How did the 3rd quarter of 2016 compare with the 3rd quarter of 2015?

PEO Revenue

Typical PEO

![Pie chart showing PEO Revenue comparison](chart)

Response Count: 69

Average annual wage per worksite employee (WSE)

Typical PEO

![Pie chart showing Average annual wage per worksite employee comparison](chart)

Response Count: 69

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 2016 compare with the 3rd quarter of 2015?

Average number of worksite employees (WSEs) per client company

Typical PEO

- Increased Somewhat: 41%
- Increased Significantly: 7%
- Increased Somewhat: 4%
- Stayed About the Same: 1%
- Decreased Somewhat: 1%
- Decreased Significantly: 4%

Response Count: 69

Gross profit ($) 

Typical PEO

- Increased Somewhat: 24%
- Increased Significantly: 13%
- Increased Somewhat: 12%
- Stayed About the Same: 3%
- Decreased Somewhat: 3%
- Decreased Significantly: 2%

Response Count: 67

Operating income ($) 

Typical PEO

- Increased Somewhat: 26%
- Increased Significantly: 14%
- Increased Somewhat: 3%
- Stayed About the Same: 3%
- Decreased Somewhat: 1%
- Decreased Significantly: 21%

Response Count: 70
How did the 3rd quarter of 2016 compare with the 3rd quarter of 2015?

Number of internal employees (including salespeople)

Typical PEO

Stayed About the Same

Response Count
70

Number of Clients

Typical PEO

Increased Somewhat

Response Count
70

Number of Worker’s Compensation claims reported to carrier

Typical PEO

Stayed About the Same

Response Count
64
WSE Projection

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

Typical PEO

- Increase Somewhat: 61%
- Decrease Somewhat: 38%
- Other: 1%

Response Count: 69