



Professional
Beauty
Association

NONPROFIT • ADVOCACY • COMMUNITY

May 12, 2025

The Honorable Jason Smith
Chairman, House Ways and Means Committee
United States House of Representatives
Washington, D.C. 20510

Dear Chairman Smith,

The Professional Beauty Association (PBA) and the undersigned organizations proudly applaud the inclusion of Section 45B in the newly introduced tax reconciliation package, “The One, Big, Beautiful Bill.” For the first time, small business owners in the beauty industry will be eligible to access the existing FICA tip tax credit, helping to correct a longstanding inequity in the U.S. tax code. We sincerely thank you for your leadership in advancing tax policy that uplifts Main Street employers and the hardworking professionals who support them.

The U.S. salon and spa industry is a vital contributor to the American economy and a gateway to entrepreneurship. More than 1.3 million professionals work in personal appearance occupations. Of those, 83% are women, 47% of salon businesses with payroll are minority-owned, and 69% are women-owned, three times the national average. Nearly 98% of salons operate as single-location small businesses, generating \$81.8 billion in annual revenue. Additionally, 32% of beauty professionals are self-employed, compared to only 6% across the broader economy.

This long-overdue inclusion of our industry in the FICA tip tax credit acknowledges the immense economic and social contributions of beauty professionals and the unique structure of our sector.

We look forward to continued collaboration with Congress to ensure this provision remains in the final package and becomes law. Thank you again for supporting the small business community and the future of the professional beauty industry.

Sincerely,

Professional Beauty Association
Professional Beauty Employment Coalition
National Association of Women Business Owners
National Interstate Council of State Boards
National Association of Barber Boards of America
Intercoiffure America Canada
Associated Skin Care Professionals
Associated Hair Professionals
Associated Nail Professionals
International Salon Spa Business Network
International Franchise Association
International Spa Association

Personal Care Products Council
Cosmetologists Chicago
Esthetics Council
Fantastic Sams
L’Oréal Professional Products
John Paul Mitchell Systems
Great Clips
Sport Clips
Sam Villa
Living Proof
Moroccanoil
Tippy

Hand and Stone
Henkel
BrainTrust
Boulevard
Minerva
Wella Company
Coty
Henkel
OPI
Ulta Beauty