

**SB**

**53**

HFIN

FILE



# FISCAL NOTE

**STATE OF ALASKA**  
**2001 LEGISLATIVE SESSION**

Fiscal Note Number: \_\_\_\_\_  
 Bill Version: SB 53  
 ( ) Publish Date: \_\_\_\_\_

Revision Date/Time (Note if correction): 02/23/2001 2:45p.m. Dept. Affected: DCED  
 Title: An Act extending the termination date of the BRU: Occupational Licensing  
Board of Barbers and Hairdressers Component: Occupational Licensing  
 Sponsor: Senate Rules  
 Requester: House Finance Component Number: 2360

**Expenditures/Revenues** (Thousands of Dollars)

Note: Amounts do not include inflation unless otherwise noted below.

OPERATING EXPENDITURES	FY 2002	FY 2003	FY 2004	FY 2005	FY 2006	FY 2007
Personal Services		29.8	29.8	29.8	29.8	29.8
Travel		6.8	6.8	6.8	6.8	6.8
Contractual		6.9	6.9	6.9	6.9	6.9
Supplies		0.0	0.0	0.0	0.0	0.0
Equipment		0.0	0.0	0.0	0.0	0.0
Land & Structures						
Grants & Claims						
Miscellaneous						
<b>TOTAL OPERATING</b>	<b>0.0</b>	<b>43.5</b>	<b>43.5</b>	<b>43.5</b>	<b>43.5</b>	<b>43.5</b>

<b>CAPITAL EXPENDITURES</b>						
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<b>CHANGE IN REVENUES ( )</b>	<b>0.0</b>	<b>43.5</b>	<b>43.5</b>	<b>43.5</b>	<b>43.5</b>	<b>43.5</b>
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**FUND SOURCE** (Thousands of Dollars)

1002 Federal Receipts						
1003 GF Match						
1004 GF						
1005 GF/Program Receipts						
1037 GF/Mental Health						
Other (Specify Type)	0.0	43.5	43.5	43.5	43.5	43.5
<b>TOTAL</b>	<b>0.0</b>	<b>43.5</b>	<b>43.5</b>	<b>43.5</b>	<b>43.5</b>	<b>43.5</b>

Estimate of any current year (FY2001) cost: 0.0

Check this box (X) if funding for this bill is included in the Governor's FY 2002 budget proposal:

**POSITIONS**

Full-time						
Part-time						
Temporary						

**ANALYSIS:** (Attach a separate page if necessary)

The bill extends the Board of Barbers and Hairdressers to June 30, 2005. In accordance with AS 08.03.020, funding is extended one year following the termination date allowing the board to conclude its affairs. The information above identifies direct expenditure and revenue information included in the FY 2002 Operating Budget request.

Prepared by: Jennifer Strickler, Administrative Manager Phone 907-465-2144  
 Division: Occupational Licensing Date/Time 02/23/2001 2:45p.m.  
 Approved by: Commissioner Deborah B. Sedwick Date 2/23/2001  
 Agency: Department of Community & Economic Development

For distribution information, call the Governor's Legislative Office

# Alaska State Legislature

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GENE THERRIAULT

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Senate

While in session  
State Capitol  
Juneau, Alaska  
99801-1182  
(907) 465-4797  
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Senate District 0

Senate Bill 53

"An Act extending the termination date of the Board of Barbers and Hairdressers."

Sponsor:

Senate Rules Committee by the Request of the Legislative Budget and Audit Committee

## Sponsor Statement

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Under AS 08.13.010 the Board of Barbers and Hairdressers regulates the vocations of barbering, hairdressing, manicuring, esthetics and body piercing and the vocation of body tattooing and permanent cosmetic coloring by ensuring that the requirements laid out for licensure are met and adhered to.

The Board consists of six members appointed by the governor having the qualifications as set out in AS 08.13.010. Board membership is prescribed by statute as having two barbers, one person licensed to practice body piercing or practice tattooing and permanent cosmetic coloring, two hairdressers one of whom is also an esthetician, and one public member.

The regulation and licensing of qualified barbers, hairdressers, manicurists, estheticians and body piercers, and tattooists and permanent cosmetic colorists safeguards the public by ensuring the competence and integrity of those who represent themselves being licensed to practice in Alaska. Further, oversight by the board assists to ensure sanitary practices, safety of procedures, and use of instruments, equipment, and chemicals permitted within such fields of practice.

The Board of Barbers and Hairdressers is set to expire June 30, 2001 under AS 08.03.010, Termination of State Boards and Commissions. If the Legislature does not act to extend the Board, it would have one year, until June 30, 2002 to administratively conclude its affairs. Senate Bill 53 will extend the Board for another four years to June 30, 2005.

## Journal Text



02-13-2001

Senate Journal  
Letter of Intent for SB 53

0354

The Legislature requests that the Board carefully consider the option of self-testing by the various vocat. ons regulated by the Board and that it consider a pilot program of self-testing. The Legislature specifically requests the Board to research and investigate the results of self-testing in Washington and Oregon.

Signing do pass: Senators Kelly, Donley, Cochairs, Senators Green, Austerman, Hoffman, Olson, Wilken, Ward, Leman.

The following previously published fiscal information applies:  
Fiscal Note No. 1, zero, Department of Community and Economic Development

The bill was referred to the Rules Committee.

Bill Root:  [Display Bill Root](#)

BASIS HAS BEEN RE-PROGRAMMED THIS YEAR  
TO REPORT PROBLEMS WITH BASIS INQUIRY

[Return to Basis Main Menu \(22nd Legislature\)](#)

[Return to Legislature Home Page](#)

*Alaska*

**Department of Community  
and Economic Development**

**Division of Occupational Licensing**

P.O. Box 110806, Juneau, AK 99811-0806

Telephone: (907) 465-2534 • Fax: (907) 465-2974 • Text Telephone: (907) 465-5437

Email: [license@dced.state.ak.us](mailto:license@dced.state.ak.us) • Website: [www.dced.state.ak.us/occ/](http://www.dced.state.ak.us/occ/)

February 1, 2001

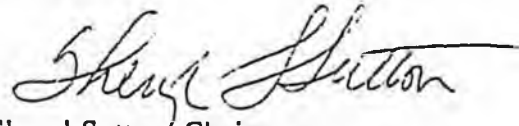
Members of the Alaska State Legislature  
State Capitol  
Juneau, AK 99801-1182

Dear Senators and Representatives:

Thank you for your consideration of the continuation of the Board of Barbers and Hairdressers as provided for in SB 53 and HB 74.

On behalf of the Board of Barbers and Hairdressers, I would like to take this opportunity to extend the board's full support for the legislation extending the board until June 30, 2005. We welcome the opportunity to continue serving the public in our role as board members.

Sincerely,



Sheryl Sutton, Chairperson  
Board of Barbers and Hairdressers

October 20, 2000

Members of the Legislative Budget  
and Audit Committee:

In accordance with the provisions of Title 24 of the Alaska Statutes, the attached report is submitted for your review.

DEPARTMENT OF COMMUNITY AND  
ECONOMIC DEVELOPMENT  
BOARD OF BARBERS AND HAIRDRESSERS  
SUNSET REVIEW

October 20, 2000

Audit Control Number

08-20003-00

The objective of the audit was to determine whether the Board of Barbers and Hairdressers' statutory termination date should be extended. Currently, under AS 08.03.010(c)(4) the board terminates on June 30, 2001. As of July 1, 2001, the board will begin its one-year "wrap up" period and, if no action is taken by the legislature, the board will be dissolved at June 30, 2002. We recommend that the legislature extend the board until June 30, 2005.

The audit was conducted in accordance with generally accepted government auditing standards. Fieldwork procedures utilized in the course of developing the findings and discussion presented in this report are discussed in the Objectives, Scope, and Methodology section of this report.

Pat Davidson, CPA  
Legislative Auditor

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## OBJECTIVES, SCOPE, AND METHODOLOGY

In accordance with the intent of Titles 24 and 44 of the Alaska Statutes (sunset legislation), we have reviewed the activities of the Board of Barbers and Hairdressers.

As required by AS 44.66.050(a), the committee of reference shall consider this report during the legislative oversight process to determine whether the board should be reestablished. Currently, AS 08.03.010(c)(4) states that the board will terminate on June 30, 2001, and will have one year from that date to conclude its affairs.

### Objectives

1. To determine if the termination date of the board should be extended.
2. To determine if the board is operating in the public's interest and determine if the board has exercised general control over the vocations of barbering, hairdressing and manicuring, and esthetics.<sup>1</sup>

The assessment of the operations and performance of the board, was based on criteria set out in AS 44.66.050(c). Criteria set out in this statute relate to the determination of a demonstrated public need for the board.

### Scope and Methodology

Another auditor at our direction and supervision conducted a majority of this review. We followed professional standards to determine that the other auditor was independent and that their work was competent and sufficient.

Our audit reviewed the operations and activities of the Board of Barbers and Hairdressers for the period of FY 98 through FY 00.

During the course of our examination, we reviewed and evaluated the following:

1. Applicable statutes and regulations.
2. Compliance with statutes and regulations related to the licensing of barbers, hairdressers, and cosmetologists. Our evaluation addressed considerations of license applications and testing of candidates.
3. Minutes of meetings of the Board of Barbers and Hairdressers.

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<sup>1</sup>Alaska Statute 13.08.220(4) defines esthetics as meaning "the use of the hands, appliances, cosmetic preparations, antiseptics, or lotions in massaging, cleansing, stimulating, or similar work on the scalp, face or neck, including skin care, make-up, and temporary removal of superfluous hair, for cosmetic purposes for a fee."

During the 2000 session, the legislature expanded the board's authority to include oversight and regulation of body piercing, tattooing and cosmetic coloring of the skin. At the time of fieldwork for this review, the board was in the early stages of developing the necessary regulations and policies regarding these professions. Accordingly, the board activities in this area are not addressed in the review.

4. Annual reports issued by the board.
5. Complaints filed with, or generated by, the Division of Occupational Licensing and the Department of Law.
6. Reading files maintained at the Division of Occupational Licensing.

## ORGANIZATION AND FUNCTION

Alaska Statute 08.13.010 establishes the Board of Barbers and Hairdressers. It was established in 1980 as a result of the legislature combining the Board of Barbers and the Board of Hairdressing and Beauty Culture Examiners.

The governor appoints members of the board to serve four year terms. Board terms are staggered in order to promote continuity and enhance historical perspective. In 2000, the legislature increased the size of the board from five to six.

The board is made up of two barbers; two hairdressers; a public member; and the new sixth member an individual licensed to practice either body piercing or tattooing and permanent cosmetic coloring.<sup>2</sup>

### Licensing requirements

In general, under a state law a person may not practice barbering, hairdressing, or esthetics without a license, temporary permit, temporary license, or student permit issued by the board. All such practice must take place in a licensed shop or school licensed under terms set by statute and the board. The board also regulates school operations related to barbering, hairdressing, or esthetics.

As of the date of this report, the board was just beginning to develop regulations and standards for the licensing of body piercing and tattoo/cosmetic colorist practitioners.

### Department of Community and Economic Development, Division of Occupational Licensing

The Department of Community and Economic Development, Division of Occupational Licensing provides administrative and investigative assistance to the Board of Barbers and Hairdressers. Administrative assistance includes budgetary services and functions such as collecting fees, maintaining files, receiving and issuing application forms, and publishing notices of examinations and meetings.

Board of Barbers and Hairdressers  
as of October 1, 2000

#### Professional Members

Sheryl L. Sutton, Chair, Barber  
Lawrence R. Krupa, Barber  
Darae Crews, Hairdresser  
Roselyn C. Mullen, Hairdresser  
Vacant, Hairdresser

#### Public Member

Robert Pearson, Public Member

<sup>2</sup> The statutes define "tattooing and permanent cosmetic coloring" as:  
*the process by which the skin is marked or colored by insertion of nontoxic dyes or pigments into the dermal layer of the skin so as to form indelible marks, figures, or decorative designs for nonmedical purposes.*

Alaska Statute 08.01.065, mandates the department, with the concurrence of the board, adopt regulations to establish the amount and manner of payment of fees for applications, examinations, licenses, registration, permits, investigations, and all other fees as appropriate for the occupations covered by the statute.

Alaska Statute 08.01.087 empowers the Division of Occupational Licensing with the authority to conduct an investigation on its own initiative or in response to a complaint.

## REPORT CONCLUSIONS

In our opinion, the Board of Barbers and Hairdressers should be reestablished. The regulation and licensing of qualified barbers, hairdressers and estheticians is of benefit to the public's health, safety, and welfare. The board benefits the public by establishing minimum educational and experience requirements that provide reasonable assurance that persons licensed are qualified. Assurances that those licensed act in a competent manner is provided by active investigation of complaints conducted by the Division of Occupational Licensing's investigative unit within the Department of Community and Economic Development.

Alaska Statute 08.03.010(c)(4) requires the Board of Barbers and Hairdressers be terminated on June 30, 2001. Under AS 08.03.020, the board has a one-year period to administratively conclude its affairs. We recommend the board's termination date be extended to June 30, 2005.

## ANALYSIS OF PUBLIC NEED

The following analysis of board activities relate to the "public need factors" set out in the "sunset" review law, AS 44.66.050. The italicized, shaded, and bold face phrases are taken from AS 44.66.050 (c) (1) - (9). These analyses are not intended to be comprehensive, but address those areas we were able to cover within the scope of our review.

*Determine the extent to which the board, commissions, or program has operated in the public interest.*

Alaska Statute 08.13.040 requires that the Board of Barbers and Hairdressers administer the examination semi-annually. The Board of Barbers and Hairdressers has administered the examination on an average of six times a year in Anchorage and three times a year in both Fairbanks and Juneau.

The board successfully implemented changes and modifications to regulations and statutes that govern the field of barbering and hairdressing. The new modifications to the statutes and regulations are:

1. Additional statutes, which allow the board to regulate the licensing of manicurists and nail care technicians. This legislation allows the board to regulate nail care professionals specifically in the realm of health and safety, further providing a benefit to the public.
2. Amendment of current legislation regarding student permits, which allow for students to have a temporary permit to work not more than 120 days under a licensed practitioner. This change allows the student to gain practical experience as well as providing themselves with an economic income for a short time period while applying to the board for examination and licensure.

*Determine the extent to which the operations of the board, commission, or agency program has been impeded or enhanced by existing statutes, procedures, and practices, which it has adopted, and any other matter, including budgetary, resource, and personnel matters.*

Maintaining full membership on the board has been a problem in the past. The board operated without a public member for all of FY 97 until early in FY 98. Since FY 98 and throughout our review, the board has been operating as designed by statute and regulation with all members appointed, making a conscientious effort to attend all of the board meetings. The licensed hairdresser/esthetician member of the board resigned in November 1999, creating a vacancy on the board. In addition, the passage of new statutes and regulations requiring the board to regulate the field of tattooing, body piercing, and permanent cosmetic coloring, has left the board with an additional vacancy, to be filled by the Office of the Governor.

The lack of board members impacts the board's ability to effectively regulate the profession and increases the risk of not having a quorum if a board member cannot attend a meeting, resigns, or becomes seriously ill. The vacancy in the hairdresser/licensed esthetician position results in the board no longer possessing adequate expertise to regulate and fulfill its responsibilities to the public.

***Determine the extent to which the board, commission, or agency has recommended statutory changes that are generally of benefit to the public interest.***

The board supported legislation, which was introduced in 1996 and again in 1998 that expands the mandate of the board to regulate and license nail care professionals. The legislation is consistent with the current statute for barbers and hairdressers and allows the board to regulate the profession with the same consistency, in the same manner in which it currently oversees the other license-holders under its purview. Legislation to regulate the nail-care profession within the State of Alaska, was adopted by the legislature in FY 99.

The board supported additional legislation, which was introduced in 1998 that combines the hairdresser and cosmetology licenses and creates a separate esthetician license for those choosing to have an exclusive "skin-care only" license. This legislation is consistent with the current statute that regulates barbers and hairdressers in the State of Alaska as well as various other states that have a combined cosmetology and hairdresser license. Legislation regulating the esthetician license "skin-care only" was adopted by the legislature in FY 99; legislation regulating hairdresser licenses and combining the cosmetology and hairdressers license remains pending as a recommendation from the Board of Barbers and Hairdressers to the Alaska State Legislature.

***Determine the extent to which the board, commission or agency has encouraged interested persons to report to it concerning the effect of its regulations and decisions on the effectiveness of services, economy of service, and availability of services that it has provided.***

The location, date and time of upcoming board meetings and notices of proposed changes in regulations are published in the *Anchorage Daily News*, the *Fairbanks Daily News-Miner* and the *Juneau Empire*. The board's meeting agenda sets aside adequate time for the board to take public comment, and public comment is actively encouraged by the board any time the public feels it is relevant to the issues at hand. Minutes of the board meetings reflect public participation throughout the meeting.

***Determine the extent to which the board has encouraged public participation in the making of its regulations and decisions.***

Meetings were adequately advertised and time was set aside for public testimony. The board actively encourages public testimony any time that the public testimony is relative to the issues and topics at hand or will enhance the decision making process. A review of the minutes of board meetings provided public comment throughout the meeting, that is not

limited to the scheduled public comment period. Proposed changes to regulations and statutes are subjected to the public participation process.

*Determine the efficiency with which public inquiries or complaints regarding the activities of the board, commission, or agency filed with it, with the department to which a board or commission is administratively assigned, or with the office of the ombudsman have been processed and resolved;*

During the past three fiscal years (FY 98 - FY 00), the Division of Occupational Licensing handled 58 complaints related to activities regulated by the board. Of these 58 complaints, many were generated internally by division staff either through information obtained by the licensing examiner or from routine shop inspections. Of the 58 case investigations that were generated over the last three years, the division has completed 46 investigations as of the date of our audit fieldwork.

Of the 46 investigations, 34 were resolved without board action: through the use of warning letters (7), voluntary compliance (15), determinations of no violation (8), and four other miscellaneous administrative actions (4).

For the 12 cases brought before it, the board issued 9 reprimands, 11 fines, placed 6 licensees on probation, and directed one licensee to pay back fees. There were no license revocations or suspensions.

*Determine the extent to which the board regulates entry into an occupation or profession and whether it has presented qualified applicants to serve the public.*

For the period reviewed, the board issued the following number of new licenses.

New License and Permits Issued (Exclusive of Renewals)	FY 98	FY 99	FY 00	Total	Current as of June 30, 2000
Barber	17	9	14	40	239
Hairdresser	141	133	147	421	1,945
Esthetician (previously Cosmetologist)	17	24	28	69	326
Instructor	2	5	8	15	155
Shop Owner	75	67	72	214	519
School	-	1	2	3	13
Student Permits	197	192	245	634	-
Temporary Permits	27	13	19	59	-
Temporary Licenses	-	-	9	9	-

Appendix  
 3/19/07  
 Licenses

Applicants can apply for licensure by examination or by credentials. Applicants by examination are required to take both a written and practical examination administered by the Board of Barbers and Hairdressers. Three people with at least one being a board member score the practical examination.

Staff of the Division of Occupational Licensing is responsible for calculating each examiner's points, by category, and averaging the three examiner's points to arrive at the applicant's final grade.

*Determine the extent to which state personnel practices, including affirmative action requirements, have been complied with by the board to its own activities and the area of activity or interest.*

We did not find any evidence that the board was not complying with the state personnel practices, including affirmative action in qualifying applicants. We found no instances in which the board denied an applicant a license based on personal attributes.

*Determine the extent to which statutory, regulatory, budgeting or other changes are necessary to enable the board to better serve the interest of the public and to comply with the factors enumerated in this subsection.*

Over the three year period covered by our review (FY 98 - FY 00) the board established seven specific operational objectives. These objectives involved such things as:

1. Making sure board meets an appropriate number of times necessary to conduct its regulatory function.
2. Making examinations more readily available for prospective applicants.
3. Training board members in the administration of licensing examinations.
4. Maintaining representation on national organizations involving regulatory oversight function.
5. Increased communication with schools regarding test results.
6. Support of the investigative effort involving non-licensed activity, etc.
7. Enhanced oversight of schools in meeting their responsibilities to students.

For the most part, the board either accomplished, or made significant strides towards accomplishment of these goals and objectives. In particular we believe the board's efforts to train its own members in the administration of the practical examination and its monitoring of the services and assistance provided to students are of particular note. By taking these actions the board is providing prospective applicants a more fair and consistent licensing and examination process, while at the same time providing some assurance that schools are training them appropriately, and making sure they are being treated fairly.

November 22, 2000

Legislative Budget and Audit Committee  
Division of Legislative Audit  
PO Box 113300  
Juneau, AK 99811-3300

Dear Ms. Davidson,

Thank you for this opportunity to comment on the Preliminary Audit Report (#08-20003-00). We concur with the report and support the continuation of the Board of Barbers and Hairdressers through June 30, 2005.

A minor correction needs to be made to the list of board members on page 3. As of October 1, 2000, the vacant position was the tattooist or body piercer seat. The board consists of one public member, one tattooist or body piercer, two barbers and two hairdressers, one of whom must also be an esthetician. As of November 22, all board seats are filled.

Again, thank you for this opportunity to comment.

Sincerely,

Catherine Reardon  
Director

November 22, 2000

Members of the Legislative Budget  
and Audit Committee:

We have reviewed the response and acknowledge the correction made by the department regarding the composition of the board as of October 1, 2000.

Pat Davidson, CPA  
Legislative Auditor

ANALYSIS: (continued)

SB 53: An Act extending the termination date of the Board of Barbers and Hairdressers

Page 2 of 2

FY 1999 Expenditures

FY 2000 Expenditures

Personal Services:

Direct 48,563.95

64,571.87

Indirect 91,585.18

95,937.69

Travel:

Direct 5,525.64

4,102.67

Indirect 1,293.75

912.70

Contractual Services:

Direct 16,142.49

25,332.57

Indirect 51,159.85

63,713.76

Supplies:

Direct 266.60

164.50

Indirect 6,468.04

5,442.99

Equipment

Direct 0.00

0.00

Indirect 4,618.76

2,402.29

**TOTAL:** 225,624.26

262,581.04

**REVENUE:** 65,949.00

386,439.69

# FISCAL NOTE

**STATE OF ALASKA**  
**2001 LEGISLATIVE SESSION**

Fiscal Note Number: 1  
 Bill Version: SB 53  
 (S) Publish Date: 2/9/01

Revision Date/Time (Note if correction): 2/02/2001 2:36p.m. Dept. Affected: DCED  
 Title: An Act extending the termination date of the BRU: Occupational Licensing  
Board of Barbers and Hairdressers Component: Occupational Licensing  
 Sponsor: Senate Rules  
 Requester: Senate Labor and Commerce Component Number: 2360

**Expenditures/Revenues** (Thousands of Dollars)

Note: Amounts do not include inflation unless otherwise noted below.

OPERATING EXPENDITURES	FY 2002	FY 2003	FY 2004	FY 2005	FY 2006	FY 2007
Personal Services						
Travel						
Contractual						
Supplies						
Equipment						
Land & Structures						
Grants & Claims						
Miscellaneous						
<b>TOTAL OPERATING</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>		

<b>CAPITAL EXPENDITURES</b>						
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<b>CHANGE IN REVENUES ( )</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>		
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**FUND SOURCE** (Thousands of Dollars)

1002 Federal Receipts						
1003 GF Match						
1004 GF						
1005 GF/Program Receipts						
1037 GF/Mental Health						
1156 RSS						
<b>TOTAL</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>		

Estimate of any current year (FY2001) cost: 0.0

**POSITIONS**

Full-time						
Part-time						
Temporary						

**ANALYSIS:** (Attach a separate page if necessary)

The bill extends the Board of Barbers and Hairdressers to June 30, 2005. Funding for the board is included in the FY 2002 Operating Budget request and new funds are not required. For informational purposes, the attached page shows expenditure and revenue information for the last two fiscal years.

Prepared by: Jennifer Strickler, Administrative Manager Phone (907) 465-2144  
 Division: Occupational Licensing Date/Time 2/02/2001 2:36pm  
 Approved by: Commissioner Deborah B. Sedwick Date 2/2/2001  
 Agency: Department of Community and Economic Development

For distribution information, call the Governor's Legislative Office

By Senator Douley

Letter of Intent  
Senate Bill 53

The Legislature request that the Board carefully consider the option of self-testing by the various vocations regulated by the board and that it consider a pilot program of self-testing. The legislature specifically requests the board to research and investigate the results of self-testing in Washington and Oregon.

Adopted by the Senate  
February 15, 2001

COMMITTEE CC

ANALYSIS: (continued)

SB 53: An Act extending the termination date of the Board of Barbers and Hairdressers

Page 2 of 2

FY 1999 Expenditures

FY 2000 Expenditures

Personal Services:

Direct	48,563.95	64,571.87
Indirect	91,585.18	95,937.69

Travel:

Direct	5,525.64	4,102.67
Indirect	1,233.75	912.70

Contractual Services:

Direct	16,142.49	25,332.57
Indirect	51,159.85	63,713.76

Supplies:

Direct	266.60	164.50
Indirect	6,468.04	5,442.99

Equipment

Direct	0.00	0.00
Indirect	4,618.76	2,402.29

<b>TOTAL:</b>	<b>225,624.26</b>	<b>262,581.04</b>
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<b>REVENUE:</b>	<b>65,949.00</b>	<b>386,439.69</b>
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