# NAPEO Quarterly Pulse Survey – Q2 2023 Results

| WSEs per Client | Clients per FTE* | WSEs per FTE* |
|:---:|:---:|:---:|
| Typical PEO | Typical PEO | Typical PEO |
| **25** | **7** | **148** |

*Internal employees excluding sales staff

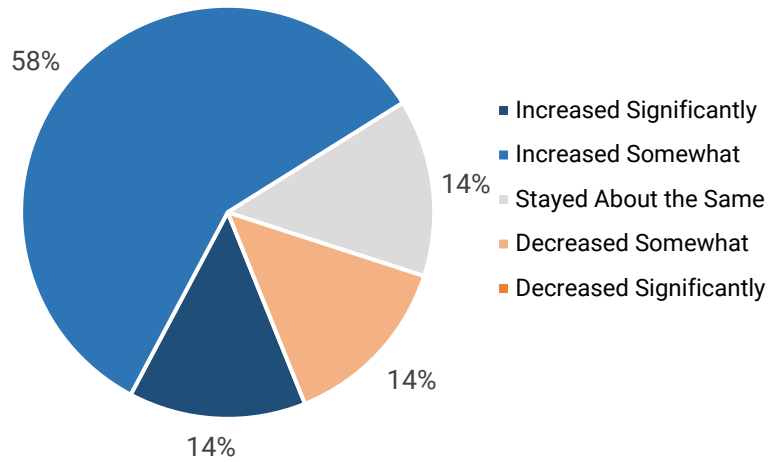## How did the 2nd quarter of 2023 compare with the 2nd quarter of 2022?

### PEO Revenue

**Typical PEO**

Increased Somewhat

Response Count

36



- Increased Significantly
- Increased Somewhat
- Stayed About the Same
- Decreased Somewhat
- Decreased Significantly

58%  14%  14%  14%

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

**Typical PEO**

Increased Somewhat

Response Count

35



- Increased Significantly
- Increased Somewhat
- Stayed About the Same
- Decreased Somewhat
- Decreased Significantly

26%  3%  71%
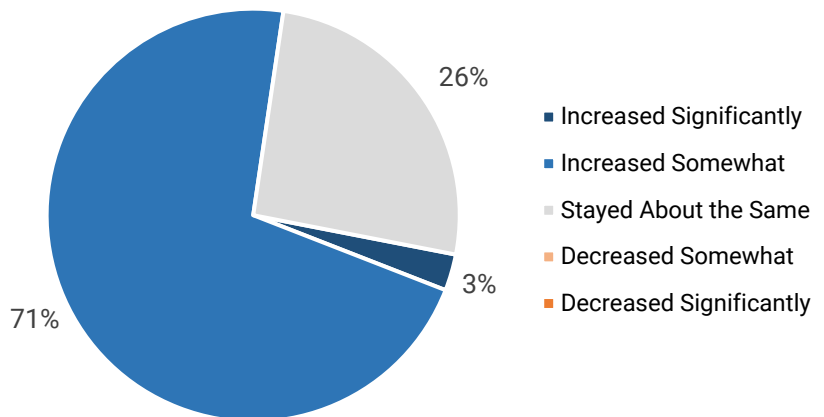
**Note:** Throughout this report, the word "Typical" is used to describe the median (middle) value for a given item.

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

**Typical PEO**

—

Stayed About the Same

Response Count

36



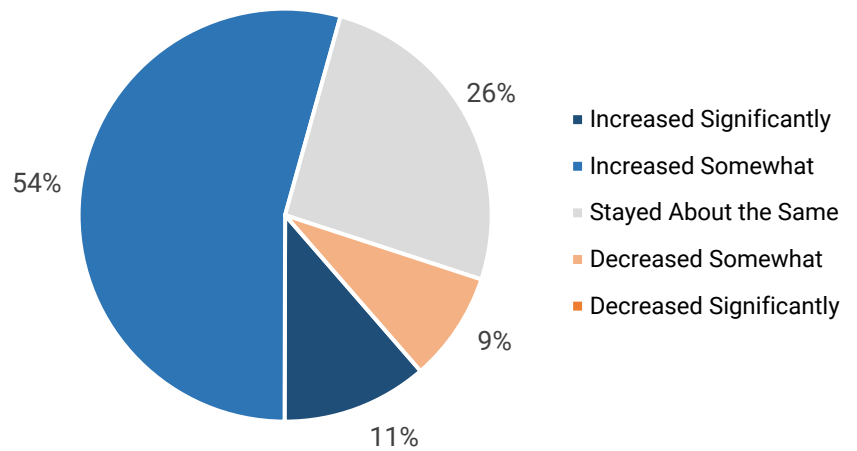- Increased Significantly
- Increased Somewhat
- Stayed About the Same
- Decreased Somewhat
- Decreased Significantly

53%
39%
3%
6%
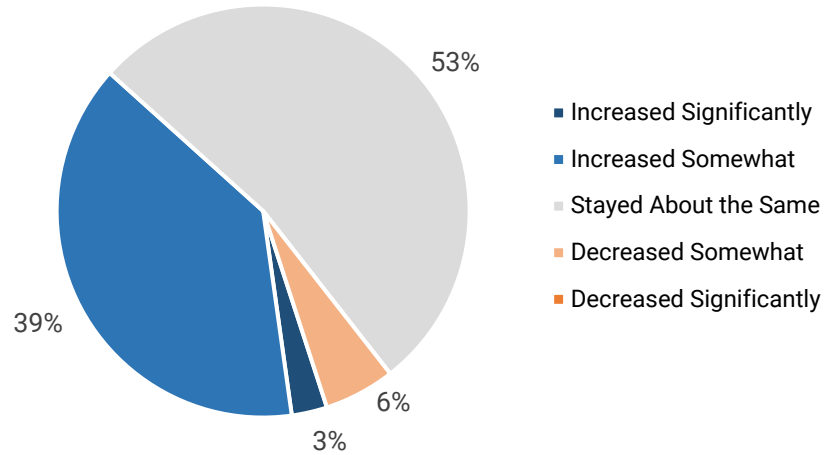
### Gross profit ($)

**Typical PEO**

▲

Increased Somewhat

Response Count

35



- Increased Significantly
- Increased Somewhat
- Stayed About the Same
- Decreased Somewhat
- Decreased Significantly

26%
54%
11%
9%

### Operating income ($)

**Typical PEO**

▲

Increased Somewhat

Response Count

36



- Increased Significantly
- Increased Somewhat
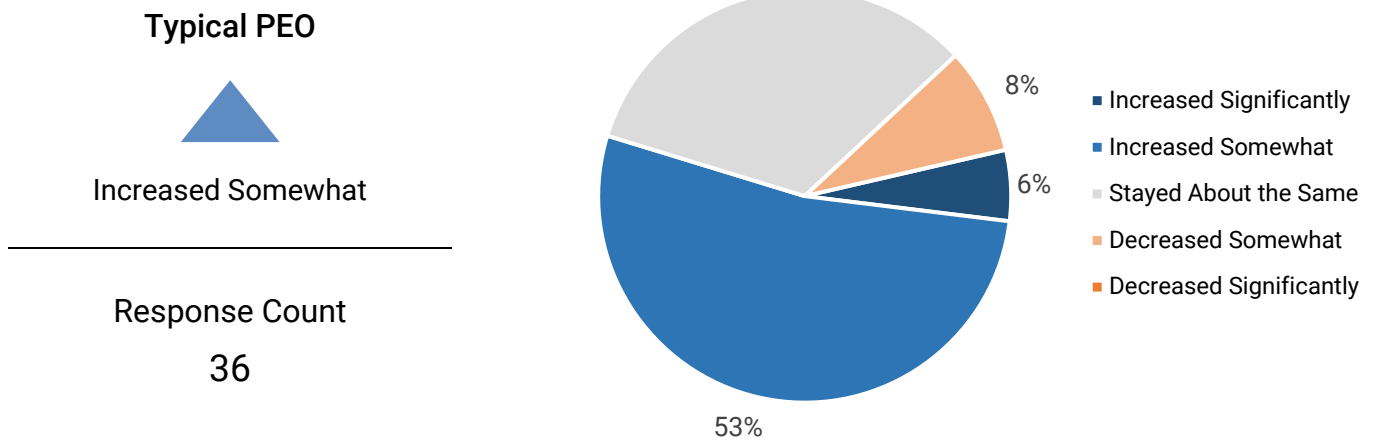- Stayed About the Same
- Decreased Somewhat
- Decreased Significantly

36%
47%
8%
8%
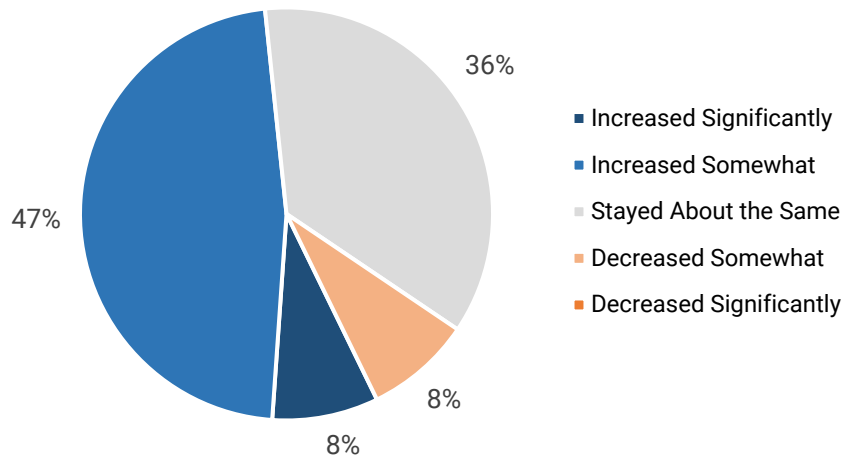
# How did the 2nd quarter of 2023 compare with the 2nd quarter of 2022?

## Number of internal employees (including salespeople)

**Typical PEO**

—

Stayed About the Same

Response Count

36

58%
6%
8%
28%

- Increased Significantly
- Increased Somewhat
- Stayed About the Same
- Decreased Somewhat
- Decreased Significantly

## Number of Clients

**Typical PEO**

▲

Increased Somewhat

Response Count

36

33%
8%
6%
53%

- Increased Significantly
- Increased Somewhat
- Stayed About the Same
- Decreased Somewhat
- Decreased Significantly
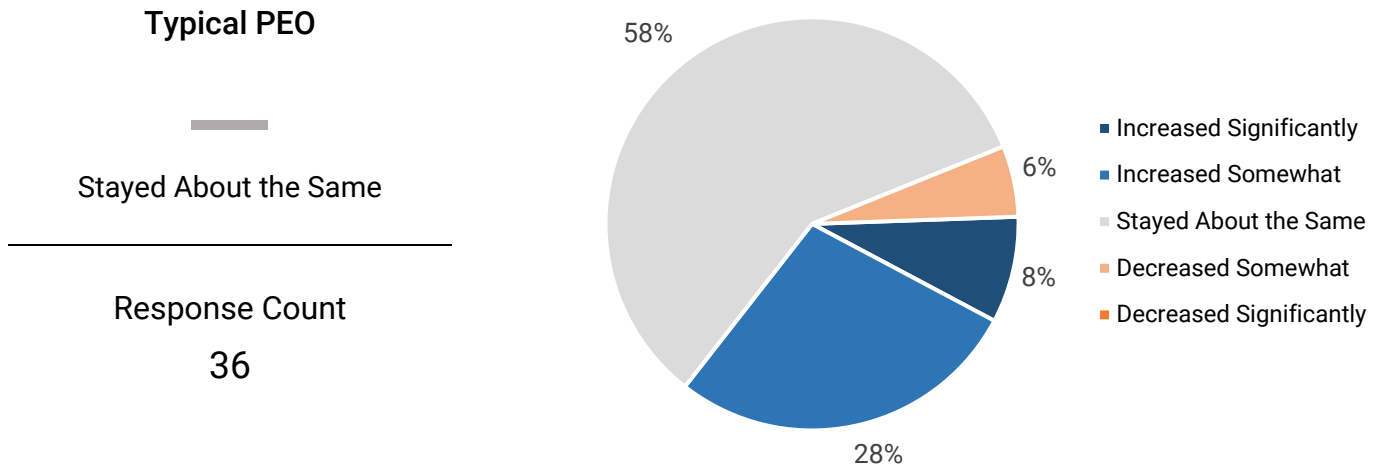
## Number of Worker's Compensation claims reported to carrier

**Typical PEO**

—

Stayed About the Same

Response Count

31

52%
19%
29%

- Increased Significantly
- Increased Somewhat
- Stayed About the Same
- Decreased Somewhat
- Decreased Significantly
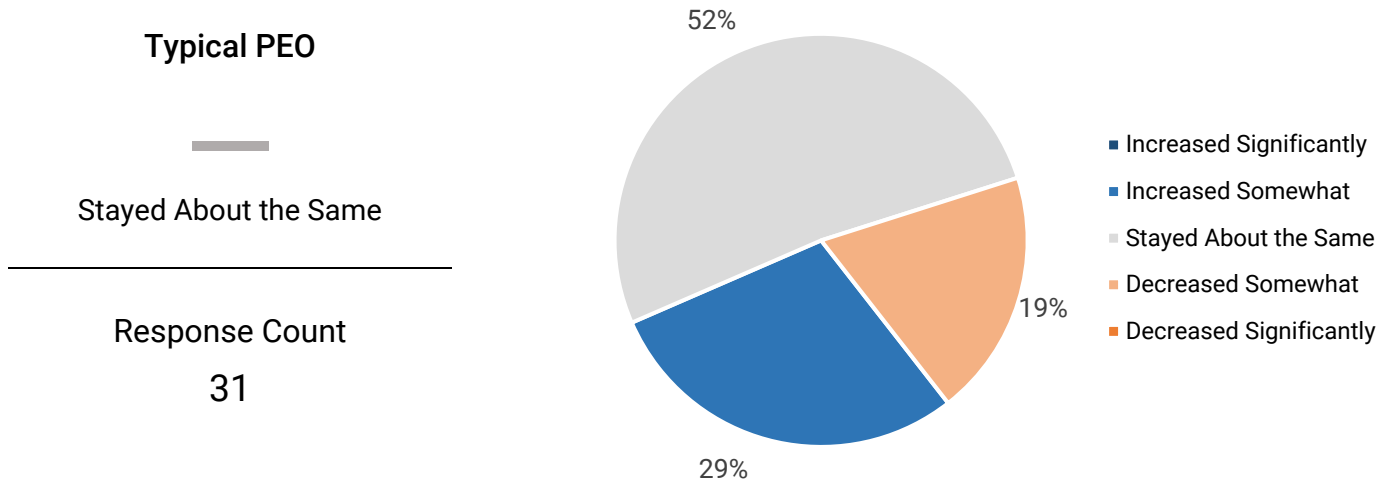
**How do you anticipate your number of WSEs will change over the next 12 months?**

### Typical PEO

Increase Somewhat

Response Count

35

- Increase Significantly
- Increase Somewhat
- Stay About the Same
- Decrease Somewhat
- Decrease Significantly

3%

17%

80%