

Barton County Community College
Cosmetology Program
New Program Proposal

Barton County Community College is currently investigating the possibility of reopening the cosmetology program. The College owned and operated a cosmetology school from the years 1979-1996.

Students in a cosmetology program must follow curriculum that has been approved by the Kansas State Board of Cosmetology. Basic guidelines are:

- 1,500 hours for a Cosmetology License
 - Lecture and Instruction
 - Theory and Demonstration
 - Business Law-Salesmanship
 - Salon (Work Experience)
 - Written & Oral Examinations
- 350 hours for a Nail Technician

All the proposed courses listed below are currently active classes. If the cosmetology project proceeds through the approval process of the Barton Board of Trustees and the Kansas Board of Regents, a director will be hired. At that time, the current courses will be reviewed to see if they meet the current standards set by the State Board of Cosmetology.

Current Courses, which are all 11 hours each, are:

- COSM 1900 Cosmetology I**
- COSM 1903 Cosmetology II**
- COSM 1904 Cosmetology III**
- COSM 1908 Cosmetology IV**

For students wanting to obtain just their nail technician license, course **COSM 1922 Nail Technician** will be reviewed.

In addition, all students will be enrolled in the 3-hours **COSM 1909 Salon Management** course:

A study of laws relating to cosmetology and business operations in Kansas, customer relations, business mathematics, business management techniques and marketing.

This course is currently inactive, but will also be reviews and updated to current needs.

Projected Costs/Profits of Cosmetology School

<u>Income</u>		<u>Expenses</u>	
47 hours of classes @\$69/credit hour	\$ 3,243.00	1 instructor/Manager	\$ 38,000.00
47 hours of classes @\$91.80 state aid	\$ 4,314.60	20% benefits	\$ 7,600.00
Student Fee \$150 per course (4 courses)	\$ 600.00	1 instructor	\$ 32,000.00
Total Income Per Student	\$ 8,157.60	20% benefits	\$ 6,400.00
		Total Instructor Costs	\$ 84,000.00
Income for 8 students/1 cycle	\$ 65,260.80		
3 cycles with 8 students per cycle	\$ 195,782.40	Secretarial Help(\$18,000+benefits)	\$ 20,000.00
		Heating @\$300/mo	\$ 3,600.00
		Water @\$40/month	\$ 480.00
		Loan Payoff (see note below)	\$ 13,000.00
		Phone \$120/month	\$ 1,440.00
		Copier \$200/month	\$ 2,400.00
		Custodial \$500/month	\$ 6,000.00
		Electrical \$250/month	\$ 3,000.00
Student Costs		Curriculum Fee @\$257/mo	\$ 3,084.00
47 hours of classes @\$69/credit hour	\$ 3,243.00	Insurance @\$200/mo	\$ 2,400.00
Student Fee \$150 per course (4 courses)	\$ 600.00	Total Upkeep Expenses	\$ 55,404.00
Books	\$ 400.00	TOTAL EXPENSES	\$ 139,404.00
Salon Kits	\$ 995.00	PROFIT	\$ 56,378.40
Projected Student Cost	\$ 5,238.00		
		(NOTE--only one instructor needed until second cycle begins)	
		These figures to not take into consideration income from services once students are on the floor.	
		Loan Payoff -- I used \$180,000 + \$15,000 for upgrades for a total of \$195,000 -- divided by 15 year payoff	

	April	May	June	July	August	September	October	November	December	January	February	March	April	May	June	July	
Expenses:																	
Director Pay	3,800.00	3,800.00	3,800.00	3,800.00	3,800.00	3,800.00	3,800.00	3,800.00	3,800.00	3,800.00	3,800.00	3,800.00	3,800.00	3,800.00	3,800.00	3,800.00	
2nd Instructor						3,200.00	3,200.00	3,200.00	3,200.00	3,200.00	3,200.00	3,200.00	3,200.00	3,200.00	3,200.00	3,200.00	
Secretarial																	
Heating	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	
Water	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	
Loan Payoff	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	
Phone	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	
Copier	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	
Custodial	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	
Electrical	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	
Curriculum Fee	257.00	257.00	257.00	257.00	257.00	257.00	257.00	257.00	257.00	257.00	257.00	257.00	257.00	257.00	257.00	257.00	
Insurance	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	
TOTAL PROJECTED EXPENSES:	6,767.00	6,767.00	6,767.00	6,767.00	6,767.00	9,967.00											
																	GRAND TOTAL EXPENSES 143,472.00
Income:																	
First Cycle 8 Students Summer-11 hours+\$150 fee Fall-22 hours+\$300 fee Spring-14 hours+\$150 fee			15,350.40			29,500.80						15,350.40					60,201.60
Second Cycle 8 Students Summer-11 hours+\$150 fee Fall-22 hours+\$300 fee Spring-14 hours+\$150 fee							15,350.40			29,500.80						15,350.40	60,201.60
Third Cycle 8 Students Summer-11 hours+\$150 fee Fall-22 hours+\$300 fee Spring-14 hours+\$150 fee											15,350.40			29,500.80			44,851.20
																	GRAND TOTAL INCOME 165,254.40

Job Outlook	
	Kansas Occupational Outlook 2000-2010
	Predicts an increase of 23.2% -- with approximately 2,390 additional and replacement positions
	US Department of Labor
	<p>Job opportunities generally should be good. Opportunities will be best for those with previous experience and for those licensed to provide a broad range of services.</p> <p>Overall employment is projected to grow about as fast as the average, because of an increasing population, rising incomes, and growing demand for personal appearance services. In addition to those arising from job growth, numerous job openings will come about from the need to replace workers who transfer to other occupations, retire, or leave the labor force for other reasons.</p>
	National Beauty School Directory
	According to the NACCAS 2003 Job Demand Survey--there were more than 1,600,000 professionals working in more than 312,000 beauty salons, skin care salons, nail salons and barber shops in January of 2003.
	<p>Since 1999...</p> <ul style="list-style-type: none"> *the number of salon professionals is up 24% *the number of salons is up 5.6% *the number of workstations/chairs is up 9% *the number of employees leaving their positions is down 12% *the number of new hires is up 37%

Projected Timeline	
2006-October	Held meeting with area cosmetologists
2006-November	Present program request to LICC
2006-December	Present program request to Board of Trustees Study Session
2006-December	Present program request at Board of Trustees Meeting
2007-February	Submit program for Financial Aid approval
2007-February	Submit program request to Kansas Board of Regents
	Target approval -- April 2007
2007-April	Hire Director
	Get program licensed through Kansas Board of Cosmetology
	Review current curriculum
	Interview students for 1st cycle
2007-June	Accept 8 students into program
2007-October	Accept 8 additional students into program
2008-February	Accept 8 additional students into program

Inquiries

Barton County Admissions Office

Director of Marketing has indicated that we receive (on the average) 10 inquiries a year -- this is without having a program

Great Bend EOC Inquiries

05-06 -- 7 inquiries (+Corrections called about client interested)

04-05 -- 6 inquiries

Junction City EOC Inquiries

05-06 -- 2 inquiries (took 2 on campus visits to nearby schools)

04-05 -- 6 inquiries (took 3 on campus visits to nearby schools)

Workforce Investment ACT & WORKs, Kansas Legal Services

Receive 1-2 inquiries a year (Amanda Schaffer)

A lot (at least 20-30) of the youth (ages 16-21) that I have visited with in the past year or so are really interested in the field of cosmetology.

Some days I feel like every girl I talk to wants to go to cosmetology school so my estimate may be low. But, I would say that there is a definite interest in that field. The problem that we would run into is that cosmetology is not a WIA approved program. However, I still encourage them to go to cosmetology school with other funding sources. (Susan Gibson)

Center for Adult Ed

I have had at least 10 or so students in the past that had to travel to Hays for Cosmetology School.

(Note: When CTE faculty were at GBHS for a Career Fair--their booth was next to a cosmetology school booth. Girls were "flocking" to this booth to get information.)

Kansas Department of Commerce

Have had 1 inquiry in the past year (Matt Hoisington)

Other Schools

Cowley County Community College	WIA Approved
Dodge City Community College Has a cycle of January-June-August Have between 30-50 in each class No waiting list--but if they get close to 50, they would	NOT WIA Approved
Garden City Community College	WIA Approved
Johnson County Community College	NOT WIA Approved
Kansas City Kansas Community College	WIA Approved
Northwest Kansas Tech College (Goodland)	WIA Approved
Seward County Community College	WIA Approved
Hutchinson - Sidney's Hairdressing Average class size of 8-10 August usually filled with 16 Has 5 start dates	
Salina - Academy of Hair Design Has a class starting every other month (6 per year) 15 students per cycle Has openings for January 2007	
Hays - Academy of Hair Design Are taking students every 6 weeks Goal is to have 100 students all the time Actually average around 45	

(NOTE: trying to find out why some programs are WIA approved
while others are not.)

The college purchased the former beauty school in 1978--below are enrollment figures:			
		# of enrollments	Comments
	1978 (purchased)	18	
	January '79	2	
	March '79	7	4 dropped
	June '79	11	4 dropped
	August '79	23	
	January '80	9	4 dropped
	June '80	7	
	August '80	24	6 dropped
	January '81	13	2 transferred
	June '81	7	
	August '81	24	expected enrollment
	90-91	32	4.5 faculty--19 completed -- 16 passed state boards
	91-92	38	4.5 faculty--29 completed--26 passed state boards
	92-93	30	4.5 faculty--22 completed--21 passed state boards
	93-94	26	3 faculty--21 completed--21 passed state boards
	94-95	21	3 faculty--20 completed--20 passed state boards
	95-96	16	2 faculty--16 completed--16 passed state boards
Continuing Education--Seminars			
	Year	# of Attendees	
	1978 (2-day seminar)	178	
	1980	43	
	1981	47	
Patrons			
	Year	Average Per Month	
	1979	687	
	1980	692	
	1981	728	
The school was closed in 96-97			