

# NAPEO Quarterly Pulse Survey – Q1 2021 Results

WSEs per Client

Typical PEO

**20**

Clients per FTE\*

Typical PEO

**8**

WSEs per FTE\*

Typical PEO

**151**

\*Internal employees excluding sales staff

## How did the 1<sup>st</sup> quarter of 2021 compare with the 1<sup>st</sup> quarter of 2020?

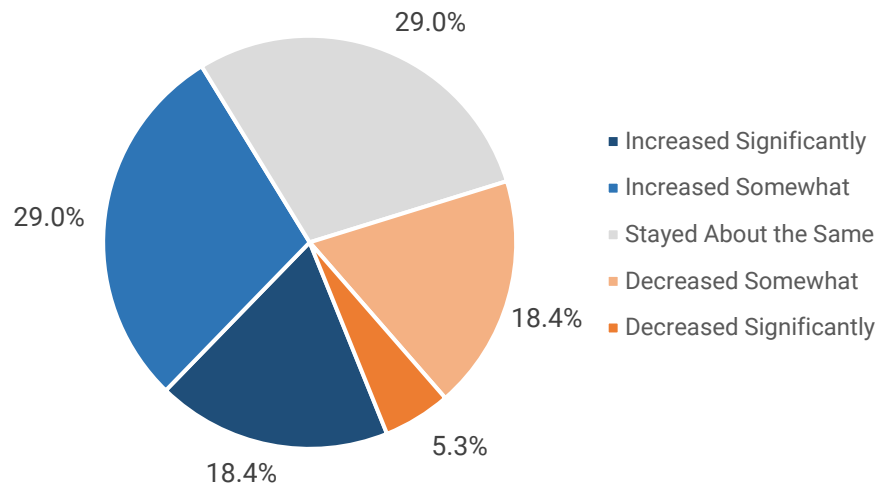
### PEO Revenue

Typical PEO

Stayed About the Same

Response Count

**38**



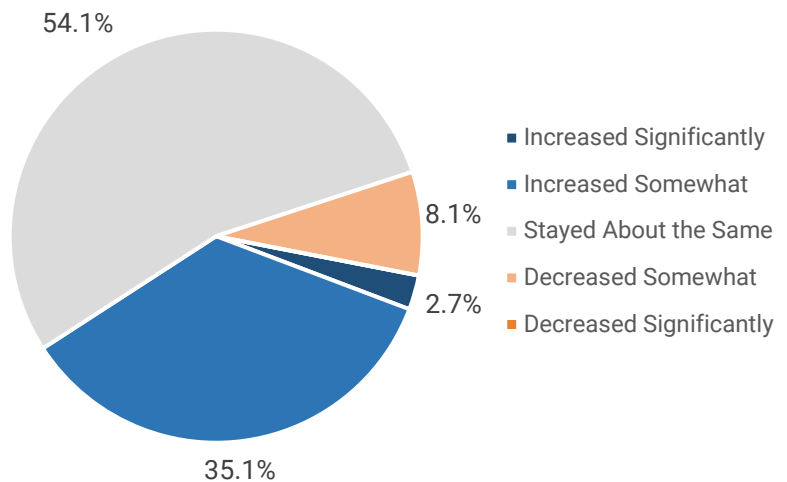
### Average annual wage per worksite employee (WSE)

Typical PEO

Stayed About the Same

Response Count

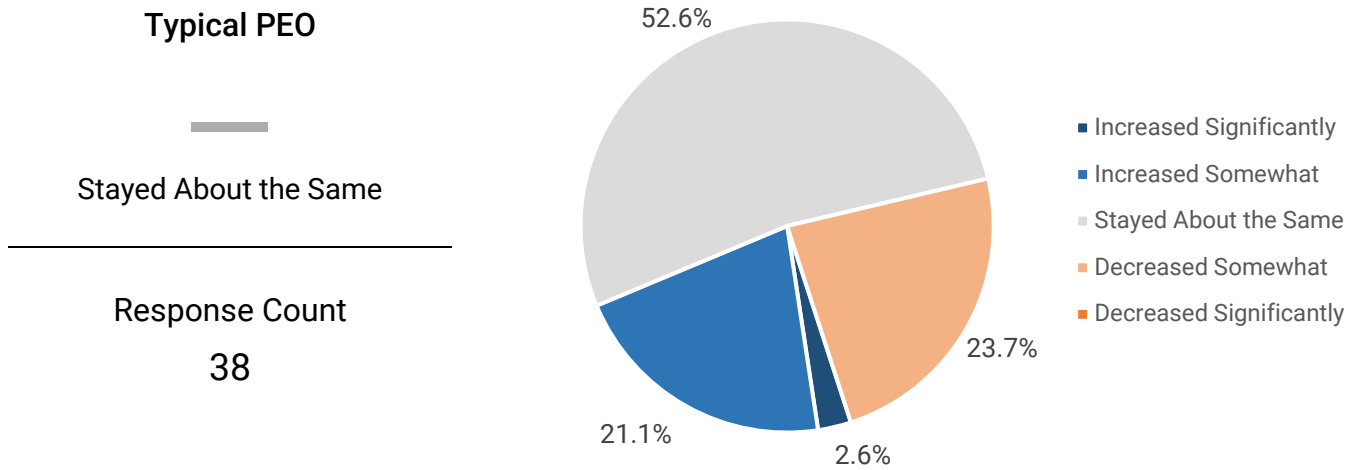
**37**



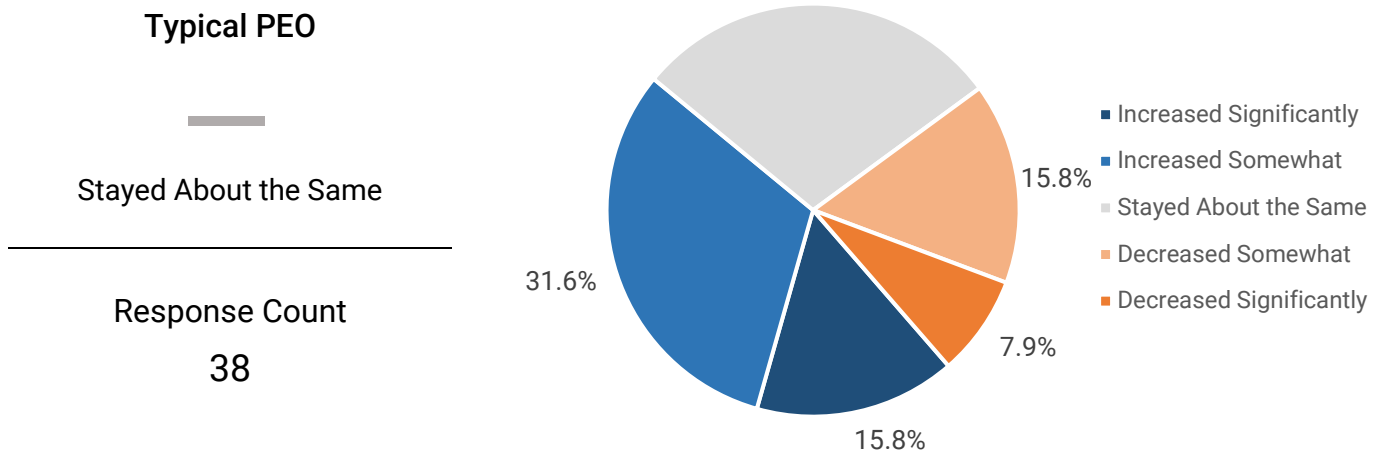
Note: Throughout this report, the word "Typical" is used to describe the median (middle) value for a given item.

# How did the 1<sup>st</sup> quarter of 2021 compare with the 1<sup>st</sup> quarter of 2020?

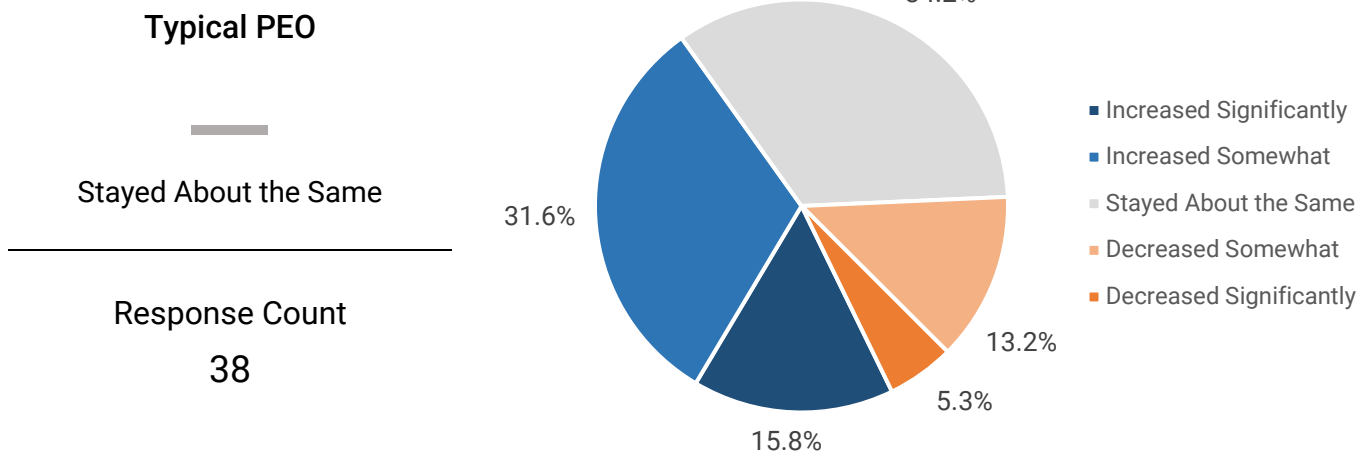
## Average number of worksite employees (WSEs) per client company



## Gross profit (\$)



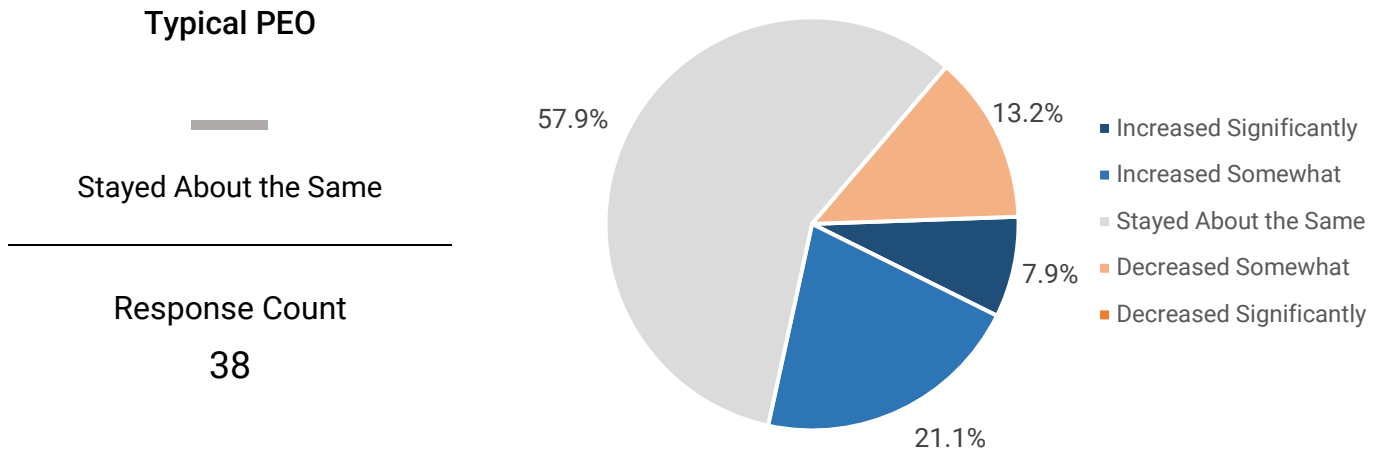
## Operating income (\$)



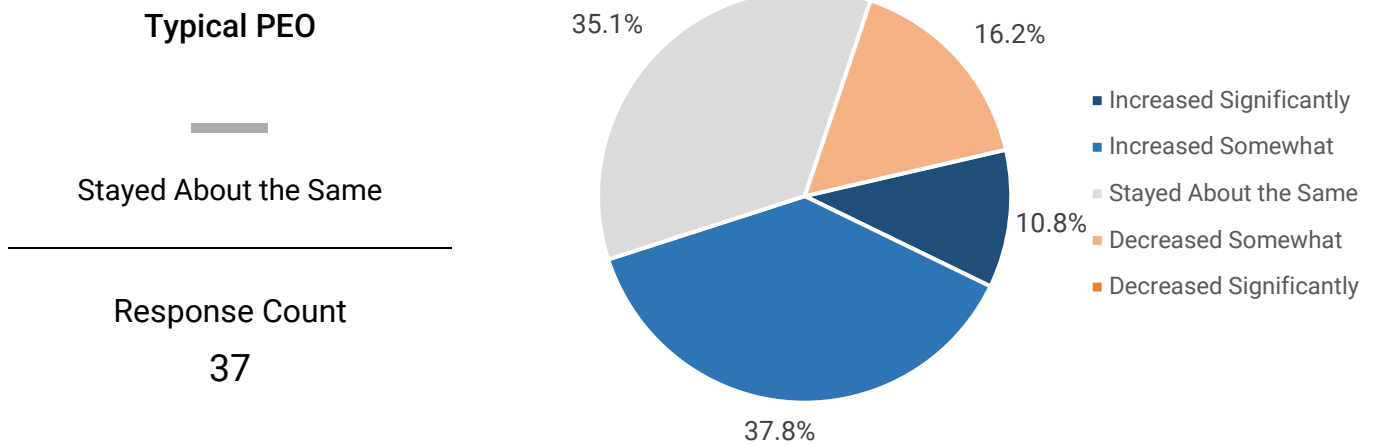
## How did the 1<sup>st</sup> quarter of 2021 compare with the 1<sup>st</sup> quarter of 2020?

---

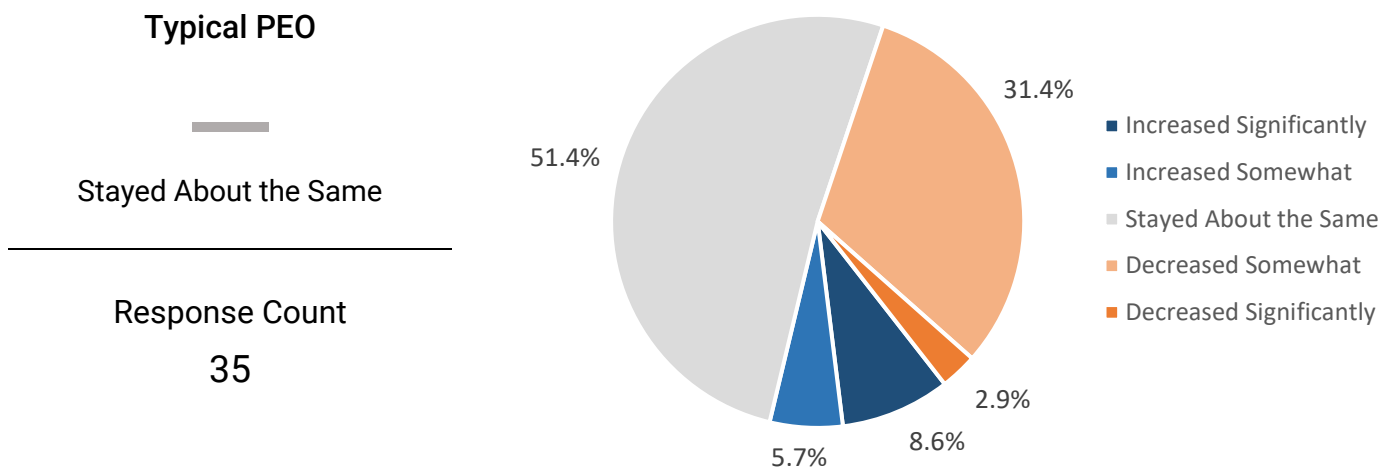
### Number of internal employees (including salespeople)



### Number of Clients



### Number of Worker's Compensation claims reported to carrier



## WSE Projection

---

How do you anticipate your number of WSEs will change over the next 12 months?

Typical PEO



Increase Somewhat

---

Response Count

38

