How did the 1st quarter of 2021 compare with the 1st 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 1st quarter of 2021 compare with the 1st quarter of 2020?

Average number of worksite employees (WSEs) per client company

Typical PEO

- Stayed About the Same

Response Count: 38

Gross profit ($)

Typical PEO

- Stayed About the Same

Response Count: 38

Operating income ($)

Typical PEO

- Stayed About the Same

Response Count: 38
How did the 1st quarter of 2021 compare with the 1st quarter of 2020?

Number of internal employees (including salespeople)

Typical PEO

- Stayed About the Same: 57.9%
- Increased Somewhat: 13.2%
- Increased Significantly: 7.9%
- Decreased Somewhat: 21.1%
- Decreased Significantly: 8.6%

Response Count: 38

Number of Clients

Typical PEO

- Stayed About the Same: 35.1%
- Increased Somewhat: 31.4%
- Increased Significantly: 2.9%
- Decreased Somewhat: 8.6%
- Decreased Significantly: 5.7%

Response Count: 37

Number of Worker’s Compensation claims reported to carrier

Typical PEO

- Stayed About the Same: 51.4%
- Increased Somewhat: 31.4%
- Increased Significantly: 8.6%
- Decreased Somewhat: 5.7%
- Decreased Significantly: 2.9%

Response Count: 35
How do you anticipate your number of WSEs will change over the next 12 months?

**Typical PEO**

- Increase Somewhat

**Response Count**

- 38

![Pie chart showing distribution of responses: Increase Significantly (7.9%), Increase Somewhat (57.9%), Stay About the Same (34.2%)]

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