

NAPEO Quarterly Pulse Survey – Q1 2017 Results

WSEs per Client

Typical PEO:
22

Clients per FTE (Internal)

Typical PEO:
6

WSEs per FTE (Internal)

Typical PEO:
136

How did the 1st quarter of 2017 compare with the 1st quarter of 2016 for the following?

PEO Revenue

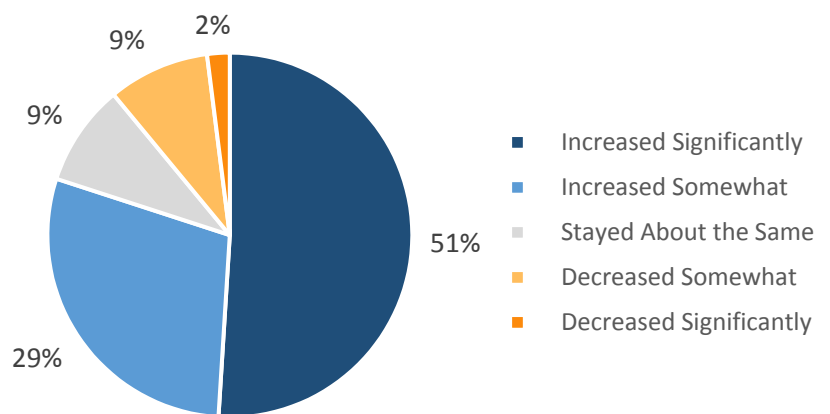
Typical PEO



Increased Significantly

Response Count

45



Average annual wage per worksite employee (WSE)

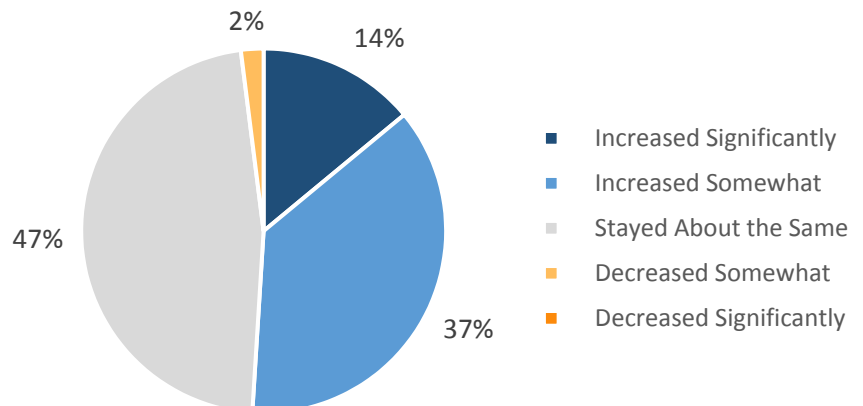
Typical PEO



Stayed About the Same

Response Count

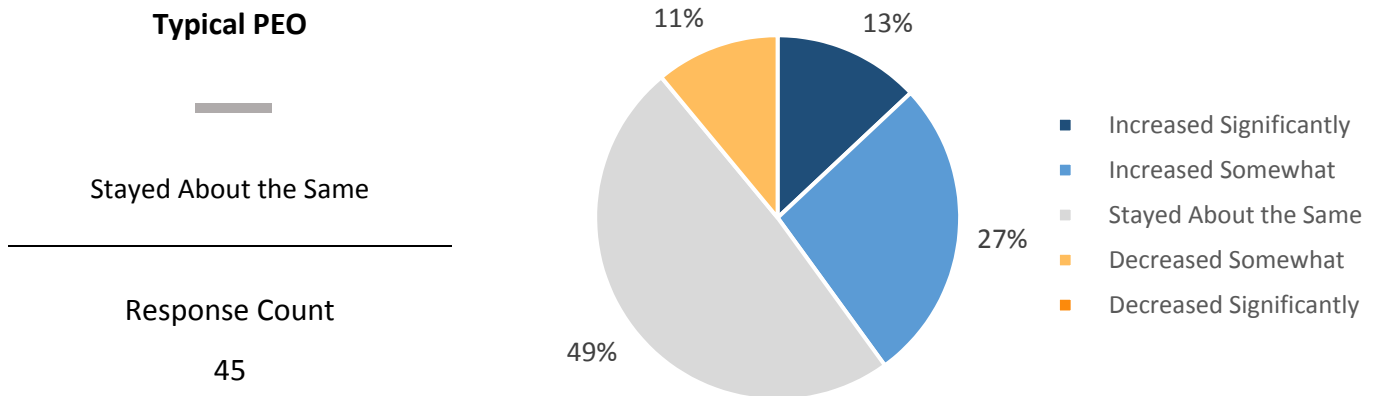
45



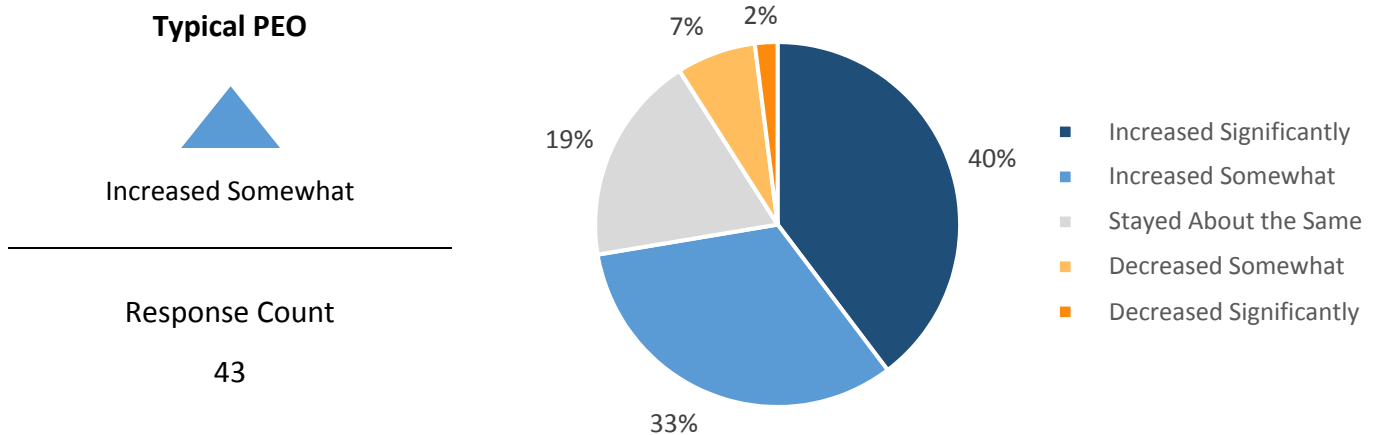
Note: Throughout this report, the word "Typical" is used to describe the median (middle) value for a given item.

How did the 1st quarter of 2017 compare with the 1st quarter of 2016 for the following?

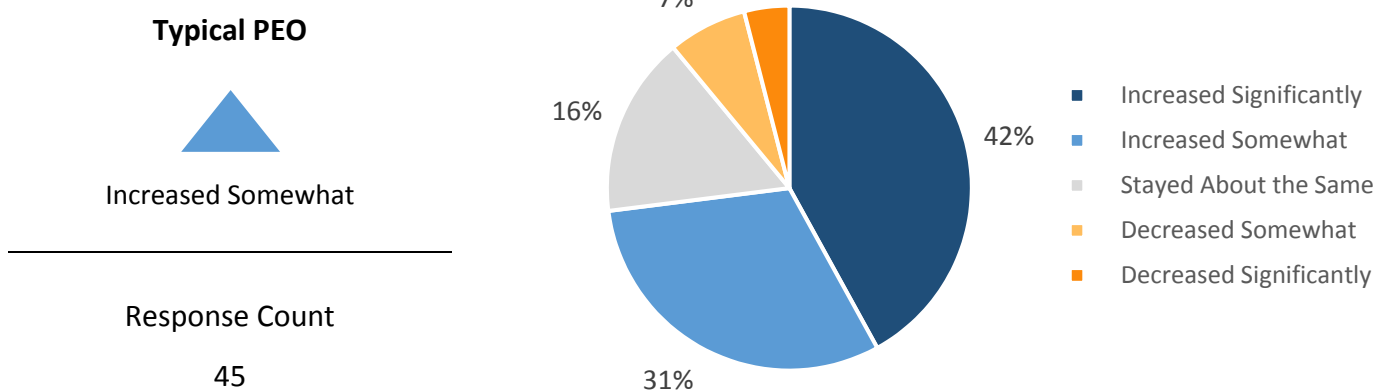
Average number of worksite employees (WSEs) per client company



Gross profit (\$)

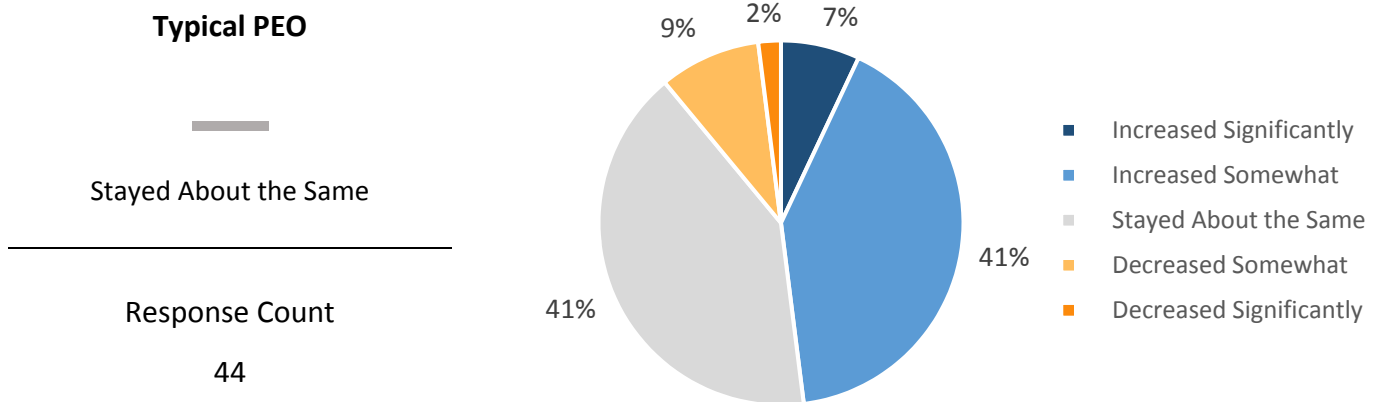


Operating income (\$)

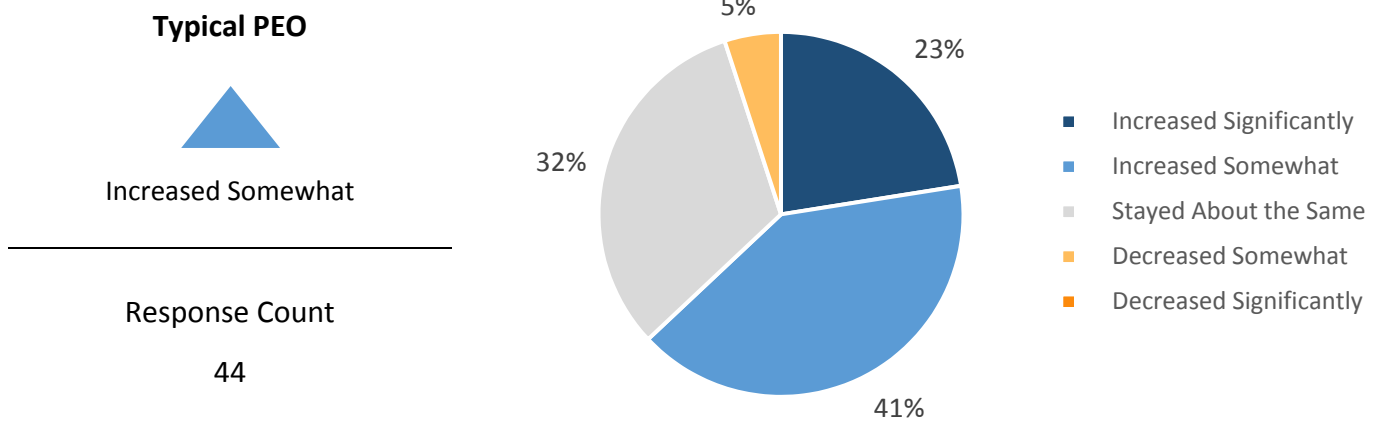


How did the 1st quarter of 2017 compare with the 1st quarter of 2016?

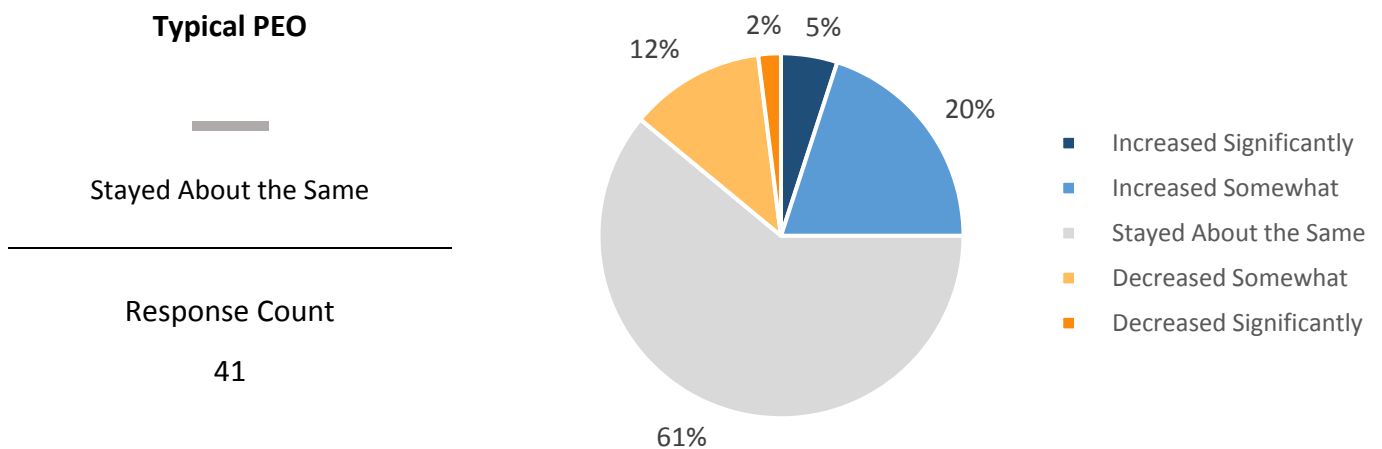
Number of internal employees (including salespeople)



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

44

