion Rate? 55.22388                    | 16. 150% Graduates? 51<br>17. 150% Completion Rate? 76.1194   |

18. Is the above data taken from the Integrated Postsecondary Education Data System (IPEDS) of the United States Department of Education? No

**Placement Data Tab:**

CEC § 94929.5 requires institutions to report placement data for every program that is designed or advertised to lead to a particular career, or advertised or promoted with any claim regarding job placement.

|  |   |   |
|--|---|---|
| 19. Graduates Available for Employment? 51                 | 20. Graduates Employed in the Field? 29 | 21. Placement Rate? 56.86275  |
| <b>22. Graduates Employed in the field...</b>              |   |   |
| <b>22a. 20 to 29 hours per week?</b> 4                     |   | <b>22b. At least 30 hours per week?</b> 6   |
| <b>23. Indicate the number of graduates employed...</b>    |   |   |
| <b>23a. In a single position in the field of study:</b> 29 |   | <b>23b. Concurrent aggregated positions in the field of study:</b> 0  |
| <b>23c. Freelance/self-employed:</b> 9                     |   | <b>23d. By the institution or an employer owned by the institution, or an employer who shares ownership with the institution:</b> 0 |

**Exam Passage Rate Tab:**

5 CCR §74112(j) requires the institution to collect the exam passage data directly from its graduates if the exam passage data is not available from the licensing agency.

26. Does this educational program lead to an occupation that requires State licensing? Yes

26a. Do graduates have the option or requirement for more than one type of State licensing exam? No

Option/Requirement #1:

Option/Requirement #2:

Option/Requirement #3:

Option/Requirement #4:

**Exam Passage Rate - Year 1 Tab:**

27. Name of the State licensing entity that licenses the field: Department of Consumer Affairs Board of Barbering and Cosmetology

28. Name of Exam? Cosmetology Written Exam

|   |   |   |                            |
|---|---|---|----------------------------|
| 29. Number of Graduates Taking State Exam? 13 | 30. Number Who Passed the State Exam? 8 | 31. Number Who Failed the State Exam? 5 | 32. Passage Rate? 61.53846 |
|---|---|---|----------------------------|

33. Is This Data from the State Licensing Agency that Administered the Exam? Yes

33a. Name of Agency: Department of Consumer Affairs Board of Barbering and Cosmetology

34. If the response to #33 is "No", provide a description of the process used for Attempting to Contact Students.

**Exam Passage Rate - Year 2 Tab:**

**35. Name of the State licensing entity that licenses the field:** Department of Consumer Affairs Board of Barbering and Cosmetology

**36. Name of Exam? Cosmetology Written Exam**

|  |   |   |                                   |
|--|---|---|-----------------------------------|
| <b>37. Number of Graduates Taking State Exam? 43</b> | <b>38. Number Who Passed the State Exam? 31</b> | <b>39. Number Who Failed the State Exam? 12</b> | <b>40. Passage Rate? 72.09302</b> |
|--|---|---|-----------------------------------|

**41. Is This Data from the State Licensing Agency that Administered the Exam? Yes**    **41a. Name of Agency:** Department of Consumer Affairs Board of Barbering and Cosmetology

**42. If the response to #41 is "No", provide a description of the process used for Attempting to Contact Students.**

**Salary Data Tab:**

CEC §94910(d) and 94929.5(a)(3) require the reporting of salary and wage information in increments of \$5,000.00 for graduates employed in the field of study.

**43. Graduates Available for Employment? 51**    **44. Graduates Employed in the Field of Study? 29**

**45. Graduates Employed in the Field of Study reported receiving the following salary or wage:**

|                               |                               |                               |                                |
|-------------------------------|-------------------------------|-------------------------------|--------------------------------|
| <b>\$0 - \$5,000: 0</b>       | <b>\$5,001 - \$10,000: 0</b>  | <b>\$10,001 - \$15,000: 5</b> | <b>\$15,001 - \$20,000: 1</b>  |
| <b>\$20,001 - \$25,000: 2</b> | <b>\$25,001 - \$30,000: 1</b> | <b>\$30,001 - \$35,000: 1</b> | <b>\$35,001 - \$40,000: 1</b>  |
| <b>\$40,001 - \$45,000: 1</b> | <b>\$45,001 - \$50,000: 1</b> | <b>\$50,001 - \$55,000: 0</b> | <b>\$55,001 - \$60,000: 0</b>  |
| <b>\$60,001 - \$65,000: 0</b> | <b>\$65,001 - \$70,000: 0</b> | <b>\$70,001 - \$75,000: 1</b> | <b>\$75,001 - \$80,000: 0</b>  |
| <b>\$80,001 - \$85,000: 0</b> | <b>\$85,001 - \$90,000: 0</b> | <b>\$90,001 - \$95,000: 0</b> | <b>\$95,001 - \$100,000: 0</b> |
| <b>Over \$100,001: 0</b>      |                               |                               |                                |

## Program Information Confirmation Document

Institution Code: 50085278

Institution Name: The Esani Institute, LLC dba Paul Mitchell The School Sacramento

Program: Cosmetology (1000 hours)

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4. All 2024 Annual Report Satellite Location Data Confirmation Documents (sent when each of the Satellite Data workflow is complete.)

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Program Data submitted:

**Program Data Tab:**

**1. Report Year:** 2024      **2. Institution Code:** 50085278

**3. Institution Name:** The Esani Institute, LLC dba Paul Mitchell The School Sacramento

**Program Name Tab:**

**4. Program Name:** Cosmetology (1000 hours)

**5. Degree/Program Level:** Diploma/Certificate      **5a. Degree/Program Level Other:**

**6. Degree/Program Title:**      **6a. Degree/Program Title Other:**

**7. SOC Code(s):** 39-5012 - Hairdressers, Hairstylists, and Cosmetologists

**Financial and Graduation Tab:**

|  |  |   |
|--|--|---|
| 8. Number of Degrees or Diplomas Awarded? 42   | 9. Total Charges for this Program? \$18,800.00   | 10. The percentage of enrolled students in the reporting year receiving federal student loans to pay for this program. 56 |
| 11. The percentage of graduates in the reporting year who took out federal student loans to pay for this program. 67 | 12. Number of Students Who Began the Program? 57 | 13. Students Available for Graduation? 57   |
| 14. On-time Graduates? 24  | 15. Completion Rate? 42.10526                    | 16. 150% Graduates? 42<br>17. 150% Completion Rate? 73.68421  |

18. Is the above data taken from the Integrated Postsecondary Education Data System (IPEDS) of the United States Department of Education? No

**Placement Data Tab:**

CEC § 94929.5 requires institutions to report placement data for every program that is designed or advertised to lead to a particular career, or advertised or promoted with any claim regarding job placement.

|  |   |                        |
|--|---|------------------------|
| 19. Graduates Available for Employment? 42   | 20. Graduates Employed in the Field? 21 | 21. Placement Rate? 50 |
| <b>22. Graduates Employed in the field...</b>  |   |                        |
| <b>22a. 20 to 29 hours per week? 2      22b. At least 30 hours per week? 4</b>   |   |                        |
| <b>23. Indicate the number of graduates employed...</b>  |   |                        |
| <b>23a. In a single position in the field of study: 21      23b. Concurrent aggregated positions in the field of study: 0</b>  |   |                        |
| <b>23c. Freelance/self-employed: 8      23d. By the institution or an employer owned by the institution, or an employer who shares ownership with the institution: 1</b> |   |                        |

**Exam Passage Rate Tab:**

5 CCR §74112(j) requires the institution to collect the exam passage data directly from its graduates if the exam passage data is not available from the licensing agency.

26. Does this educational program lead to an occupation that requires State licensing? Yes

26a. Do graduates have the option or requirement for more than one type of State licensing exam? No

Option/Requirement #1:

Option/Requirement #2:

Option/Requirement #3:

Option/Requirement #4:

**Exam Passage Rate - Year 1 Tab:**

27. Name of the State licensing entity that licenses the field: Department of Consumer Affairs Board of Barbering and Cosmetology

28. Name of Exam? Cosmetology Written Exam

|   |  |  |                            |
|---|--|--|----------------------------|
| 29. Number of Graduates Taking State Exam? 68 | 30. Number Who Passed the State Exam? 43 | 31. Number Who Failed the State Exam? 25 | 32. Passage Rate? 63.23529 |
|---|--|--|----------------------------|

33. Is This Data from the State Licensing Agency that Administered the Exam? Yes      33a. Name of Agency: Department of Consumer Affairs Board of Barbering and Cosmetology

34. If the response to #33 is "No", provide a description of the process used for Attempting to Contact Students.

**Exam Passage Rate - Year 2 Tab:**

**35. Name of the State licensing entity that licenses the field:** Department of Consumer Affairs Board of Barbering and Cosmetology

**36. Name of Exam? Cosmetology** Written exam

|  |   |   |                                   |
|--|---|---|-----------------------------------|
| <b>37. Number of Graduates Taking State Exam?</b> 38 | <b>38. Number Who Passed the State Exam?</b> 22 | <b>39. Number Who Failed the State Exam?</b> 16 | <b>40. Passage Rate?</b> 57.89474 |
|--|---|---|-----------------------------------|

**41. Is This Data from the State Licensing Agency that Administered the Exam?** Yes **41a. Name of Agency:** Department of Consumer Affairs Board of Barbering and Cosmetology

**42. If the response to #41 is "No", provide a description of the process used for Attempting to Contact Students.**

**Salary Data Tab:**

CEC §94910(d) and 94929.5(a)(3) require the reporting of salary and wage information in increments of \$5,000.00 for graduates employed in the field of study.

**43. Graduates Available for Employment?** 42 **44. Graduates Employed in the Field of Study?** 21

**45. Graduates Employed in the Field of Study** reported receiving the following salary or wage:

|                               |                               |                               |                                |
|-------------------------------|-------------------------------|-------------------------------|--------------------------------|
| <b>\$0 - \$5,000: 0</b>       | <b>\$5,001 - \$10,000: 0</b>  | <b>\$10,001 - \$15,000: 7</b> | <b>\$15,001 - \$20,000: 0</b>  |
| <b>\$20,001 - \$25,000: 1</b> | <b>\$25,001 - \$30,000: 3</b> | <b>\$30,001 - \$35,000: 0</b> | <b>\$35,001 - \$40,000: 1</b>  |
| <b>\$40,001 - \$45,000: 0</b> | <b>\$45,001 - \$50,000: 0</b> | <b>\$50,001 - \$55,000: 0</b> | <b>\$55,001 - \$60,000: 0</b>  |
| <b>\$60,001 - \$65,000: 0</b> | <b>\$65,001 - \$70,000: 0</b> | <b>\$70,001 - \$75,000: 0</b> | <b>\$75,001 - \$80,000: 0</b>  |
| <b>\$80,001 - \$85,000: 0</b> | <b>\$85,001 - \$90,000: 0</b> | <b>\$90,001 - \$95,000: 0</b> | <b>\$95,001 - \$100,000: 0</b> |
| <b>Over \$100,001: 0</b>      |                               |                               |                                |

## Program Information Confirmation Document

Institution Code: 50085278

Institution Name: The Esani Institute, LLC dba Paul Mitchell The School Sacramento

Program: Esthetics Hybrid

All approved institutions are required to post the most current Annual Report submission, conspicuously on the homepage of their website. The Annual Report will be available on the Bureau's website 48 hours after Bureau staff has completed and finalized the review of your submission. You may access your complete Annual Report document on the Bureau's website at <https://bppe.ca.gov/webapplications/annualReports/2024/summary>. Once Bureau staff alert you that your entire submission is complete, you may either, 1. Copy the link associated with your institution's Annual Report and paste the link to your institution's website. OR 2. You may select your Annual Report by clicking "Annual Report" copy and paste the Annual Report document to your institution's website.

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4. All 2024 Annual Report Satellite Location Data Confirmation Documents (sent when each of the Satellite Data workflow is complete.)

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Program Data submitted:

**Program Data Tab:**

**1. Report Year:** 2024      **2. Institution Code:** 50085278

**3. Institution Name:** The Esani Institute, LLC dba Paul Mitchell The School Sacramento

**Program Name Tab:**

**4. Program Name:** Esthetics Hybrid

**5. Degree/Program Level:** Diploma/Certificate      **5a. Degree/Program Level Other:**

**6. Degree/Program Title:**      **6a. Degree/Program Title Other:**

**7. SOC Code(s):** 39-5094 - Skincare Specialists

**Financial and Graduation Tab:**

|  |   |   |
|--|---|---|
| 8. Number of Degrees or Diplomas Awarded? 191  | 9. Total Charges for this Program? \$11,320.00    | 10. The percentage of enrolled students in the reporting year receiving federal student loans to pay for this program. 66 |
| 11. The percentage of graduates in the reporting year who took out federal student loans to pay for this program. 72 | 12. Number of Students Who Began the Program? 197 | 13. Students Available for Graduation? 197  |
| 14. On-time Graduates? 168   | 15. Completion Rate? 85.27919                     | 16. 150% Graduates? 191<br>17. 150% Completion Rate? 96.95431   |

18. Is the above data taken from the Integrated Postsecondary Education Data System (IPEDS) of the United States Department of Education? No

**Placement Data Tab:**

CEC § 94929.5 requires institutions to report placement data for every program that is designed or advertised to lead to a particular career, or advertised or promoted with any claim regarding job placement.

|   |  |                              |
|---|--|------------------------------|
| 19. Graduates Available for Employment? 191   | 20. Graduates Employed in the Field? 104 | 21. Placement Rate? 54.45026 |
| <b>22. Graduates Employed in the field...</b>   |  |                              |
| <b>22a. 20 to 29 hours per week? 7      22b. At least 30 hours per week? 23</b>   |  |                              |
| <b>23. Indicate the number of graduates employed...</b>   |  |                              |
| <b>23a. In a single position in the field of study: 104      23b. Concurrent aggregated positions in the field of study: 0</b>  |  |                              |
| <b>23c. Freelance/self-employed: 65      23d. By the institution or an employer owned by the institution, or an employer who shares ownership with the institution: 1</b> |  |                              |

**Exam Passage Rate Tab:**

5 CCR §74112(j) requires the institution to collect the exam passage data directly from its graduates if the exam passage data is not available from the licensing agency.

26. Does this educational program lead to an occupation that requires State licensing? Yes

26a. Do graduates have the option or requirement for more than one type of State licensing exam? No

Option/Requirement #1:

Option/Requirement #2:

Option/Requirement #3:

Option/Requirement #4:

**Exam Passage Rate - Year 1 Tab:**

27. Name of the State licensing entity that licenses the field: Department of Consumer Affairs Board of Barbering and Cosmetology

28. Name of Exam? Esthetics Written Exam

|   |  |  |                            |
|---|--|--|----------------------------|
| 29. Number of Graduates Taking State Exam? 71 | 30. Number Who Passed the State Exam? 60 | 31. Number Who Failed the State Exam? 11 | 32. Passage Rate? 84.50704 |
|---|--|--|----------------------------|

33. Is This Data from the State Licensing Agency that Administered the Exam? Yes      33a. Name of Agency: Department of Consumer Affairs Board of Barbering and Cosmetology

34. If the response to #33 is "No", provide a description of the process used for Attempting to Contact Students.

**Exam Passage Rate - Year 2 Tab:**

**35. Name of the State licensing entity that licenses the field:** Department of Consumer Affairs Board of Barbering and Cosmetology

**36. Name of Exam? Esthetics Written Exam**

|   |  |   |                                   |
|---|--|---|-----------------------------------|
| <b>37. Number of Graduates Taking State Exam?</b> 174 | <b>38. Number Who Passed the State Exam?</b> 140 | <b>39. Number Who Failed the State Exam?</b> 34 | <b>40. Passage Rate?</b> 80.45977 |
|---|--|---|-----------------------------------|

**41. Is This Data from the State Licensing Agency that Administered the Exam? Yes** **41a. Name of Agency:** Department of Consumer Affairs Board of Barbering and Cosmetology

**42. If the response to #41 is "No", provide a description of the process used for Attempting to Contact Students.**

**Salary Data Tab:**

CEC §94910(d) and 94929.5(a)(3) require the reporting of salary and wage information in increments of \$5,000.00 for graduates employed in the field of study.

**43. Graduates Available for Employment?** 191 **44. Graduates Employed in the Field of Study?** 104

**45. Graduates Employed in the Field of Study** reported receiving the following salary or wage:

|                               |                               |                                |                                |
|-------------------------------|-------------------------------|--------------------------------|--------------------------------|
| <b>\$0 - \$5,000: 0</b>       | <b>\$5,001 - \$10,000: 0</b>  | <b>\$10,001 - \$15,000: 18</b> | <b>\$15,001 - \$20,000: 5</b>  |
| <b>\$20,001 - \$25,000: 2</b> | <b>\$25,001 - \$30,000: 3</b> | <b>\$30,001 - \$35,000: 4</b>  | <b>\$35,001 - \$40,000: 2</b>  |
| <b>\$40,001 - \$45,000: 5</b> | <b>\$45,001 - \$50,000: 2</b> | <b>\$50,001 - \$55,000: 1</b>  | <b>\$55,001 - \$60,000: 1</b>  |
| <b>\$60,001 - \$65,000: 0</b> | <b>\$65,001 - \$70,000: 0</b> | <b>\$70,001 - \$75,000: 0</b>  | <b>\$75,001 - \$80,000: 0</b>  |
| <b>\$80,001 - \$85,000: 0</b> | <b>\$85,001 - \$90,000: 0</b> | <b>\$90,001 - \$95,000: 0</b>  | <b>\$95,001 - \$100,000: 1</b> |
| <b>Over \$100,001: 0</b>      |                               |                                |                                |

## Program Information Confirmation Document

Institution Code: 50085278

Institution Name: The Esani Institute, LLC dba Paul Mitchell The School Sacramento  
Program: Esthetics

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4. All 2024 Annual Report Satellite Location Data Confirmation Documents (sent when each of the Satellite Data workflow is complete.)

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Program Data submitted:

**Program Data Tab:**

**1. Report Year:** 2024      **2. Institution Code:** 50085278

**3. Institution Name:** The Esani Institute, LLC dba Paul Mitchell The School Sacramento

**Program Name Tab:**

**4. Program Name:** Esthetics

**5. Degree/Program Level:** Diploma/Certificate      **5a. Degree/Program Level Other:**

**6. Degree/Program Title:**      **6a. Degree/Program Title Other:**

**7. SOC Code(s):** 39-5094 - Skincare Specialists

**Financial and Graduation Tab:**

|  |  |   |
|--|--|---|
| 8. Number of Degrees or Diplomas Awarded? 23   | 9. Total Charges for this Program? \$11,320.00   | 10. The percentage of enrolled students in the reporting year receiving federal student loans to pay for this program. 44 |
| 11. The percentage of graduates in the reporting year who took out federal student loans to pay for this program. 57 | 12. Number of Students Who Began the Program? 24 | 13. Students Available for Graduation? 24   |
| 14. On-time Graduates? 18  | 15. Completion Rate? 75                          | 16. 150% Graduates? 23<br>17. 150% Completion Rate? 95.83333  |

18. Is the above data taken from the Integrated Postsecondary Education Data System (IPEDS) of the United States Department of Education? No

**Placement Data Tab:**

CEC § 94929.5 requires institutions to report placement data for every program that is designed or advertised to lead to a particular career, or advertised or promoted with any claim regarding job placement.

|  |   |                              |
|--|---|------------------------------|
| 19. Graduates Available for Employment? 23   | 20. Graduates Employed in the Field? 12 | 21. Placement Rate? 52.17391 |
| <b>22. Graduates Employed in the field...</b>  |   |                              |
| <b>22a. 20 to 29 hours per week? 0      22b. At least 30 hours per week? 4</b>   |   |                              |
| <b>23. Indicate the number of graduates employed...</b>  |   |                              |
| <b>23a. In a single position in the field of study: 12      23b. Concurrent aggregated positions in the field of study: 0</b>  |   |                              |
| <b>23c. Freelance/self-employed: 3      23d. By the institution or an employer owned by the institution, or an employer who shares ownership with the institution: 0</b> |   |                              |

**Exam Passage Rate Tab:**

5 CCR §74112(j) requires the institution to collect the exam passage data directly from its graduates if the exam passage data is not available from the licensing agency.

26. Does this educational program lead to an occupation that requires State licensing? Yes

26a. Do graduates have the option or requirement for more than one type of State licensing exam? No

Option/Requirement #1:

Option/Requirement #2:

Option/Requirement #3:

Option/Requirement #4:

**Exam Passage Rate - Year 1 Tab:**

27. Name of the State licensing entity that licenses the field: Department of Consumer Affairs Board of Barbering and Cosmetology

28. Name of Exam? Esthetics Written Exam

|  |   |  |                            |
|--|---|--|----------------------------|
| 29. Number of Graduates Taking State Exam? 140 | 30. Number Who Passed the State Exam? 117 | 31. Number Who Failed the State Exam? 23 | 32. Passage Rate? 83.57143 |
|--|---|--|----------------------------|

33. Is This Data from the State Licensing Agency that Administered the Exam? Yes      33a. Name of Agency: Department of Consumer Affairs Board of Barbering and Cosmetology

34. If the response to #33 is "No", provide a description of the process used for Attempting to Contact Students.

**Exam Passage Rate - Year 2 Tab:**

**35. Name of the State licensing entity that licenses the field:** Department of Consumer Affairs Board of Barbering and Cosmetology

**36. Name of Exam? Esthetics Written Exam**

|  |   |  |                                   |
|--|---|--|-----------------------------------|
| <b>37. Number of Graduates Taking State Exam?</b> 21 | <b>38. Number Who Passed the State Exam?</b> 17 | <b>39. Number Who Failed the State Exam?</b> 4 | <b>40. Passage Rate?</b> 80.95238 |
|--|---|--|-----------------------------------|

**41. Is This Data from the State Licensing Agency that Administered the Exam? Yes** **41a. Name of Agency:** Department of Consumer Affairs Board of Barbering and Cosmetology

**42. If the response to #41 is "No", provide a description of the process used for Attempting to Contact Students.**

**Salary Data Tab:**

CEC §94910(d) and 94929.5(a)(3) require the reporting of salary and wage information in increments of \$5,000.00 for graduates employed in the field of study.

**43. Graduates Available for Employment?** 23      **44. Graduates Employed in the Field of Study?** 12

**45. Graduates Employed in the Field of Study** reported receiving the following salary or wage:

|                               |                               |                               |                                |
|-------------------------------|-------------------------------|-------------------------------|--------------------------------|
| <b>\$0 - \$5,000: 0</b>       | <b>\$5,001 - \$10,000: 0</b>  | <b>\$10,001 - \$15,000: 1</b> | <b>\$15,001 - \$20,000: 0</b>  |
| <b>\$20,001 - \$25,000: 2</b> | <b>\$25,001 - \$30,000: 0</b> | <b>\$30,001 - \$35,000: 1</b> | <b>\$35,001 - \$40,000: 0</b>  |
| <b>\$40,001 - \$45,000: 0</b> | <b>\$45,001 - \$50,000: 1</b> | <b>\$50,001 - \$55,000: 0</b> | <b>\$55,001 - \$60,000: 0</b>  |
| <b>\$60,001 - \$65,000: 0</b> | <b>\$65,001 - \$70,000: 0</b> | <b>\$70,001 - \$75,000: 0</b> | <b>\$75,001 - \$80,000: 0</b>  |
| <b>\$80,001 - \$85,000: 0</b> | <b>\$85,001 - \$90,000: 0</b> | <b>\$90,001 - \$95,000: 0</b> | <b>\$95,001 - \$100,000: 0</b> |
| <b>Over \$100,001: 0</b>      |                               |                               |                                |

## Program Information Confirmation Document

Institution Code: 50085278

Institution Name: The Esani Institute, LLC dba Paul Mitchell The School Sacramento  
Program: Nail Care

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4. All 2024 Annual Report Satellite Location Data Confirmation Documents (sent when each of the Satellite Data workflow is complete.)

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Program Data submitted:

**Program Data Tab:**

**1. Report Year:** 2024      **2. Institution Code:** 50085278

**3. Institution Name:** The Esani Institute, LLC dba Paul Mitchell The School Sacramento

**Program Name Tab:**

**4. Program Name:** Nail Care

**5. Degree/Program Level:** Diploma/Certificate      **5a. Degree/Program Level Other:**

**6. Degree/Program Title:**      **6a. Degree/Program Title Other:**

**7. SOC Code(s):** 39-5092 - Manicurists and Pedicurists

**Financial and Graduation Tab:**

|   |   |  |
|---|---|--|
| 8. Number of Degrees or Diplomas Awarded? 0   | 9. Total Charges for this Program? \$10,000.00  | 10. The percentage of enrolled students in the reporting year receiving federal student loans to pay for this program. 0 |
| 11. The percentage of graduates in the reporting year who took out federal student loans to pay for this program. 0 | 12. Number of Students Who Began the Program? 0 | 13. Students Available for Graduation? 0   |
| 14. On-time Graduates? 0  | 15. Completion Rate?                            | 16. 150% Graduates? 0<br>17. 150% Completion Rate?   |

18. Is the above data taken from the Integrated Postsecondary Education Data System (IPEDS) of the United States Department of Education? No

**Placement Data Tab:**

CEC § 94929.5 requires institutions to report placement data for every program that is designed or advertised to lead to a particular career, or advertised or promoted with any claim regarding job placement.

|  |  |                     |
|--|--|---------------------|
| 19. Graduates Available for Employment? 0  | 20. Graduates Employed in the Field? 0 | 21. Placement Rate? |
| <b>22. Graduates Employed in the field...</b>  |  |                     |
| <b>22a. 20 to 29 hours per week? 0      22b. At least 30 hours per week? 0</b>   |  |                     |
| <b>23. Indicate the number of graduates employed...</b>  |  |                     |
| <b>23a. In a single position in the field of study: 0      23b. Concurrent aggregated positions in the field of study: 0</b>   |  |                     |
| <b>23c. Freelance/self-employed: 0      23d. By the institution or an employer owned by the institution, or an employer who shares ownership with the institution: 0</b> |  |                     |

**Exam Passage Rate Tab:**

5 CCR §74112(j) requires the institution to collect the exam passage data directly from its graduates if the exam passage data is not available from the licensing agency.

26. Does this educational program lead to an occupation that requires State licensing? Yes

26a. Do graduates have the option or requirement for more than one type of State licensing exam? No

Option/Requirement #1:

Option/Requirement #2:

Option/Requirement #3:

Option/Requirement #4:

**Exam Passage Rate - Year 1 Tab:**

27. Name of the State licensing entity that licenses the field: Department of Consumer Affairs Board of Barbering and Cosmetology

28. Name of Exam? Nail Technology Written Exam

|  |   |   |                   |
|--|---|---|-------------------|
| 29. Number of Graduates Taking State Exam? 0 | 30. Number Who Passed the State Exam? 0 | 31. Number Who Failed the State Exam? 0 | 32. Passage Rate? |
|--|---|---|-------------------|

33. Is This Data from the State Licensing Agency that Administered the Exam? Yes      33a. Name of Agency: Department of Consumer Affairs Board of Barbering and Cosmetology

34. If the response to #33 is "No", provide a description of the process used for Attempting to Contact Students.

**Exam Passage Rate - Year 2 Tab:**

**35. Name of the State licensing entity that licenses the field:** Department of Consumer Affairs Board of Barbering and Cosmetology

**36. Name of Exam? Nail Technology Written Exam**

| <b>37. Number of Graduates Taking State Exam? 0</b> | <b>38. Number Who Passed the State Exam? 0</b> | <b>39. Number Who Failed the State Exam? 0</b> | <b>40. Passage Rate?</b> |
|---|--|--|--------------------------|
|---|--|--|--------------------------|

**41. Is This Data from the State Licensing Agency that Administered the Exam? Yes**    **41a. Name of Agency:** Department of Consumer Affairs Board of Barbering and Cosmetology

**42. If the response to #41 is "No", provide a description of the process used for Attempting to Contact Students.**

**Salary Data Tab:**

CEC §94910(d) and 94929.5(a)(3) require the reporting of salary and wage information in increments of \$5,000.00 for graduates employed in the field of study.

**43. Graduates Available for Employment? 0**    **44. Graduates Employed in the Field of Study? 0**

**45. Graduates Employed in the Field of Study reported receiving the following salary or wage:**

|                               |                               |                               |                                |
|-------------------------------|-------------------------------|-------------------------------|--------------------------------|
| <b>\$0 - \$5,000: 0</b>       | <b>\$5,001 - \$10,000: 0</b>  | <b>\$10,001 - \$15,000: 0</b> | <b>\$15,001 - \$20,000: 0</b>  |
| <b>\$20,001 - \$25,000: 0</b> | <b>\$25,001 - \$30,000: 0</b> | <b>\$30,001 - \$35,000: 0</b> | <b>\$35,001 - \$40,000: 0</b>  |
| <b>\$40,001 - \$45,000: 0</b> | <b>\$45,001 - \$50,000: 0</b> | <b>\$50,001 - \$55,000: 0</b> | <b>\$55,001 - \$60,000: 0</b>  |
| <b>\$60,001 - \$65,000: 0</b> | <b>\$65,001 - \$70,000: 0</b> | <b>\$70,001 - \$75,000: 0</b> | <b>\$75,001 - \$80,000: 0</b>  |
| <b>\$80,001 - \$85,000: 0</b> | <b>\$85,001 - \$90,000: 0</b> | <b>\$90,001 - \$95,000: 0</b> | <b>\$95,001 - \$100,000: 0</b> |
| <b>Over \$100,001: 0</b>      |                               |                               |                                |