How did the 3rd quarter of 2017 compare with the 3rd quarter in 2016?

**PEO REVENUE**

- **Typical PEO**
  - Increased Somewhat
  - Response Count: 50

- 30.0% Increased Significantly
- 42.0% Increased Somewhat
- 20.0% Stayed About the Same
- 8.0% Decreased Somewhat
- 0.0% Decreased Significantly

**AVERAGE ANNUAL WAGE PER WORKSITE EMPLOYEE (WSE)**

- **Typical PEO**
  - Increased Somewhat
  - Response Count: 50

- 4.2% Increased Significantly
- 54.2% Increased Somewhat
- 41.7% Stayed About the Same
- 0.0% Decreased Somewhat
- 0.0% Decreased Significantly

*Note: Throughout this report, the word “Typical” is used to describe the median (middle) value for a given item.*
How did the 3rd quarter of 2017 compare with the 3rd quarter in 2016?

### Average Number of Worksire Employees (WSEs) per Client Company

- **Typical PEO**
  - Stayed About the Same: 46.0%
  - Increased Somewhat: 46.0%
  - Increased Significantly: 2.0%
  - Decreased Somewhat: 6.0%
  - Decreased Significantly: 0.0%

### Gross Profit ($)

- **Typical PEO**
  - Increased Somewhat: 32.0%
  - Increased Significantly: 42.0%
  - Stayed About the Same: 16.0%
  - Decreased Somewhat: 10.0%
  - Decreased Significantly: 0.0%

### Operating Income ($)

- **Typical PEO**
  - Increased Somewhat: 28.0%
  - Increased Significantly: 42.0%
  - Stayed About the Same: 16.0%
  - Decreased Somewhat: 12.0%
  - Decreased Significantly: 2.0%
How did the 3rd quarter of 2017 compare with the 3rd quarter in 2016?

**NUMBER OF INTERNAL EMPLOYEES (INCLUDING SALESPEOPLE)**

- **Typical PEO**
  - Stayed About the Same
  - Response Count: 50

- **Results**
  - 2.0% Increased Significantly
  - 32.0% Increased Somewhat
  - 58.0% Stayed About the Same
  - 8.0% Decreased Somewhat
  - 0.0% Decreased Significantly

**NUMBER OF CLIENTS**

- **Typical PEO**
  - Increased Somewhat
  - Response Count: 50

- **Results**
  - 18.0% Increased Significantly
  - 38.0% Increased Somewhat
  - 40.0% Stayed About the Same
  - 4.0% Decreased Somewhat
  - 0.0% Decreased Significantly

**NUMBER OF WORKER’S COMPENSATION CLAIMS REPORTED TO THE CARRIER**

- **Typical PEO**
  - Stayed About the Same
  - Response Count: 50

- **Results**
  - 2.2% Increased Significantly
  - 20.0% Increased Somewhat
  - 62.2% Stayed About the Same
  - 13.3% Decreased Somewhat
  - 2.2% Decreased Significantly
HOW DO YOU ANTICIPATE YOUR NUMBER OF WSEs WILL CHANGE OVER THE NEXT 12 MONTHS?

Typical PEO

Increase Somewhat

Response Count

49

32.7% Increase Significantly
55.1% Increase Somewhat
12.2% Stay About the Same
0.0% Decrease Somewhat
0.0% Decrease Significantly