



2019 Annual Report

Institution Information Confirmation Document

Institution Code: 50085278

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

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https://www.bppe.ca.gov/webapps/summary_2018.php. 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 2019 Annual Report Branch Location Data Confirmation Documents (sent when each of the Branch Data workflow is complete.)
4. All 2019 Annual Report Satellite Location Data Confirmation Documents (sent when each of the Satellite Data workflow is complete.)

Institution Data submitted:

Institution Data Tab:

1. Report Year: 2019 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. Check all that apply to this institution: For profit corporation, Limited Liability Corporation (LLC)
9. Number of Branch Locations? 1 10. Number of Satellite Locations? 0

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

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? \$4,753,458.00

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? \$203,997.00

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

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

20. Does your Institution participate in, or offer any other government or non-governmental financial aid programs? Yes

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

21. The percentage of institutional income in 2017 that was derived from public funding. 71

22. Enter the most recent three-year cohort default rate reported by the U.S. Department of Education for this institution, if applicable. 17

23. 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. 67

Offerings Tab:

24. Total number of students enrolled at this institution? 747

25. Number of Doctorate Degree Programs Offered? 0

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

27. Number of Master Degree Programs Offered? 0

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

29. Number of Bachelor Degree Programs Offered? 0

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

31. Number of Associate Degree Programs Offered? 0

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

33. Number of Diploma or Certificate Programs Offered? 4

34. Number of Students enrolled in diploma or certificate programs at this institution? 438

Website/Uploads Tab:

Institution Website: <https://paulmitchell.edu/sacramento>

35. School Performance Fact Sheet Upload: 50085278 School Performance Fact Sheets.pdf

36. Catalog Upload: 50085278 Sacramento_SanJose Catalog.pdf

37. Enrollment Agreement Upload: 50085278 Enrollment Agreements.pdf

Branch Information Confirmation Document

Institution Code: 50085278

Institution Name: Paul Mitchell The School San Jose

Branch Location: 130 S Almaden Blvd (San Jose)

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Institution Branch Location Data submitted:

1. **Report Year:** 2019
2. **Institution Code:** 50085278
3. **Institution Name:** Paul Mitchell The School San Jose
4. **Total number of students at this branch location:** 1
5. **Name of Programs offered at this branch location:** Paul Mitchell The School San Jose
6. **Street Address (physical location):** 130 S Almaden Blvd
7. **City:** San Jose
8. **State:** CA
9. **Zip Code:** 95113



2019 Annual Report

Program Information Confirmation Document

Institution Code: 50085278

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

Program: Cosmetology

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Program Data submitted:

Program Data Tab:

1. Report Year: 2019 2. Institution Code: 50085278
3. Institution Name: The Esani Institute, LLC dba Paul Mitchell The School Sacramento

Program Name Tab:

4. Program Name: Cosmetology
5. Degree/Program Level: Diploma/Certificate 5a. Degree/Program Level Other:
6. Degree/Program Title: 6a. Degree/Program Title Other:

Financial and Graduation Tab:

7. Number of Degrees or Diplomas Awarded? 99	8. Total Charges for this Program? \$22,375.00	9. The percentage of enrolled students in 2017 receiving federal student loans to pay for this program. 67
10. The percentage of graduates in 2017 who took out federal student loans to pay for this program. 85	11. Number of Students Who Began the Program? 206	12. Students Available for Graduation? 206
13. On-time Graduates? 71	14. Completion Rate? 34.46602	15. 150% Completion Rate? 48

16. 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.

17. Graduates Available for Employment? 97	18 Graduates Employed in the Field? 62	19. Placement Rate? 63.91753
20. Graduates Employed in the field...		
20a. 20 to 29 hours per week? 12 20b. At least 30 hours per week? 21		
21. Indicate the number of graduates employed...		
21a. In a single position in the field of study: 62 21b. Concurrent aggregated positions in the field of study: 0		
21c. Freelance/self-employed: 16 21d. By the institution or an employer owned by the institution, or an employer who shares ownership with the institution: 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.

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

22a. 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:

23. Name of the State licensing entity that licenses the field: Yes

24. Name of Exam? Cosmetology Practical & Written Exams

25. Number of Graduates Taking State Exam? 74	26. Number Who Passed the State Exam? 58	27. Number Who Failed the State Exam? 16	28. Passage Rate? 78.37838
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29. Is This Data from the State Licensing Agency that Administered the Exam? Yes 29a. Name of Agency: California Department of Consumer Affairs - Board of Barbering and Cosmetology

30. If the response to #29 is "No", provide a description of the process used for Attempting to Contact Students.

Exam Passage Rate - Year 2 Tab:

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

32. Name of Exam? Cosmetology Practical and Written Exams

33. Number of Graduates Taking State Exam? 103	34. Number Who Passed the State Exam? 68	35. Number Who Failed the State Exam? 35	36. Passage Rate? 66.01942
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37. Is This Data from the State Licensing Agency that Administered the Exam? Yes 37a. Name of Agency: California Department of Consumer Affairs - Board of Barbering and Cosmetology

38. If the response to #37 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.

39. Graduates Available for Employment? 97 40. Graduates Employed in the Field of Study? 62

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

\$0 - \$5,000: 0	\$5,001 - \$10,000: 0	\$10,001 - \$15,000: 8	\$15,001 - \$20,000: 23
\$20,001 - \$25,000: 2	\$25,001 - \$30,000: 5	\$30,001 - \$35,000: 1	\$35,001 - \$40,000: 1
\$40,001 - \$45,000: 1	\$45,001 - \$50,000: 0	\$50,001 - \$55,000: 0	\$55,001 - \$60,000: 0
\$60,001 - \$65,000: 0	\$65,001 - \$70,000: 0	\$70,001 - \$75,000: 0	\$75,001 - \$80,000: 0
\$80,001 - \$85,000: 0	\$85,001 - \$90,000: 0	\$90,001 - \$95,000: 0	\$95,001 - \$100,000: 0
Over \$100,001: 0			



2019 Annual Report

Program Information Confirmation Document

Institution Code: 50085278

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

Program: Barbering

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Program Data submitted:

Program Data Tab:

1. Report Year: 2019 2. Institution Code: 50085278
3. Institution Name: The Esani Institute, LLC dba Paul Mitchell The School Sacramento

Program Name Tab:

4. Program Name: Barbering
5. Degree/Program Level: Diploma/Certificate 5a. Degree/Program Level Other:
6. Degree/Program Title: 6a. Degree/Program Title Other:

Financial and Graduation Tab:

7. Number of Degrees or Diplomas Awarded? 43	8. Total Charges for this Program? \$19,500.00	9. The percentage of enrolled students in 2017 receiving federal student loans to pay for this program. 67
10. The percentage of graduates in 2017 who took out federal student loans to pay for this program. 63	11. Number of Students Who Began the Program? 62	12. Students Available for Graduation? 62
13. On-time Graduates? 24	14. Completion Rate? 38.70968	15. 150% Completion Rate? 69

16. 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.

17. Graduates Available for Employment? 43	18 Graduates Employed in the Field? 31	19. Placement Rate? 72.09302
20. Graduates Employed in the field...		
20a. 20 to 29 hours per week? 13 20b. At least 30 hours per week? 11		
21. Indicate the number of graduates employed...		
21a. In a single position in the field of study: 31 21b. Concurrent aggregated positions in the field of study: 0		
21c. Freelance/self-employed: 4 21d. By the institution or an employer owned by the institution, or an employer who shares ownership with the institution: 1		

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.

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

22a. 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:

23. Name of the State licensing entity that licenses the field: Yes

24. Name of Exam? Barbering Practical and Written Exams

25. Number of Graduates Taking State Exam? 28	26. Number Who Passed the State Exam? 23	27. Number Who Failed the State Exam? 5	28. Passage Rate? 82.14286
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29. Is This Data from the State Licensing Agency that Administered the Exam? Yes 29a. Name of Agency: California Department of Consumer Affairs- Board of barbering and Cosmetology

30. If the response to #29 is "No", provide a description of the process used for Attempting to Contact Students.

Exam Passage Rate - Year 2 Tab:

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

32. Name of Exam? Barbering Practical and Written Exams

33. Number of Graduates Taking State Exam? 17	34. Number Who Passed the State Exam? 8	35. Number Who Failed the State Exam? 9	36. Passage Rate? 47.05882
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37. Is This Data from the State Licensing Agency that Administered the Exam? Yes 37a. Name of Agency: California Department of Consumer Affairs- Board of Barbering and Cosmetology

38. If the response to #37 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.

39. Graduates Available for Employment? 43 40. Graduates Employed in the Field of Study? 31

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

\$0 - \$5,000: 0	\$5,001 - \$10,000: 0	\$10,001 - \$15,000: 3	\$15,001 - \$20,000: 14
\$20,001 - \$25,000: 6	\$25,001 - \$30,000: 0	\$30,001 - \$35,000: 1	\$35,001 - \$40,000: 0
\$40,001 - \$45,000: 1	\$45,001 - \$50,000: 0	\$50,001 - \$55,000: 0	\$55,001 - \$60,000: 0
\$60,001 - \$65,000: 0	\$65,001 - \$70,000: 0	\$70,001 - \$75,000: 0	\$75,001 - \$80,000: 0
\$80,001 - \$85,000: 0	\$85,001 - \$90,000: 0	\$90,001 - \$95,000: 0	\$95,001 - \$100,000: 0
Over \$100,001: 0			



2019 Annual Report

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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Program Data submitted:

Program Data Tab:

1. Report Year: 2019 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:

Financial and Graduation Tab:

7. Number of Degrees or Diplomas Awarded? 184	8. Total Charges for this Program? \$9,975.00	9. The percentage of enrolled students in 2017 receiving federal student loans to pay for this program. 68
10. The percentage of graduates in 2017 who took out federal student loans to pay for this program. 80	11. Number of Students Who Began the Program? 232	12. Students Available for Graduation? 232
13. On-time Graduates? 151	14. Completion Rate? 65.08621	15. 150% Completion Rate? 79

16. 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.

17. Graduates Available for Employment? 180	18 Graduates Employed in the Field? 115	19. Placement Rate? 63.88889
20. Graduates Employed in the field...		
20a. 20 to 29 hours per week? 23 20b. At least 30 hours per week? 25		
21. Indicate the number of graduates employed...		
21a. In a single position in the field of study: 114 21b. Concurrent aggregated positions in the field of study: 1		
21c. Freelance/self-employed: 48 21d. By the institution or an employer owned by the institution, or an employer who shares ownership with the institution: 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.

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

22a. 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:

23. Name of the State licensing entity that licenses the field: Yes

24. Name of Exam? Esthetics Practical and Written Exams

25. Number of Graduates Taking State Exam? 146	26. Number Who Passed the State Exam? 138	27. Number Who Failed the State Exam? 8	28. Passage Rate? 94.52055
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29. Is This Data from the State Licensing Agency that Administered the Exam? Yes 29a. Name of Agency: Department of Consumer Affairs - Board of Barbering and Cosmetology

30. If the response to #29 is "No", provide a description of the process used for Attempting to Contact Students.

Exam Passage Rate - Year 2 Tab:

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

32. Name of Exam? Esthetics Practical and Written Exams

33. Number of Graduates Taking State Exam? 172	34. Number Who Passed the State Exam? 140	35. Number Who Failed the State Exam? 32	36. Passage Rate? 81.39535
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37. Is This Data from the State Licensing Agency that Administered the Exam? Yes 37a. Name of Agency: Department of Consumer Affairs - Board of Barbering and Cosmetology

38. If the response to #37 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.

39. Graduates Available for Employment? 180 40. Graduates Employed in the Field of Study? 115

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

\$0 - \$5,000: 0	\$5,001 - \$10,000: 0	\$10,001 - \$15,000: 12	\$15,001 - \$20,000: 41
\$20,001 - \$25,000: 10	\$25,001 - \$30,000: 8	\$30,001 - \$35,000: 3	\$35,001 - \$40,000: 2
\$40,001 - \$45,000: 2	\$45,001 - \$50,000: 1	\$50,001 - \$55,000: 0	\$55,001 - \$60,000: 0
\$60,001 - \$65,000: 0	\$65,001 - \$70,000: 0	\$70,001 - \$75,000: 0	\$75,001 - \$80,000: 0
\$80,001 - \$85,000: 0	\$85,001 - \$90,000: 0	\$90,001 - \$95,000: 0	\$95,001 - \$100,000: 0
Over \$100,001: 0			



2019 Annual Report

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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Program Data submitted:

Program Data Tab:

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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:

Financial and Graduation Tab:

7. Number of Degrees or Diplomas Awarded? 0	8. Total Charges for this Program? \$10,075.00	9. The percentage of enrolled students in 2017 receiving federal student loans to pay for this program. 0
10. The percentage of graduates in 2017 who took out federal student loans to pay for this program. 0	11. Number of Students Who Began the Program? 0	12. Students Available for Graduation? 0
13. On-time Graduates? 0	14. Completion Rate?	15. 150% Completion Rate? 0

16. 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.

17. Graduates Available for Employment? 0	18 Graduates Employed in the Field? 0	19. Placement Rate?
20. Graduates Employed in the field...		
20a. 20 to 29 hours per week? 0 20b. At least 30 hours per week? 0		
21. Indicate the number of graduates employed...		
21a. In a single position in the field of study: 0 21b. Concurrent aggregated positions in the field of study: 0		
21c. Freelance/self-employed: 0 21d. By the institution or an employer owned by the institution, or an employer who shares ownership with the institution: 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.

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

22a. 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:

23. Name of the State licensing entity that licenses the field: Yes

24. Name of Exam? Nail Technology Practical and Written Exams

25. Number of Graduates Taking State Exam? 0	26. Number Who Passed the State Exam? 0	27. Number Who Failed the State Exam? 0	28. Passage Rate?
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29. Is This Data from the State Licensing Agency that Administered the Exam? Yes
Consumer Affairs - Board of Barbering and Cosmetology

29a. Name of Agency: Department of

30. If the response to #29 is "No", provide a description of the process used for Attempting to Contact Students.

Exam Passage Rate - Year 2 Tab:

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

32. Name of Exam? Nail Technology Practical and Written Exams

33. Number of Graduates Taking State Exam? 0	34. Number Who Passed the State Exam? 0	35. Number Who Failed the State Exam? 0	36. Passage Rate?
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37. Is This Data from the State Licensing Agency that Administered the Exam? Yes
Consumer Affairs - Board of Barbering and Cosmetology

37a. Name of Agency: Department of

38. If the response to #37 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.

39. Graduates Available for Employment? 0 40. Graduates Employed in the Field of Study? 0

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

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