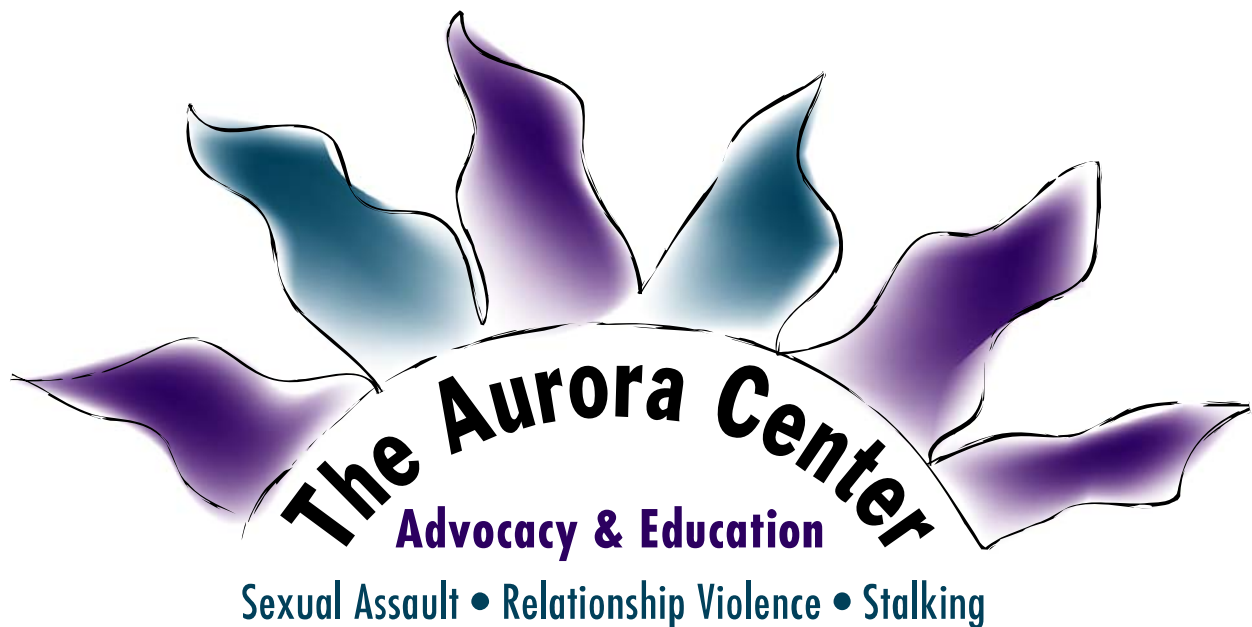


Sex Industry

Info Packet



The Aurora Center for Advocacy & Education
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UNIVERSITY OF MINNESOTA
Office for Student Affairs

24hr Crisis Line: (612) 626-9111

The University of Minnesota is committed to the policy that all persons shall have equal access to its programs, facilities, and employment without regard to race, color, creed, religion, national origin, sex, age, marital status, disability, public assistance status, veteran status, or sexual orientation.

Dear Reader,

This information packet was created for several reasons: First, we hope and believe that information and education will help survivors to reach a healthy recovery. Second, we hope that people concerned about a survivor can learn to be an excellent support person by understanding more about the issue affecting their loved one. And finally, we believe the information can be helpful to those reading it for educational purposes because it deals with an issue that is important to them.

If you are a survivor of violence, you may find some comfort in the following pages. You may also read some things that are upsetting. Please remember that The Aurora Center crisis line is operational 24 hours a day, 365 days a year: 612-626-9111.

All of the statistics and facts in this packet are followed by their source. The information in this packet is updated on an annual basis, but please confirm any information contained herein if you are concerned about its source or its accuracy. This packet was created for informational purposes only and should not be taken as legal advice.

Readers will notice that the female pronoun “she” is used to refer to the survivor of violence in the following pages. This usage is reflective of statistics and our practice which have shown that on a college campus, the survivors of sexual assault, relationship violence and stalking are overwhelmingly female. We have therefore chosen to avoid the cumbersome use of he/she, him/her, and his/hers. This does not mean that males are not victimized by these crimes, they are, but not in nearly the numbers that females are. Please note that we have devoted some sections of various information packets entirely to male survivors and we welcome male survivors to access our services.

Readers will also notice that we limit our use of the word “victim” when talking about a survivor. It is important for survivors to feel empowered and in control of their lives; labeling a survivor as a victim may cause a survivor to feel disempowered, and helpless. The term survivor implies that a person has lived through something traumatic by their own inner strength and endurance.

We hope that all readers of this information packet find it helpful and we welcome comments on its content sent to: aurora.center@umn.edu.

Sincerely,
The Aurora Center



Stripping Away the Lies

What Stripclub Owners and Their Lawyers Don't Want You to Know

THE LIE: There is no place else that women are able to earn as much money as they do in stripping.

THE FACT: It is true that many women suffer discrimination in the work place that results in lower salaries. Stripping is not the solution. Educational and training opportunities and decent paying jobs are the solution. Women should have a choice of self-supporting employment that does not have sexual exploitation and violence as part of the job description.

It is true that there is a lot of money to be made in the strip industry, but it's not the women and girls stripping who wind up with it. Most women who work in stripclubs do not earn any wage and in fact actually pay the stripclub owners 40% to 50% of their income in order to work (Detroit News, October 20, 1991). Women in stripping are designated as independent contractors and are denied the rights and protections afforded to workers defined as employees. Without employee statuses, the women are not entitled to file discrimination claims, receive unemployment benefits or workers' compensation. Stripclub owners are free from tax obligations and tort liability and pay no Social Security, no health insurance, and no sick pay.

THE LIE: Stripclubs provide a legal form of entertainment.

THE FACT: Women who work in stripclubs suffer sexual harassment, solicitations for prostitution, and unwanted sexual contact. These actions are prohibited by the United States Code statute number 13981 and individual state laws. This list of crimes perpetrated against women is not exhaustive; it is only representative of those crimes that tend to occur most frequently against women who work in stripclubs.

When these crimes are committed against women who work at stripclubs, it is common for owners and managers to tell women to ignore it or to just let the stripclub handle it. Thus, women in stripclubs experience little or no legal redress for the illegal offenses perpetrated against them.

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THE LIE: **Women in stripclubs are in control of the situation.**

THE FACT: Although women in stripping are designated as independent contractors, in reality their relationship to management is employee and employer. In a 1994 claim brought by 150 former Deja Vu dancers in Minneapolis, MN, the jury found that the women were legally employees and entitled to back wages. Observing the Minnesota Fair Labor Standards Act common law test, the jury concurred the number and extent of rules imposed by the stripclub over dancers indicated a significant degree of control. Stripclubs control the schedule and hours, require women to pay stage and couch rental fees and staff tips, and set the price of private dances. Stripclubs have specific rules about costuming and even dictate the sequence of stripping and nudity. Stripclubs exert control over women's behavior during their shifts, for example, controlling when women may use the bathroom and how many of them can be in the dressing room at one time. Women are also fined heavily by club management for calling in sick, using the telephone without permission, touching stage mirrors, not cashing in one dollar bills and dancing with their backs to customers.

THE LIE: **Stripclubs do not have a negative impact on communities.**

THE FACT: Numerous land use studies conducted by cities around the country document the harmful secondary effects of sexually oriented businesses. The studies conclude that property crimes, violent crimes, and sex crimes increase where businesses like massage parlors, porn stores, and stripclubs are located. Furthermore, residential and business turnover in these neighborhoods increase while property values decrease. (Phoenix 1979; Garden Grove CA 1991; Los Angeles 1997; Whittier CA 1978; Indianapolis 1984; Minneapolis 1980; Cleveland 1977; Oklahoma City 1986; Amarillo 1986; Beaumont TX 1982; Houston 1983; Seattle 1989.)

THE LIE: **Stripclubs provide a harmless form of entertainment.**

THE FACT: Stripclub customers perpetrate verbal, physical, and sexual violence against women in the stripclubs. In one study with 33 women in stripping in Minneapolis and St. Paul, MN, the women reported being routinely called "whore" (61%) and "bitch" (85%) by customers (Holsopple, 1994). The same women reported that customers repeatedly grabbed their breasts (73%) and buttocks (91%). In another recent study, 61% reported that customers have attempted to penetrate them vaginally with their fingers, and of these women, 39% were indeed penetrated (Holsopple, 1998). One hundred percent of the women said stripclub customers have propositioned them for prostitution and 78% reported that it was a daily occurrence. The women reported that customers exposed their penises, rubbed their penises on the women, and openly masturbated in stripclubs. Women in both studies reported being bitten, licked, slapped, punched, pinched, and spit on by customers.

Sixteen, seventeen, and eighteen-year old girls are stripping while still enrolled in high school. Eighteen-year old boys in high school go to nude "juice bars" legally and bring back their stories and attitudes to other students.

THE LIE: **There is nothing municipal or state governments can do to address the harm of the strip industry.**

THE FACT: The United States Supreme Court has recognized stripping as having first amendment protection as conduct-based speech. It has also confirmed government's ability to regulate sexually oriented businesses when directed at negative secondary effects rather than at the content of speech. In 1997, Houston, TX, and Commerce City, CO, enacted powerful ordinances to regulate sexually oriented businesses consistent with Supreme Court rulings. These cities utilized regulation, licensing, and zoning in their ordinances, and as of June 1999, regulations pertaining to conduct have been upheld.



Pornography: Myths and Facts

Myth: Pornography is just images, it doesn't affect us.

Facts: 21% of women subjected to abuse knew the harm was a direct result of the perpetrator's use of pornography.

Police investigators acknowledge that pornography is implicated in the activities of every serial killer.

Professional counselors working with men who sexually abuse and batter women report that pornography figures importantly in the abusers' behavior.

Women report that pornography became the textbook for "how to tie the knots" and other forms of painful sex.

14% of women in a random sample reported that they had been asked to pose for pornographer's pictures.

10% of women were upset by someone trying to get them to enact what had been seen in pornographic pictures, movies or books.

200 million copies of *Penthouse*, *Playboy*, and *Hustler* are distributed to U.S. homes annually. They become the "informal sex education" for a substantial proportion of the teenage men in this country.

61% of people polled believe pornography encourages people to consider women as sex objects.

Myth: Women freely choose to be in pornography.

Facts: Linda Marchiano was forced at gunpoint to film *Deep Throat*.

Pictures have been taken by a partner and sold or traded into the pornography market without the woman's knowledge or consent.

A huge number of women in pornography were first recruited as vulnerable children and teenagers.

Young women attempting to escape abuse in their homes often end up on the street being abused in pornography and prostitution.

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Using children in pornography was not recognized as harmful to children and outlawed by the Supreme Court until 1982.

Systematic childhood abuse provides conditioning for continued abuse in pornography/prostitution - **75%** are incest victim/survivors.

Women earn only \$0.60 for each dollar a man earns – economic disadvantage lures women into the "sex industry."

Once a woman has made pornographic material, it is used as blackmail to keep her involved.

Myth: Women earn lots of money in pornography.

Facts: Linda Marchiano received NO money from *Deep Throat*, the highest grossing film ever made.

Women posing for *Playboy* in 1984 were paid one-third of the standard modeling fees for similar sessions.

The profits in pornography are accumulated by organized crime, not by the women in it.

Myth: Pornography promotes liberated and healthy sexual expression.

Facts: The word "pornography" comes from the ancient Greek, meaning depictions of female sexual slaves. Inequality and enslavement of women has always been the basis of pornography.

"Erotica" on the other hand, comes from the root word "eros," meaning passion, free will. No gender is defined as unequal or fit for sexual slavery.

Pornography justifies and reinforces rape myths: that women enjoy and deserve pain, humiliation, and violence.

Much of the text in pornography is written from (supposedly) the woman's voice, indicating that she enjoys being forced and that she really means "yes" even when she says "no".

In addition to eroticizing the social inequality of women to men, all other prejudices and power imbalances are celebrated in pornography.

Bondage, humiliation, child molestation, Nazi death camps, and slave plantations are turn-ons in pornography.

Taken from Organizing Against Pornography Handout



Facts & Types of Pornography

**Note: Most of those victimized are women and children.*

Types of pornography include photographs, videos, films, and audio tapes.

COERCION INTO PERFORMING IN PORNOGRAPHY

- Photographs (video, film, audio tape) are made of a forced sexual encounter and sold into the commercial market or traded within "rings."
- Women or children are abducted and held captive for the purpose of producing pornography.
- Extortion, threats, and intimidation are used to force a woman into performing in pornography. This method is used by pimps, husbands, kidnappers, boyfriends, family members, etc.
- Pornography is produced within a satanic or other cult group, from which the members are unable to escape.
- Pictures are taken without a woman's knowledge or consent, for example, through the use of hidden cameras.
- Drugs are used to debilitate the women.
- A young person, raised in an environment of abuse and pornography production, continues to be used as an adult and perceives that there is no escape, no other reality.

DECEPTION INTO MAKING PORNOGRAPHY

- Photographs are used, traded or sold, as pornography while a woman is told that they are for the partner's personal use.
- Photographs are used in ways other than what was agreed to, for example, the photographers or modeling agencies.
- A woman signs the standard photography contract without the knowledge that it allows the photographer full control over how the photos are used.
- Picture taking gradually becomes more sexual.

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FORCED VIEWING OF PORNOGRAPHY

- Part of "seasoning" or turning out young people into prostitution.
- As part of a sexual relationship/marriage/dating, often to convince the woman to engage in the activities portrayed.
- In work environments and educational settings, as sexual harassment and intimidation.
- In mental health settings, as sexual harassment and exploitation.
- In child sexual abuse, showing a child what is desired, how to perform sexual activity, to convince them that the activity will be enjoyable.
- In ritualistic assaults.
- Used to degrade, attack self-esteem, and/or negatively compare a woman's body to the manipulated and air-brushed bodies in pornography.
- Used as a reference point for normal, natural, commonly-practiced sexual activity.

ASSAULTS DIRECTLY INVOLVING PORNOGRAPHY

- Videos used in homes to depict what is desired and often to force the simultaneous enactment of what is portrayed.
- Women in prostitution are forced to mimic specific pieces of pornography.
- Children are shown pornography and the activity is copied.
- Street rapes and date rapes using specific pornography.
- Therapists use the pornography as a textbook in exploiting clients.

ASSAULTS MODELED ON PORNOGRAPHY

- Material used to convince someone to have sex, or to have sex in a way she does not want.
- Using the step-by-step instruction contained in much pornography that teaches the consumer how to do the activity shown, and how to convince the person he's doing it to that it will be enjoyable.
- Specific pieces of pornography are acted out on someone in a dating, acquaintance, incestuous, stranger, or partner situation, sometimes including verbal references to the pornography, or use of objects and behavior found in the pornography.

Taken from Fundamentals of Prostitution Packet from Volunteers of Minnesota



The Effects of Pornography On Behavior by Victor Cline

There are two lines of research and evidence which clearly suggest personal and psychological harms when individuals immerse themselves in pornography.

First, a great deal of research has been conducted in the last seven years studying the effects of exposure to "aggressive" pornography, that is, the mixing of sex and violence. This type of pornography is seen most often in the R-rated "slasher" films, showing primarily females being attacked, raped, knifed, and sexually brutalized by male assailants. It has been found that men, in particular, who consume this material (in movie houses, on cable TV, or on video-cassettes) are:

1. Aroused sexually and aggressively,
2. Tend to increase their aggressive attitudes and behavior,
3. Have an increased production of aggressive rape fantasies,
4. Are more accepting of such rape myths as "women ask for it,"
5. Have a lessened sensitivity about rape and an increased callousness toward women,
6. Admit an increased possibility of themselves raping someone, especially if he thinks he can get away with it.

In a study by Seymore Feshback at UCLA, male students were exposed to aggressive pornography. After the exposure, 51% indicated the likelihood of raping a woman if assured they would not get caught.

The other line of evidence deals with "non-aggressive" pornography, that which excludes rape and violence but graphically depicts all forms of sex (groups, homosexuals, switching, anal, oral, etc.). Massive exposure to this kind of pornography was found to:

1. Desensitize the viewers to the material's breaking sexual taboos, causing the viewers to become more accepting of it and much less concerned about its negative effects;
2. Cause the viewers to regard rape as a more trivial offense, with men particularly showing major increases of sexual callousness toward women;
3. Increase the viewers' loss of compassion for women as rape victims. In a sense, then, this kind of pornography as male entertainment promotes the victimization of women.

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As a clinical psychologist who has treated many sexual offenders, who have had intensive pornography exposure as part of their history, I have reportedly found a near universal four-step pattern in the development of their pathology.

1. There is an addictive effect. The man gets hooked on pornography and keeps coming back for more to get his sexual "turn-ons."
2. There is an escalation in need for rougher and more sexually shocking material in order to get the same sexual stimulation as before.
3. There is, in time, desensitization to the material's effect. What was first gross, shocking, and disturbing becomes, in time, acceptable and commonplace.
4. There is an increased tendency to start "acting-out" the sexual activities seen in the pornography witnessed. What was first fantasy, in time, becomes reality. All sexual deviations--the best evidence suggests--are learned. And it often happens through a pattern of "masturbatory conditioning." What is viewed is first masturbated to at the fantasy level than later acted out in real life behavior. This, in my clinical experience, nearly always disturbs the individual's marriage or psychological equilibrium.

Victor Cline is a retired professor of Psychology. Supplied by the National Consultation on Pornography, Inc. Used with permission. 1994.



Description of Prostitution: Would You Want This Job?

Prostitution has been described as an occupational alternative for women, as an answer to low-paying jobs, as a solution to the high unemployment rate of poor women, as a career women freely choose, and as a job like any other. It has been described as sexual liberation, sexual novelty, sex therapy, and social work. Prostituted women have been characterized as businesswomen, as independent service providers, and sexual healers. Do you want this job? Do you want your daughter to take this job? If not your daughter, than whose daughter?

HELP WANTED: WOMEN AND GIRLS

Tired of mindless, dead-end jobs? Seeking a career with flexible hours? Like to work with people?

No experience necessary! No age minimum! No high school diploma required! On the job training provided! Special opportunities for children, poor women, single mothers, women of color!

Women and girls applying for this position will provide the following services:

Being penetrated orally, anally, and vaginally with penises, fingers, fists, animals, and objects, including but not limited to bottles, brushes, and guns.

Being bound and gagged, tied up with ropes and/or chains, beaten with hoses, burned with cigarettes, and hung from beams and trees.

Being photographed or filmed performing these acts.

Job related activities will be performed in the following settings: alleyways, apartments, bars, cars/vans, crack houses, doorways, executive suites, fraternity houses, glass booths, hotels/motels, massage parlors, military bases, public parks, public toilets, stages.

Wages will be negotiated at each and every transaction. Payment will be delivered when and if the client determines when and if services have met their satisfaction. Client may determine to exchange food, clothing, shelter, transportation, drugs, or alcohol as payment. Management fees range from 40% to 100%, as management reserves the right to impound all monies earned.

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No benefits will be provided. No maternity leave, no medical or dental insurance, no paid overtime, no paid vacations, no sick leave, no unemployment insurance, no workmen's compensation.

No legal redress established for the following job hazards: nonpayment for services rendered, pregnancy, sexually transmitted diseases, injuries sustained through performances of services including but not limited to broken bones, bruises, cuts, disfigurement, internal hemorrhaging, lacerations, mutilation, suffocation, and death. Accusations of rape will be treated as a breach of contract by employee.

*Adapted from undated W.H.I.S.P.E.R. mimeograph and from "Pimps, Tricks, and Feminists" speech by K. Holsopple, 1998
Taken from Fundamentals of Prostitution Packet from Volunteers of Minnesota*



Tactics Used To Recruit Women & Children Into Prostitution

- Pimps, tricks, and others present turning tricks as an option and prostitution as a job like any other.
 - Pimps, tricks, and others promote stripping and pornography as stepping stones into show business.
 - Pimps, tricks, and others place her in a situation where she feels she has no other option.
- Scenario 1:** Parties with her in order to get her addicted to crack or methamphetamine and then suggest prostitution as a way to keep partying.
- Scenario 2:** Pays attention to her and tells her that he will accept her if she prostitutes herself for him.
- Scenario 3:** Presents prostitution as a means to an end, an urgent need, or one time deal.
- Scenario 4:** Provides her with tangible things, and then suggests prostitution as a way to pay him back.
- Scenario 5:** Manipulates her by getting her emotionally involved with him, and presents prostitution as a way for them to fulfill their dreams.
- Scenario 6:** Threatens her and her family with violence, or threatens he has put a hit on her.
- Scenario 7:** Kidnaps her, holds her captive, rapes her, and sells her to other pimps or tricks.
- Girls associated with gangs are groomed, "sexed in," and used in prostitution by gangs. They are then used to recruit other girls for prostitution.
 - Children are from families where prostitution is an issue. For example, a child's mother may be involved in the sex industry, a father may be pimping family members or other women and children, an older brother may belong to a gang or be dealing drugs, or the family business may be a stripclub or porn store.

Taken from Fundamentals of Prostitution Packet from Volunteers of Minnesota

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Pimps and Tricks

Pimps

Pimps induce, promote, and profit from the prostitution of women and children. Pimps use physical and sexual violence to control where women go, sell them as commodities, force them into unwanted sex, and prevent them from escaping prostitution. Pimps prey on women and children who often suffered incest and previous violence. They season their victims by wearing them down and making them psychologically, emotionally, chemically, and financially dependent.

Pimps exploit women and children on the streets, at truck stops, through escort services, in hotels, saunas, bars, stripclubs, crack houses, and in pornographic materials.

A pimp can be from any culture, and income level, any social background. A pimp can be a street hustler, a madam, a stripclub owner, a drug dealer, a cab driver, a boyfriend, a husband, or a parent. A woman can be a pimp. There is no typical pimp.

Tricks

Tricks believe they have the right to purchase women and children to satisfy their sexual and violent urges. Tricks threaten, rob, rape, beat, kidnap, torture, and even murder women to enforce their demands. Tricks prey on prostituted women and children whose lives are often unstable combinations of violence, poverty, homelessness, disease, post-traumatic stress disorder, and drug and alcohol addiction.

A trick can be from any culture, any income level, any social background. A trick can be a lawyer, soldier, professor, pastor, bus driver, teacher, janitor, salesperson, boyfriend, father, or son. A woman can be a trick. There is no typical trick.

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Forms of Prostitution

Women and children are often recycled through various segments of the sex industry.

Streetwalking is the most often seen in impoverished urban neighborhoods and can be related to crack houses and crack trade in the same neighborhoods. Sexually-oriented businesses in neighborhoods signal tolerance of prostitution and invites johns to solicit women and children on the street.

Massage parlors and saunas are fronts for prostitution. They are often located in storefronts in impoverished urban neighborhoods, but can also flourish in downtown business districts. Same as brothels.

Brothels are set up in houses, trailers, hotels, and motels for the purpose of prostitution.

Escort services are fronts for prostitution. They are promoted as dating services in local telephone directories and newspapers.

Stripshows and nude juice bars feature nude or topless women and girls to dance and often engage in sexual activity with male customers in the establishment.

Adult book and video stores sell new and used pornographic magazines, books, and videos. Many have one-man booths for masturbating and viewing videos or live nude women.

Peep shows and live sex shows are featured in adult book and video stores and in some stripclubs.

Sex tourism is promoted as recreation and vacation for men and is tied to the economic development of many countries. Travel companies, cities, and resorts cater to different sexual activities and nationalities of men.

Trafficking is employed by networks of organized crime and channels women and children into prostitution and other areas of the sex industry across the world.

Sex rings can be organized in families, communities, and institutions. Sex rings have been exposed in association with pedophiles, cults, biker gangs, extremist hate groups, towns, and churches.

Pornography depicts the prostitution of women and children in writing and pictures.

Survival sex is a term used by youth social service workers to describe trading sex for basic needs of food, clothing, shelter, and money.

Taken from Fundamentals of Prostitution, Booklet from Volunteers of Minnesota

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Sex Industry Statistics

- **80% of prostitution survivors at the WHISPER Oral History Project reported that their customers showed them pornography to illustrate the kinds of sexual activities in which they wanted to engage. 52% of the women stated that pornography played a significant role in teaching them what was expected of them as prostitutes. 30% reported that their pimps regularly exposed them to pornography in order to indoctrinate them into an acceptance of the practices depicted.**
A facilitator's guide to Prostitution: a matter of violence against women, 1990, WHISPER - Women Hurt in Systems of Prostitution Engaged in Revolt Minneapolis, MN
- **The average age of entry into prostitution is 14 years old**
NIJ-International Center – U.N. Activities, 2000. (http://www.ojp.usdoj.gov/nij/international/un_trauma.html)
- **Up to 90% of prostitutes are under the control of a pimp**
K. Barry. The Prostitution of Sexuality. New York: New York University Press (1995).
- **At least 75% of prostitutes were sexually and physically abused children.**
Prostitution Research Compilation, 2002. (<http://www.chicagohomeless.org/PART/prosresearch.pdf>)
- **70% of prostitutes have experienced multiple rapes by their customers, pimps, and strangers.**
"Statistics Prove Governor Ventura Wrong – Prostitution is not just a Life Choice" MN Teen Challenge Newsletter, April 2000. (http://www.mntc.org/pdf/newsletters/nl00_apr.pdf)
- **The prostitution market is driven by customer demand for sexual service. During WW II, the Japanese military forced from 100,000 to 200,000 Korean women into prostitution to service their military.**
Kathleen Barry, The Prostitution of Sexuality, 1995, New York, New York University Press.
- **In a study of 475 people in prostitution (including women, men, and the transgendered) from five countries (South Africa, Thailand, Turkey, USA, and Zambia): 62% reported having been raped in prostitution 73% reported having experienced physical assault in prostitution 72% were currently or formerly homeless 92% stated that they wanted to escape prostitution immediately.**
Melissa Farley, Isin Baral, Merab Kiremire, Ufuk Sezgin, "Prostitution in Five Countries: Violence and Posttraumatic Stress Disorder" (1998) Feminism & Psychology 8 (4): 405-426
- **Human trafficking involves an estimated 700,000 people each year, mostly women and children are taken from their homes and forced into labor and/or prostitution under the pretense of legitimate employment.**
NIJ, 2004. (<http://www.ncjrs.gov/pdffiles1/nij/209274b.pdf>)

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Strip Clubs: An Insiders View

Testimony of David Sherman: Former Manager of Various Strip Clubs

Testimony before the Michigan House Committee Ethics and Constitutional Law

January 12, 2000

The National Organization Against Lewd Activities (NOALA) 1-800-552-1901

Having been involved in the adult entertainment industry for fourteen years, I am very aware of the consequences this business can have on all involved. Over the years, I've seen friendships, families, and lives destroyed.

Much of the activity of the adult entertainment industry is illegal and criminal. In addition, there are tremendous negative effects on entertainers, communities, local businesses as well as families.

The following, for your information, are some of my personal experiences with the adult entertainment industry.

Right from the start, drug and alcohol use is rampant. The dancers call it partying. They don't realize that they are medicating themselves in order to do the work they do.

Also, the abortion rate is extremely high due to the fact that most have lost contact with family members due to what they do. They also feel they could never take the chance on flawing the body from carrying a child. Additionally, the dancers believe they have no way to support a baby without dancing, and therefore can't quit to have one. Basically, they are caught in a very real, painful Catch-22.

The girls, if they have never danced, are usually extremely against it and most of the time are hired as waitresses, even though waitresses are not needed. This makes the atmosphere become a part of their life. At this point, they see it as a job, not as stripping, and are converted quite easily to dancing. Once they start dancing, they get used to being objectified. It becomes as important to them to hear how beautiful they are 200 times a day as it is to actually make the money from the dancing.

Between the use of drugs to medicate what they do and hearing how beautiful they are all the time, they soon experience what I call "BDA", Basic Dancer Attitude. This is when the dancer thinks that no matter what friends, children, husband, and family think about her, it doesn't matter. They can all be replaced because all of the patrons around her find her attractive, beautiful, and idolized. Now, the dancers are truly caught in the "adult" scene. With friends and family gone from their lives, they exist alone in this dark subculture of sex, drugs, alcohol, and prostitution. All of this perverse living, to the dancer, is now just part of her normal lifestyle.

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After a couple of years at this level, the dancer realizes she is getting older and attempts to fit back into society. She tries boyfriends, school, or really anything to cling to what is "normal." Realizing that she cannot live in both worlds, she returns to the subculture of the adult business, actually despising the real world. This leads to more dependency on drugs and alcohol, which now makes her 100% lost to this life. The dancers will continue living like this until they realize they can no longer stay at their "current level," and keep making money and getting the compliments. Once they realize this, they begin to master more perverse things to make cash, and to make up for fading looks and dancer burnout.

The cycle then becomes even more vicious with depression, drugs, alcohol, and body mutilation to stay thin. Finally, she realizes she can no longer keep up with the new and younger girls and leaves, going to one of five places.

1. She goes to a very filthy, nasty club that's full of girls in her position. Here she performs and does some of the most vile and filthy acts you can imagine to make money.
2. Some turn to prostitution, meeting customers outside of the club. The club now becomes a place for them to meet new "clients".
3. Some marry just to be able to survive. But the addictions to drugs and alcohol normally shatter and destroy these relationships.
4. Some actually do break away and go to school to become productive citizens, but the frequency of this is around 1 of 50.
5. They become society's throwaway people. People used up – degraded, abused and even sold by the people who own these establishments.

Sadly, these young ladies over time, little by little, become manipulated, controlled, and finally destroyed by a world that our communities have closed their eyes to. Thinking back, there are three girls that seem to stand out rather clearly as examples of what can and often does happen to a young, innocent woman who naively gets sucked into the sexually-oriented business industry.

1. She was a pretty, intelligent 20-year-old girl who came into the business as a waitress. She was, from what I could see, from the upper middle class and a loving Christian family. She attended Bowling Green State University in Ohio and was fluent in several languages, plus carried a 3.8 grade point average. She soon became interested in stripping. She started dancing and very quickly got caught up in the lifestyle of drugs, alcoholism, and lesbianism. I watched her life deteriorate for about two years. She has, as far as I know, gone on to graduate from school. But, still after five years, she has not left this subculture and only fallen deeper into it.

2. This young lady was also a nice, 19-year-old pharmacy major at the University of Toledo in Ohio. She too started as a waitress and soon converted to dancing. Her family was from Cleveland, paying all of her schooling and housing. She was from a wealthy family who owned several businesses from construction to restaurants. After about eight months, her family found out what she was doing and did everything in their power to get her to quit. But by this time, she was making enough money and doing enough drugs to think she could handle life on her own. Her family lost all contact, and she lost all control. She disappeared into this subculture, and I haven't heard of her since, and that has been over three years ago.

3. Another young victim was a medical student from the University of Toledo. Her husband of only a couple of weeks worked in one of these adult clubs. Being newlyweds, she needed money, but she did not want to dance. Soon after waitressing, she easily converted to dancing. The life quickly consumed her. She moved to St. Louis for her medical career but soon quit school and started dancing at a club there. Divorce quickly followed, and she went on to California doing drugs and making XXX films. I recently learned she has contracted AIDS after about two years in the pornography film business and is now working in a fast food restaurant in San Diego.

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THE MANAGER'S ROLE

As far as female employees in adult entertainment nightclubs, everyone you (as manager) hire, you treat as a potential dancer. It really doesn't matter if she's hired as a waitress, hostess, or even a bartender.

First, you must make the girl feel at home in an environment that is so abnormal that most people have to be made comfortable. In fact, you could almost say she has to be "hardened" to the club life. This is easily accomplished by working there as many hours as possible and by having all of the staff treat her as if she were a long lost friend. It's important for the management to do this also.

Second, after a few weeks, because the girl is now your friend, as a manager you bring up how short you are on girls that night or how short the amateur contestants are. You ask her to please help, that she doesn't need to take her clothes off, but the club just needs an extra body. Usually, she happily agrees to do this. You then have her change into dancing attire, usually a skimpy dress, a teddy, g-string or a t-bar (which is a very small pair of panties). Often, the girls, having become used to the environment and having seen nudity daily, are intoxicated with the sense of being on stage and are lured out of their clothing by the other girls, customers, and promises of large tips.

Now, at this point, the manager's job just starts. But, if the girl has not taken her clothes off, the manager again has to start in on her about needing more help on the floor. Again, most of the girls will agree to help the manager out. At this time, you tell her that things are not that busy, and you take her out for dinner, "my treat." Of course, the club always writes this off! So you go out, have some drinks and small talk with the girl. Returning to the club she now believes that you're good friends, plus she is under the influence of alcohol. At this point, she easily disrobes on the customer's request with the other girls welcoming a new dancer into their ranks. The experienced dancers will then go on about how beautiful she is and how much money she'll make.

Of course, even now, she still might have not disrobed. But, by this point, you are her friend and can make her feel guilty about not helping out more and ask her to please disrobe, as without her, you'll not make much money that night. She is needed. People who need her and customers who tell her how beautiful she is, surround her.

She now experiences a variety of emotions and, being human, needs to be needed. With this emotion fulfilled, she finds herself wanting to be complemented which she is, and she wants to make money, which she can. You then play on the "what more can a girl want?" and the subject of self-worth never really comes up.

At this point, if she still has not disrobed, you let her know you no longer need her for her position, but dancing is open if she wishes to still work at the club. This does not work unless she has incurred debts and needs the money, or she actually enjoyed the experience and doesn't want to lose her new friends. If she stays, the manager must start training her to be a professional. This means changing almost everything about her including her personality; she must now be passive/aggressive if she is to survive. This means that she needs to learn to say whatever it takes to make money. She can never talk about her personal life to anyone, as clients can hear this.

What you try to do is get the girls programmed to have regular customers. A regular customer is a customer who believes that this girl actually cares for him, and now his fantasy world is complete. He comes in on a regular basis, and she invites him back on certain days and times as not to interfere with other regular customers. This is usually set for the club's slow times, because when it's busy she can make money without her regular clientele. Of course, with all of these girls having regular clients, the club is guaranteed a steady income and solid revenues. The club regulars are usually family men looking for an escape from the real world, and the girls are taught to prey upon them.

Mandatory meetings are set for all the girls. This time is really used for mostly programming the girls and getting into their heads. You again let them know what you want and motivate them by whatever it takes. Soon the new dancer starts running around with the more hardened and seasoned girls, and she realize how much easier this job is being drunk, high or, more often than not, both. By now she's working until 2 a.m. in the morning, staying out all night partying after work, and then grabbing a breakfast with the girls. She wakes up, goes to work, and the cycle starts all over.

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She has no time to go to the post office, the dentist, or any other "normal" things. She is deep into the club scene and on the road to hard times and even self-destruction. At this point, school, family, and friends as well as everything else she once had fades into a world that no longer exists for her.

As a manager, at this point anything you say, ask, or demand of the girl will gladly be done because the club is now her home. The girls don't realize this is their only world now, and the club manager now has total control over what's going on in their lives. The girls will even put up with degradation, verbal and emotional abuse, and everything else the manager wants to do.

At this time the girl may feel fed up and leave, going to a new club thinking to herself that she finally made a decision on her own and things will be better. But, she is really just fooling herself. Now the manager at the new club does the same things, except now she has no friends to talk to, and the manager knows that most of the time she cannot return to the old club, so he abuses her even worse than the first manager. Of course, she then drinks more and gets high more than ever, hoping it will go away. It will only get worse for her now.

Soon the dancer finds herself not being complimented as much or making the money she did at first. Because of the drugs and alcohol, she finds herself aging fast and losing her looks. Of course, this now leads to a downward spiral of more drinking, partying, and drugs. Many girls opt for plastic surgery in one form or another because in their own eyes, their looks are what they are worth. With most people, if they gain weight or lose their tan, it would not be a problem. But, to a dancer, it would be devastating for them for days and even weeks and beyond.

CUSTOMERS

I've found that there are five categories, or groups of customers, that visit the clubs. The first customer, usually 28 to 50, is married or recently divorced. He almost always becomes not only a pornography addict but also a "fantasy" addict. He is lured in for just a glimpse of the "other side". But, once he is there, the well-trained dancer learns his weaknesses and strengths, and, knowing what buttons to push, soon has him as her "regular." He is soon there three to four times a week, seeing only one dancer, believing she is his girlfriend while being friends with most of the dancers. After a while, he may not come in on his lunch hour, but after work before he goes home to his family. Soon bills are not being paid and clothes for his children are not being bought. I've seen them believe that this girl so deeply cares for him that he will try to borrow money from her. I've also seen regulars leave a 5-year-old locked out in the car in the parking lot for hours while they lived out their fantasies. Also, I watched a patron cause a fatal accident outside of the club. While waiting for the authorities, he walked into the club to see his "girlfriend" who was dancing that night. Those are just a few examples of how physically and emotionally tied to the club these people become. Unfortunately, this group usually makes up about 30% of the entire group, but about 85% of the group's daytime traffic and 20% of the night traffic. I could write pages on customer number one as far as bad decisions he makes trying to carry on his "love affair" with dancers.

Customer two is the young adult 18 to 30 there for a bachelor party, birthday, college party and so on. A lot of these never come back except for special occasions. But a small percentage will become a regular, being addicted from day one. About 15% of these will return again and again to the club. This group makes up about 20% of the overall club business.

Customer three is the majority of your night business. He is 25 to 30, comes in maybe once or twice a month, and either feels a friendship there or maybe has a need being fulfilled. He continues to teeter-totter on the edge of becoming a regular #1. It only takes the right girl or the right experience and he easily falls into that category.

Customer four is the gentleman 45 to 70 or the 18 to 25 age bracket. He comes in only once in a great while for special events, special entertainers or business meetings. He usually makes up the rest of the 15% of the dayshift business and the minority of your night shift unless he is there for a special event. Most of the time, this will be the only time you see him. A very small percentage of these will become a number one customer.

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The fifth, and most dangerous customer, is the person there merely for business, selling, giving and using the girls in his drug trade. Many clubs have several of these people all intertwined together in this dark world. He pulls the life from and inflicts pain not only upon the girls, but the girls' families as well. With girls wanting and needing drugs, number five has them in his control as well as the club. He becomes a friendly face everyone wants to see. The bad thing is, many girls owe him money, so he either makes them another bad deal (drawing the girl in deeper), or brings her to his world altogether to be a pusher, to involved in a biker gang, or give herself sexually to a small group of dealers. The sad thing is, the girl will feel like she is among friends, and will try to drag others into this dark world with her.

OVERALL INSIDER OBSERVATIONS

Having been in the adult entertainment industry for years, I have seen everything from monies not being entered into registers to owners leaving with shoe boxes full of cash on a weekly basis. I have walked into clubs and witnessed 15-year-old girls working – with their parents' knowledge. I've seen girls leave with customers, meet them outside, as well as literally perform sex acts while lap dancing for customers. Again, the bar may pay an employee to watch for this, but the girls pay them more not to see it. If these are "clean, upstanding businesses," why is it that day after day used condoms were found in the V.I.P. rooms?

The owners many times hide themselves through owning several corporations, one of which will finally own the club. Many times in liquor clubs, the liquor license is not even in an owner's name, but is in the name of a manager who was given stock to do this.

Even though the girls are private contractors, the clubs do have contracts with both stage names and real names on them. The clubs hire people to count every lap dance done in order to collect the percentage for the club, but yet the clubs claim there is no way to keep track of what the girls make. In turn, this allows the girls not to file taxes and also be on Federal and State Aid programs even though they may be making hundreds and thousands of dollars weekly.

Again the clubs claim the girls are private contractors, but many are told when they will work, which makes them employees.

As far as the clubs themselves following written law, I have copies of the Judgment Entry that since the day it was handed down has not been followed nor enforced. The club owner himself said not to follow it. This club also is part of a very large club chain.

Maybe the reason that it has not been enforced is that a lot of local law enforcement not only frequents these businesses, but also dates the entertainers. This is true as well of firemen and city officials who all get in free. In fact, not long ago in a club in Detroit, an off-duty police officers lost his gun and could not find it. Another became mad at his girlfriend who was a dancer. Upon leaving, he discharged his gun into the door, hitting the owner of the club in the face.

Violence does occur. Once during a dancers' meeting, the manager had upset one of the girls who happened to be a member of a gang. She had him beaten up badly following the meeting.

Another manager tried to force himself on an entertainer. Again, her boyfriend belonged to a gang and a bomb threat as well as violence occurred at the club. He was not terminated but merely sent to another club.

Another manager literally held a gun to a girl's head because she wanted to quit. He was still employed for years after that. Again, another manager went on a rampage in a hotel, and while he was there discharged a firearm. He was simply moved to another location, and is now in prison for attempted rape.

As far as the argument that the girls are only putting themselves through school, that is a farce. Very few of these even attend classes once they are making the kind of money that they do. Soon they are working until 2, 3 or 4 a.m., and in no way, shape or form are they getting up and going to classes. Very few of these girls finish school.

Another dimension to the concern surrounding sex clubs is the rampant tax evasion maneuvers exercised by the various employees.

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Tax Evasion and Sex Club Employee

DJ's (Disk Jockeys)

These people are paid in most clubs hourly but as well as their hourly wages the dancers are made to tip them nightly, usually the tip being 10 percent of what the girl made that evening. The DJ keeps track of how many dances the girls have done to insure this cut. Example: If there were 30 girls working a night shift and the average tip to the DJ is, let's go low and say \$15, then in cash income, the DJ just made \$450. This income is generally not reported, as the DJ receives his regular paycheck and usually only claims that.

DOORMEN

Again in most clubs the girls are required to tip the doormen out, as he walks them to and from the parking lot, and tries to insure their safety in the club as well. While the tips are not as good as the DJ's, the doormen still could average \$60 nightly. Five nights a week figures out to \$300 weekly in pretty much unreported income.

FLOORWALKERS

These are the people who count dances for the clubs to make sure that the girls pay the 33% they are required to the club for every dance done. These also are the same ones that are responsible for watching to make sure the girls are not doing things outside the line of the law. They make tips by turning their heads to illegal dances. In turn the girls up them better for letting them make more money by dancing a little more dirty than legal. I have seen floorwalkers leave with as much as \$600 in one night. Again, they receive a paycheck, so reporting the extra income generally does not happen. The truly bad thing about a dishonest floorwalker is if one girl is paying him to dance dirty, soon all the girls have to do the same. In order to make any money at all, they too must alter the dances they do to illegal ones.

DANCERS

I would say by far the dancer is the worst offender of tax evasion in the clubs, as she generally has nothing in her name and reports very little, if any, of her income. The dancers with children generally are on federal and state welfare programs collecting food stamps, checks, and insurance while making hundreds, if not thousands, of dollars a week or more.

BARTENDERS/WAITRESSES

This group is probably the last tipped by the dancers, but again most clubs require that the dancers do tip. The reasoning behind all this tipping is it lets the club owners pay bottom dollar for help, but yet the employees make good money due to the tipping program.

MANAGERS

The managers, on the other hand, are not tipped, but in a lot of cases if a girl does something wrong or doesn't show up for work, he will fine her. In turn, most of the time that money never makes it to the register but directly into his pocket. The clubs know of this. That's how they get by with paying some managers as little as \$7 an hour. Again, this money never gets reported, as it too is untraceable cash.

I could easily fill an entire book with what I've observed in the adult pornography industry. I've seen countless lives shattered and unbelievable heartache. You would be surprised at the amount of "it can't happen to me" or "I won't be like that" that I have heard.

I've formed the National Association Against Lewd Activities (NOALA) with a few others to educate the public as to the manner in which these so-called adult clubs are sucking in well-intentioned young people seeking quick bucks for survival. Unwittingly, the demands brought on by the abusive lifestyle leads to the degradation, if not the destruction, of themselves and countless others.

But it isn't enough just to educate the public. It is vital that this committee recognize that it is the role of government to ensure the public health, safety, and welfare of its citizenry. My testimony here today represents merely a tip of the iceberg.

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Background checks, licensing, as well as enforcing regulations are essential for the safety of clients, entertainers, and communities.

LOBBYING – TO AVOID RESTRICTIONS

Adult entertainment businesses use lobbying as a key to keeping new ordinances or legislation from being passed. This plays a very important role in allowing them to run these businesses the way THEY want to.

Large turnouts by entertainers, owners, owner's reps, as well as attorneys, law students, and even the ACLU at times are used to intimidate those in local government and to keep the new legislation from passing – by making the government body think that masses have formed on their own, when in actuality they have been pulled together by a team of people paid to do just that.

Another thing not touched on is that in every club in the state where the new legislation is being considered, there are signature cards for the patrons to sign as well as information giving times and locations of hearings.

In fact, one company I worked for had this down to a fine art. Every manager was required to attend all city council meetings in order to stay on top of any new legislation being proposed. They then were to buy the minutes from the meeting and fax or send them to the corporate office. If any new legislation was proposed, that information went to the person who was in charge of lobbying and to the corporate attorney.

Even if the proposed legislation involved a city, town, or state in which the adult business had no entities, the club attorneys and attorneys would still come out in full force to defeat it, as it may have had an adverse effect on them at a later time.

Another tactic used so frequently is to bring in big-gun attorneys from elsewhere to intimidate and sue as well as tie up in court the passed ordinance for as long as possible or until it ran the city or township out of funding. These businesses have plenty to spend on staying open and running the way THEY want to. From time to time the company would use a local attorney, coaching him and making him file the things he needed in order to make it look as though he were a local business.

In regard to the lobbying, the attorney, the funding, as well as lawsuits, the adult businesses seem to somehow utilize the press to their advantage. The press simply didn't deal with the real issues in most cases.

INDEPENDENT CONTRACTORS

The entertainers who work in these clubs, even though supposedly independent contractors, oddly enough pay upwards of 30% of their income to work in these establishments. This does not include the unwritten laws of tipping, which are all explained to them by the management or other entertainers. This includes tipping the DJ in order to listen to or dance to the music they want to have played. They also must tip doormen, floorwalkers, waitresses, and bartenders, in turn helping the club to pay the wages for the cheap labor which the clubs employ.

By the time a dancer is done, she may have paid up to 50% of her income just to work. These employees do not report most of this income, in my experience. One instance stands out clearly: an entertainer phoned me saying she knew that fines, or so-called reinstatement fees, were not being rung into the register. I in turn told her to write the management a check and ask for a receipt. At that point she was told to leave and not come back, as the club did not give out receipts or accept checks for fines.

NINE REASONS FOR THE PASSAGE OF THE PROPOSED LEGISLATION

In closing, I would like to say that without regulation of the kind proposed by these bills – and mind you, this is merely the tip of the iceberg – businesses like these will continue to get away with whatever, whenever they please.

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There are several reasons as to why this legislation is needed. The following, while not an exhaustive list, are the ones that come immediately to mind.

1. Helping set and ENFORCE regulation on a state-wide level will keep the criminals from moving from city to city, staying employed in the same type of business, never having to be but a ghost to the current laws. In other words, these regulations will help keep these lawless ones more answerable to the laws of the land and prevent them from preying on naive young ladies, desensitizing them, and duping them into gradual steps of so-called entertainment, which ultimately leads them to their degradation and destruction.
2. Drug dealing runs rampant in many clubs, almost always in the bathrooms, locker rooms, and yes, even offices. Again, licensing should help curb the offenders by letting them know it is no longer tolerated, and is being regulated on a statewide level in addition to local regulation.
3. It would keep known sex offenders as well as known felons from working, owning, or entertaining in the clubs and adult businesses, as many owners in these businesses have a criminal record.
4. The licensing issue should keep the entertainers from soliciting in any way, which, as we all know, comes in many forms. In turn, that will help keep adult businesses as above-table as possible. It will also help keep the seasoned entertainer from teaching the new ones the so-called "tricks of the trade," which most of the time are illegal.
5. The hours of operation will help in curbing many of the illegal activities such as drug dealing, solicitation, and illegal dances due to the fact that the more intoxicated the entertainer is the more she is likely to do. It is a big plus on the safety and welfare of the entertainers, employees, citizens and communities as many of the late-night people are truly drunk or intoxicated on other forms of drugs and literally do things she would never do if it were not in the late-night situation.
6. State regulation on lap dances and lewd behavior will keep the entertainers from just being fined, or, as it is called in the business, "contract reinstatement fees," which most entertainers gladly pay, as she make a lot more money than she lose – the dirtier the dances are. Dirtier, most of the time, means illegal.
7. The proposed legislation will put the entertainer in a position to pay taxes, as she would no longer be an unknown person without an income. This, in turn, will keep the clubs above board on what they are being paid by the entertainers, as the girls will need every write off they can get, including the stage fees. It will also keep the many girls who are on federal and state aid (while making hundreds of dollars a week) off these programs.
8. Several small clubs come to mind that it will really keep above board. I consulted on a few smaller clubs, and in the back room I found all paperwork hidden away that would ever be used to pay taxes. The pages were in total disarray as if they were just thrown in there nightly. What taxes were paid on, I'll never know; but it was not on the paperwork or register receipts I found, or which dated back several years.
9. The next thing I'm sure it will curb is the blatant cash flowing out of clubs. At one club I had consulted on, I found \$672,000 in lost retail liquor sales. The owner, upon my telling him what I found, has not spoken to me since. He did, however, build a new house, paying cash for the labor.

In closing, with great concern for our present generation and those who will come after us, I encourage this committee to vigorously support the passage of the proposed 13-bill package and to move it with great haste. This is a significant package of bills because, if enforced, it will curb the criminality and lawlessness that is directly linked to sexually-oriented businesses. Without its passage, untold numbers of lives will continue to be degraded, victimized, and destroyed.



Suggested Readings

Sexual Assault Report Vol. 7, No. 5 May/June 2004 Ten Reasons for Not Legalizing Prostitution by Dr. Janice G. Raymond

Violence Against Women Vol 10, No. 4, April 2004 Sex Work and "Date" Violence by Stephen P. Kurtz, Hilary L. Surratt, James A. Inciardi, and Marion C. Kiley pp. 357-385

Violence Against Women Vol. 10, No. 2, February 2004 Violence in Indoor and Outdoor Prostitution Venues by Jody Raphael and Deborah L. Shapiro pp.126-139, Female Prostitution, Customers, and Violence pp. 160-188, A Comparison of Pimp and Non-Pimp Controlled Women pp. 189-194

Global Women: Nannies, Maids, and Sex Workers in the New Economy p. 195

Dines, G., Jensen, R., & Russo, A. (157) [Pornography: The Production & Consumption of Inequality](#)

Dworkin, A. & MacKinnon, C. (11) [Pornography and Civil Rights - Pornography](#)

Griffin, Susan (19) [Pornography and Silence](#)

Lovelace, Linda (166) [Ordeal - Pornography](#)

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