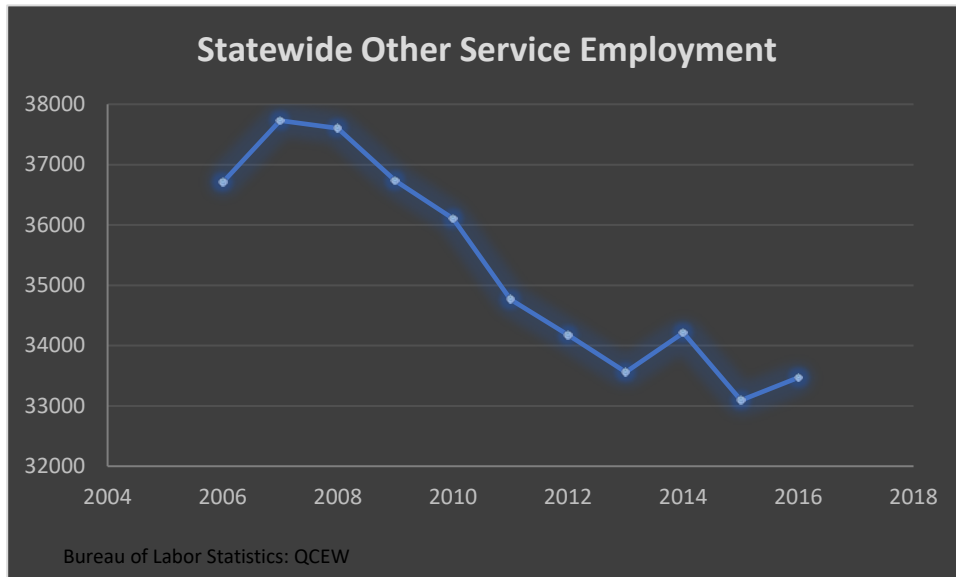


Overview

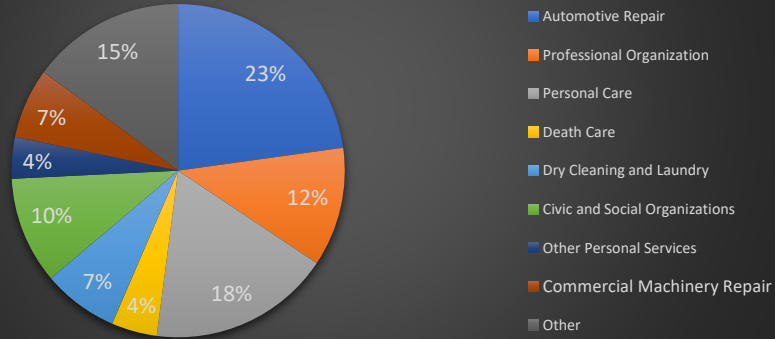
Private overall statewide other services had a total of 36,704 jobs in 2006, which experienced a 1,026 job increase for 2007. From 2008 to 2013 there was a trend of decrease from year to year, an overall decrease of 4,172 jobs. The largest decrease was 1,341 jobs in 2011, a loss of 3.7 percent. This period was followed by a 655 increase in jobs for 2014, and a 1,120 job decrease for 2015. After a 3.2 percent job decrease in 2015 there was a 377 job increase in 2016¹.



The other services sector employment composition is comprised of nine categories. Automotive repair and maintenance is the largest subsector, employing 23 percent of the other services sector. The second and third largest subsectors are personal care services and professional and similar organizations, which employ 18 and 12 percent of jobs in the sector, respectively. The other main subsectors are: death care, dry cleaning and laundry, civic and social organizations, commercial machinery repair and maintenance, and other services. These subsectors comprise 32 percent of total jobs in the subsector, while all other subsectors comprise 15 percent.

¹ Source: Employment data in this article is from the U.S. Bureau of Labor Statistics' State and Metro Area Employment, Hours and Earnings or U.S. Bureau of Labor Statistics' Quarterly Census of Employment and Wages unless otherwise noted.

Statewide Other Services Employment Composition

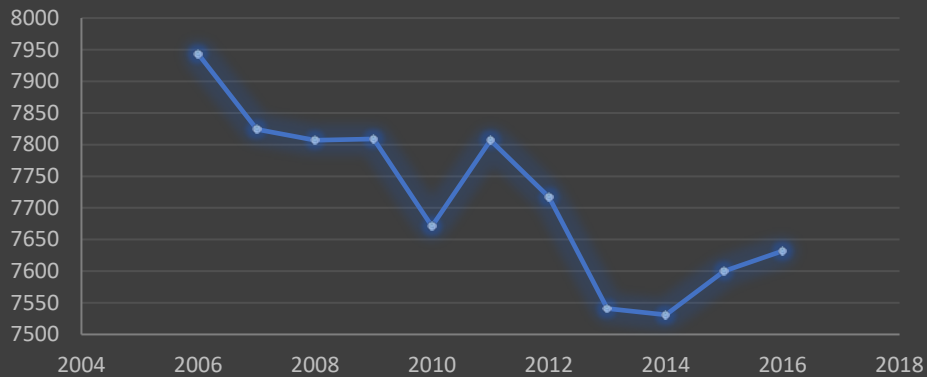


Bureau of Labor Statistics: QCEW

Automotive Repair and Maintenance

From 2006 to 2009 automotive and repair maintenance experience an overall decrease of 134 jobs. For 2010 there was a decrease of 138 jobs, which was followed by an increase of 136 jobs for 2011. From 2012 to 2014 there was an overall decrease of 276 jobs, the largest of these decreases came in 2013 with a 176 job decrease. From 2014 to 2016 there was an overall increase of 101 jobs.

Statewide Automotive Repair and Maintenance Employment

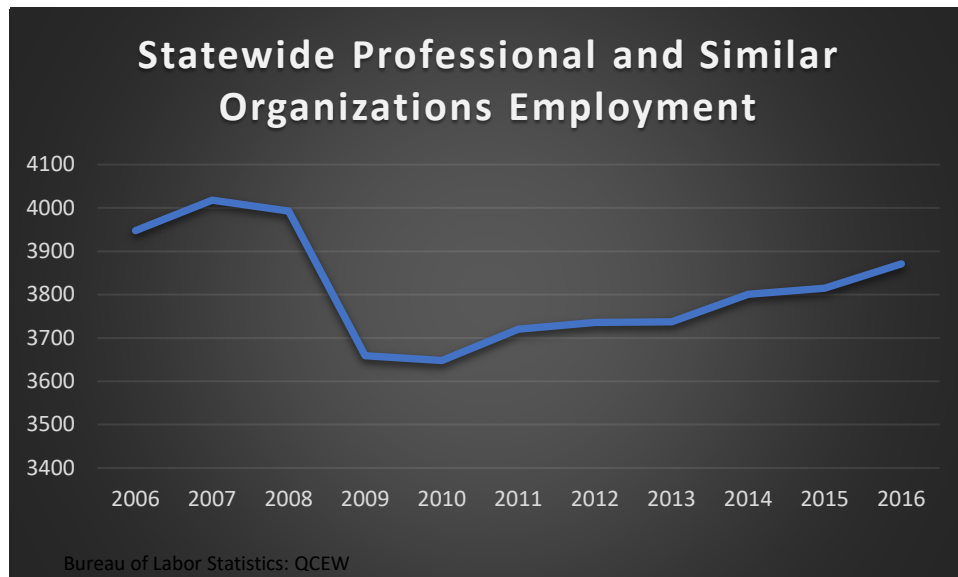


Bureau of Labor Statistics: QCEW

On a national level there has been a 60 percent increase in the length of ownership for new and used vehicles, which may increase demand for automotive repair services. 75 percent of aftermarket auto repairs are done by independent auto repair shops. The average age of cars is 11.5 years, showing a trend of consumers keeping their cars longer. Owners of older vehicles also have a higher possibility of having more desirable maintenance behaviors. These owners are more likely to spend more on auto repairs than owners of newer cars, and older car owners are twice as likely to expect to spend over \$1,000 on auto repairs².

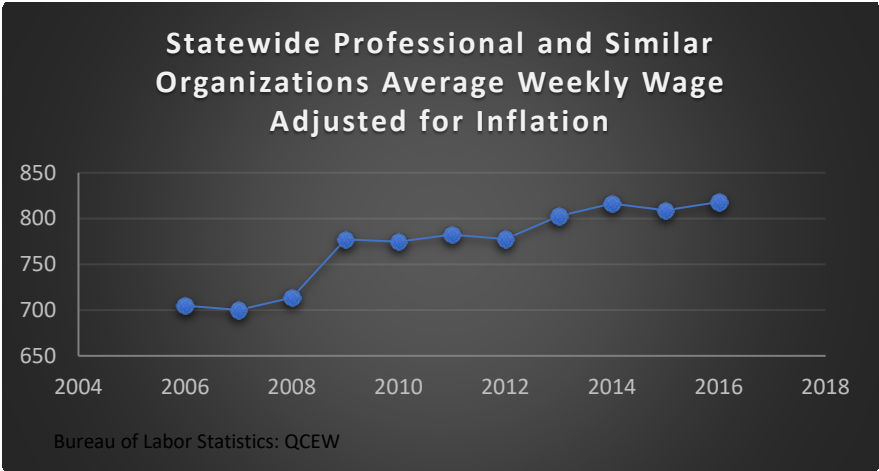
Professional and Similar Organizations

Private professional and similar organizations had a statewide total of 3,948 jobs in 2006 and had a 70 job increase in 2007. From 2008 to 2010 there was an overall decreasing trend of 370 jobs. The largest decrease during this period was in 2009 of 334 jobs, or an 8.3 percent decrease. From 2011 to 2016 there was a trend of increase of jobs each year, for an overall job increase of 223 jobs.



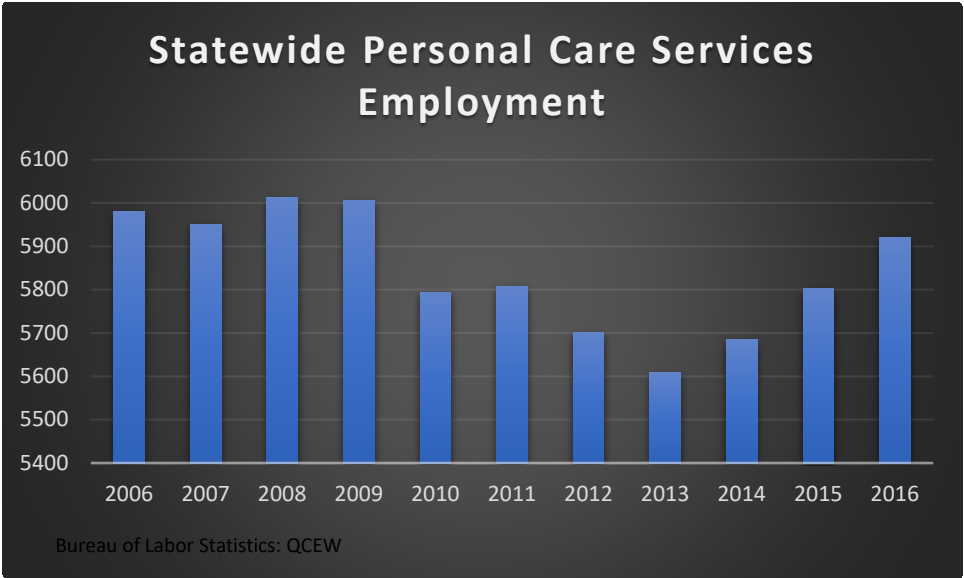
In 2006 average weekly wages for workers in this subsector was \$705, which was followed by a five dollar decrease for 2007. From 2008 to 2014, except for 2010, there was an increase in real average weekly wages from year to year, with an overall increase of \$116. The largest increase during this period was \$63 in 2009, or an 8.8 percent increase. In 2015 there was a decrease in average weekly wages of \$7, which was followed by a \$9 increase in 2016.

² Source: "A Look at Trends and Statistics in the Automotive Aftermarket Industry 2017", V12Data, May 8th 2017, <http://www.v12data.com/blog/a-look-at-trends-and-statistics-in-the-automotive-aftermarket-industry-2017/>



Personal Care Services

From 2006 to 2008 personal care services had an overall increase of 32 jobs. This was followed from 2009 to 2013 by an overall decrease of 404 jobs. The largest decrease during this period was in 2010 with a decrease of 212 jobs, or a 3.5 percent overall decrease. From 2014 to 2016 there has been an increased trend of 312 overall jobs, or a 5.2 percent overall increase.

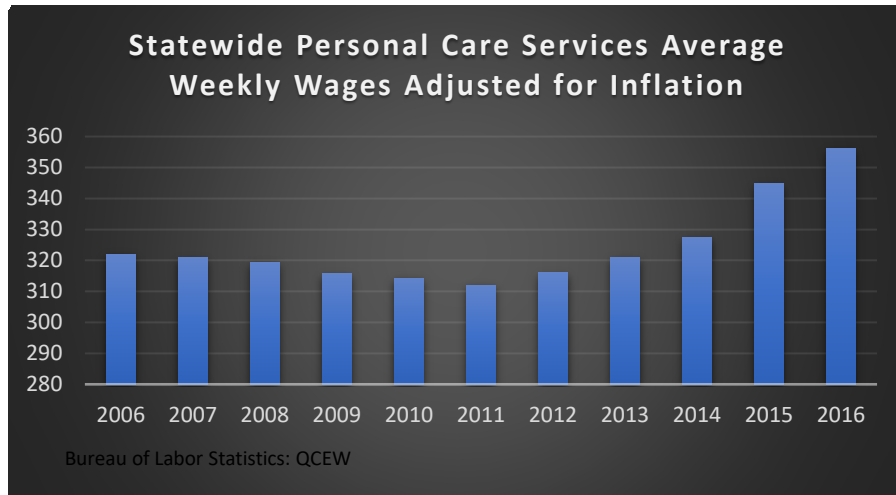


Kansas personal care services has been seeing changes in their operations and the way they are run to keep and attract new consumers. The Artistry Lounge is a barbershop that opened in Wichita in late 2017, that has a large back room with couches, game tables, and complimentary beverages³. In Kansas City Box Truck Barber is a new barbershop operating in a vehicle that moves to different places in the

³ Source: “New barbershop downtown aims to provide an experience”, The Wichita Eagle, November 1st 2017, <http://www.kansas.com/news/business/small-business/article182087481.html>

city throughout the day⁴. In Hutchinson Redemption Ink Tattoo was opened early 2018 by Luis Gutierrez, a man who had just spent 25 years in prison. The tattoo parlor was opened inside of the already established Legends Barbershop, adding another element to the business⁵

From 2006 to 2011 there was a trend of overall decrease of \$10 in real average weekly wages. From 2012 to 2016 there has been a year to year increase overall of \$40. This is an average increase in weekly wages of \$5 during this period, and was an overall increase of 12.6 percent. Most of the growth during this period occurred in 2015 with an \$18 increase, or a 5.5 percent increase.

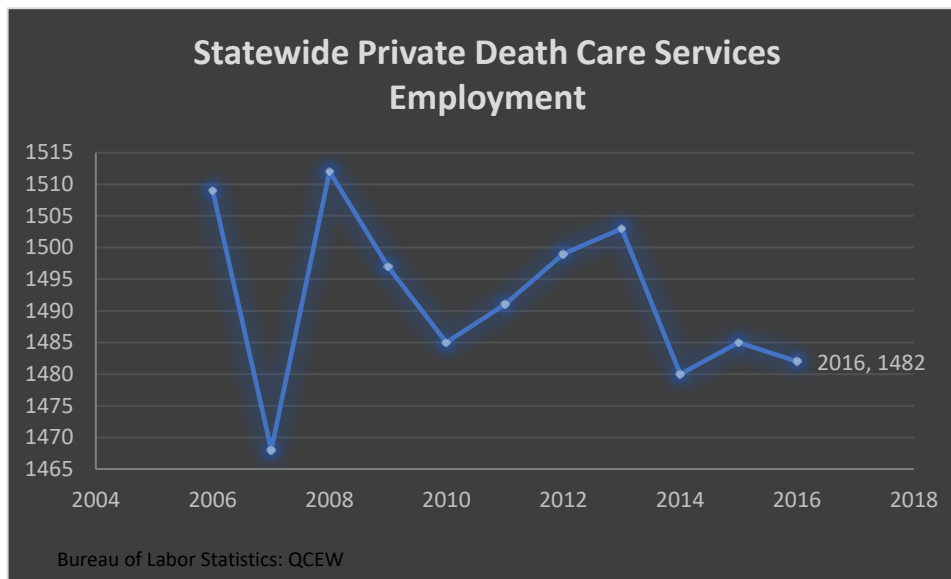


Death Care Services

Private statewide death care services had a total of 1,509 jobs in 2006, which was followed by a 41 job decrease in 2007. There was a 44 job increase for 2008, which was followed by an overall decrease of 27 jobs for 2009 and 2010 combined. From 2011 to 2013 there was a trend of overall increase of 18 total jobs. There was a 23 job decrease for 2014, followed by a 5 job increase in 2015 and a 3 job decrease for 2016.

⁴ Source: "New mobile barbershop shaves haircut time", The Kansas City Star, March 6th 2018, <http://www.kansascity.com/news/business/biz-columns-blogs/cityscape/article203542474.html>

⁵ Source: "Kansas Man Opens Tattoo Parlor After 25 Years in Prison", U.S. News and World Report, April 6th 2018, <https://www.usnews.com/news/best-states/kansas/articles/2018-04-06/kansas-man-opens-tattoo-parlor-after-25-years-in-prison>



In May of 2017, local Wichita business Bethea’s Funerals and Cremations was shut down. The company owed over \$60,000 in sales and withholding taxes, so the business was shut down and its assets were seized by the Department of Revenue⁶. From a survey of Kansas City funeral homes for 2016, the standard price of a funeral in the area ranged from \$3,700 to \$9,455. Two consumer groups, Funeral Consumer Alliance and the Consumer Federation of America, are petitioning the FTC to require funeral homes to post their general price lists online. This rule could greatly change the Kansas funeral home industry, creating a more competition driven market⁷.

As of 2017, an average American family pays \$8,000 on a traditional funeral; however, there is a trend of consumers moving towards other types of funerals. In 2015 the rate of cremations surpassed burials for the first time in the US. Green burials, which are cheaper and more environmentally friendly, are also increasing in demand. As of 2015 there are around 100 green cemeteries in America, 72 percent of those have reported an increase in demand⁸.

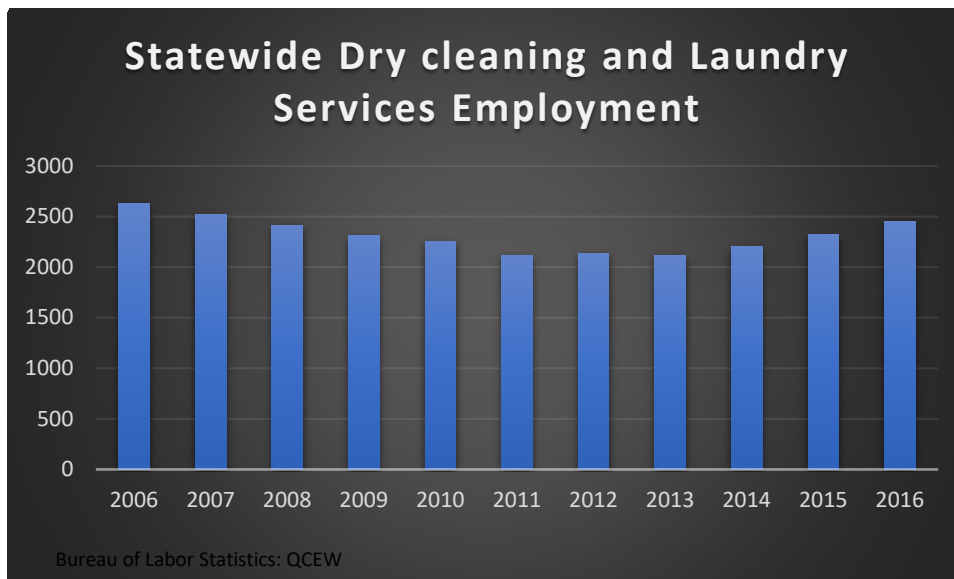
Dry cleaning and Laundry

Statewide dry cleaning and laundry had a total of 2631 jobs in 2006. From 2007 to 2011 there was a trend of decrease of 513 jobs, or a 19.4 percent overall decrease. During this period there was an average yearly decrease between 102 to 103 jobs. From 2012 to 2016 there has been an overall trend of job increase, with a total increase of 336 jobs.

⁶ Source: “Wichita funeral home seized for back taxes”, KWCH, May 23rd 2017, <http://www.kwch.com/content/news/Wichita-funeral-home-seized-for-tax-423923643.html>

⁷ Source: “How much does a funeral cost? Here’s why you probably won’t find prices online”, The Kansas City Star, February 1st 2018, <http://www.kansascity.com/news/business/article197641534.html>

⁸ Source: “We’ve mastered weddings—but the funeral needs a lot of work”: Inside the new death industry”, Quartz, April 4th 2017, <https://qz.com/948857/funeral-homes-and-the-death-industry-are-undergoing-radical-shifts-toward-diy-death/>

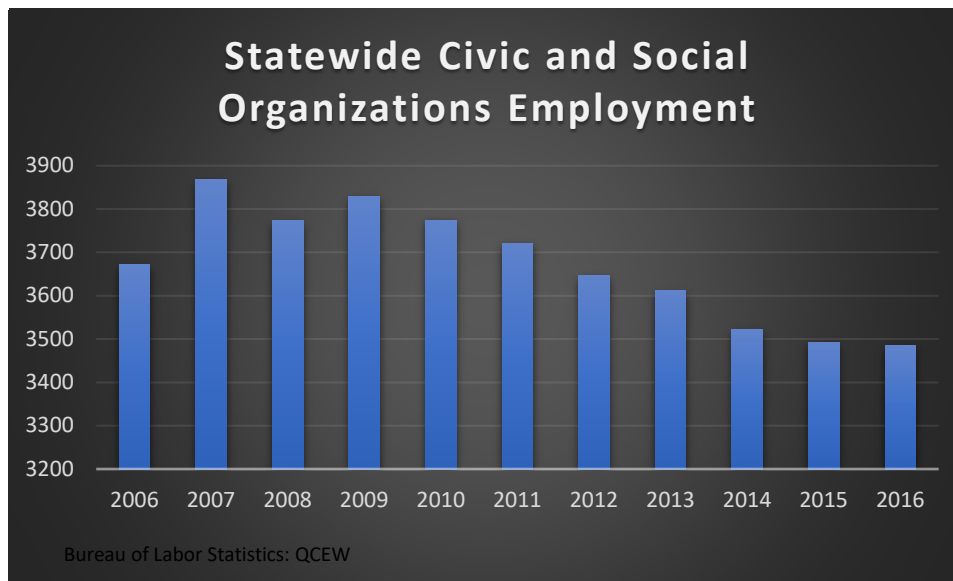


The dry-cleaning subsector on a national level has been losing revenue due to the trend of consumers wearing more casual attire. In 2008 revenues were over \$10 billion, and were well over \$9 billion during the financial crises. However, nationwide dry-cleaning revenues are expected to decline from \$9.1 billion in 2017, to \$8.7 billion in 2022. Environmental regulations have also led to a number of businesses having to leave the industry, as well as new immigrants moving away from the dry-cleaning sector⁹.

Civic and Social organizations

Statewide civic and social organizations had a total of 3,671 jobs in 2006 and was followed by a 197 job increase for 2007, or a 5.3 percent increase. Besides a 56 job increase for 2009, the period from 2008 to 2016 has had job decrease every year. This period has had a total job decrease of 384 jobs, or a decrease of 9.9 percent. There is an average decrease between 42 and 43 jobs per year during this period.

⁹ Source: "Dry cleaners, seeking new ways to survive, take inspiration from restaurants and retail", Chicago Tribune, March 24th 2017, <http://www.chicagotribune.com/business/ct-dry-cleaning-industry-washing-up-0326-biz-20170324-story.html>

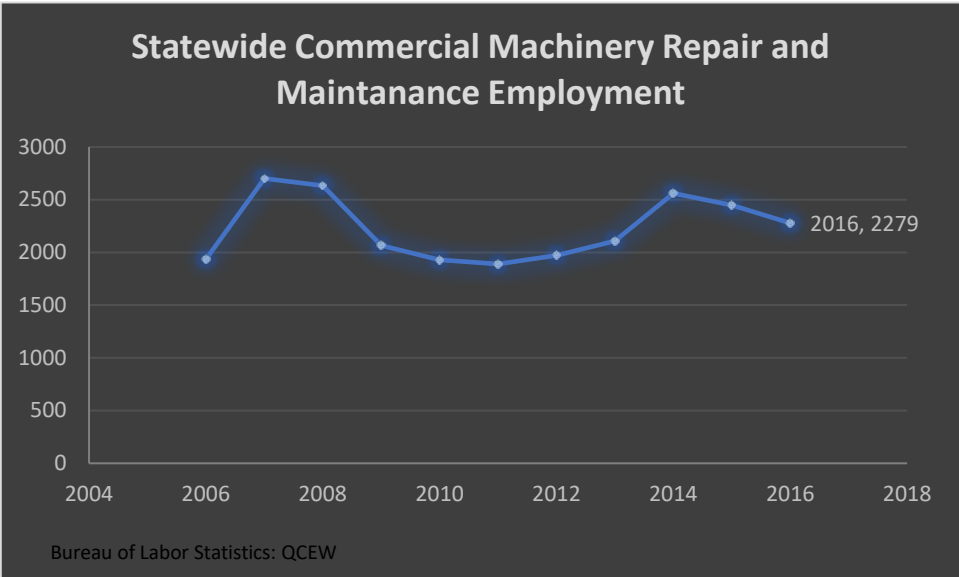


In 2015, 31.1 percent of residents in Kansas volunteered, which ranked the state 7th in America. There were just under 690,000 volunteers in 2015, which contributed \$1.8 billion in services. For 2015 there were 35 volunteer hours per capita in Kansas, as well as almost 77 million hours of service. The two largest types of civic and social organizations in Kansas are religious and educational, with social or community service as the third largest part of the subsector’s composition. The largest percentage of population volunteering was in 2004 at just over 40%; however, there has been an over 5 percent drop in volunteering since 2012¹⁰.

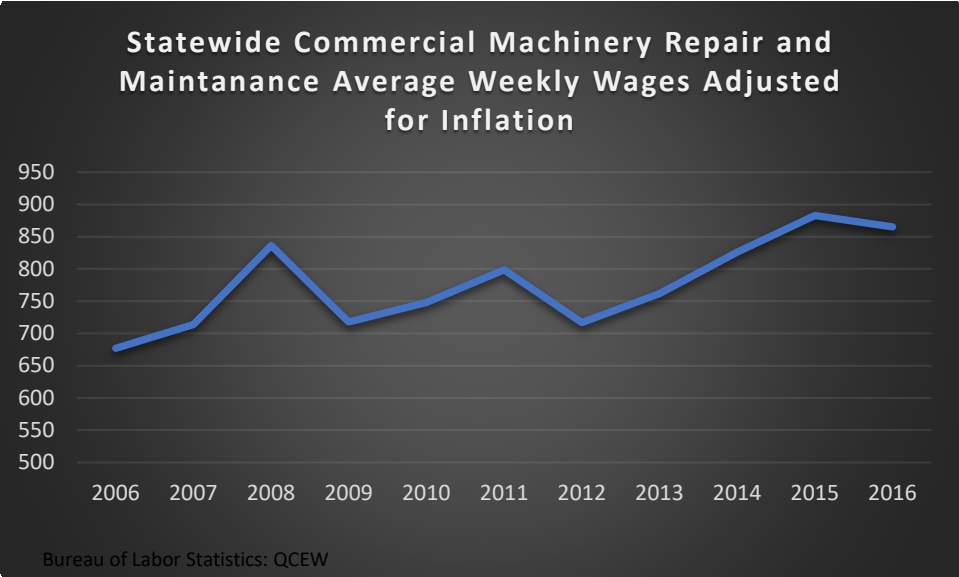
Commercial Repair and Maintenance

There was a total of 1,936 jobs in commercial machinery repair and maintenance, and experienced a 766 job increase in 2007. From 2008 to 2011 there was an overall decrease of 811 jobs, or a 30 percent decrease in jobs. For 2012 to 2014 there was an overall increase of 671 jobs, at an average increase of 223 to 224 jobs per year. For 2015 and 2016 there was an overall decrease of 282 jobs, 114 in 2015 and 168 in 2016.

¹⁰ Source: “Kansas Trends and Highlights Overview”, Corporation for National and Community service, 2015, <https://www.nationalservice.gov/vcla/state/Kansas>

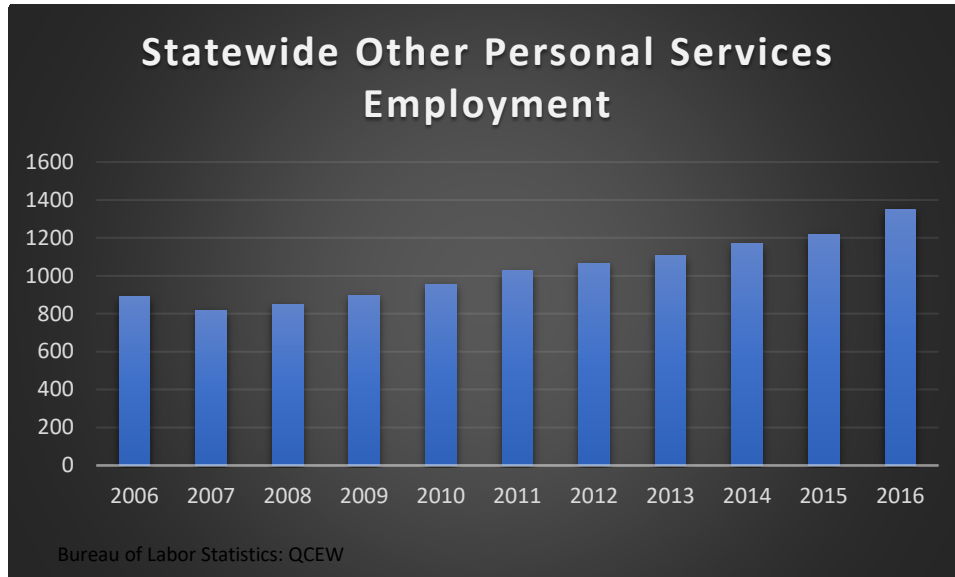


From 2006 to 2008 there was an overall increase of \$159 to real average weekly wages, or a 23.4 percent overall increase. In 2009 there was a \$118 decrease in wages, followed by an overall increase in wages of \$81 for 2010 and 2011. There was an \$82 decrease in wages for 2012, this was followed by an overall increase of \$166 for 2013 to 2015. The average increase during this period was \$55 per year, or an overall increase of 23.1 percent.



Other Personal Services

There were just under 900 jobs for statewide other personal services in 2006, which experienced a 71 job decrease in 2007. Since 2008 each year has experienced an increase in the number of jobs in this subsector. From 2008 to 2016 there was a total increase of 533 jobs, or a 65 percent increase in overall jobs. This is an average percentage growth of 7.2 percent each year, or an average increase of 59 jobs per year.



The other personal services subsector contains three main categories: Pet care, except veterinary services, photofinishing, and parking lots and garages. Statewide parking lot and garages has had an average of 169 employees each year over the past decade, with 2016 having 198. Statewide photofinishing has experienced a decrease in jobs every year since 2006, going from 186 jobs to 49. The only category in this subsector that has experienced growth is pet care, except veterinary, services. Pet care services had 367 jobs statewide in 2006 and has experienced a 537 job increase since, with 2016 having 904 jobs.

Other personal services employees had an average weekly wage of \$373, which then was followed by a \$31 decrease for 2007. For 2009 and 2010 there was an overall decrease in real average weekly wages of \$42, or an overall decrease of 12.2 percent. There was an overall increase of \$11 for 2011 and 2012, followed by a \$14 overall decrease in real average weekly wages for 2013 and 2014.

