NAPEO Quarterly Pulse Survey – Q3 2021 Results

### WSEs per Client

| Typical PEO | 19 |

*Internal employees excluding sales staff

### Clients per FTE*

| Typical PEO | 7 |

### WSEs per FTE*

| Typical PEO | 154 |

How did the 3rd quarter of 2021 compare with the 3rd quarter of 2020?

**PEO Revenue**

- **Typical PEO**
  - Increased Somewhat: 65.9%
  - Decreased Somewhat: 14.6%
  - Decreased Significantly: 2.4%
  - Stayed About the Same: 17.1%
  - Response Count: 41

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

- **Typical PEO**
  - Increased Somewhat: 34.2%
  - Decreased Somewhat: 61.0%
  - Decreased Significantly: 4.9%
  - Response Count: 41

**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 2021 compare with the 3rd quarter of 2020?

Average number of worksite employees (WSEs) per client company

Typical PEO

- Stayed About the Same

Response Count: 41

Gross profit ($)

Typical PEO

- Increased Somewhat

Response Count: 40

Operating income ($)

Typical PEO

- Increased Somewhat

Response Count: 40
How did the 3rd quarter of 2021 compare with the 3rd quarter of 2020?

Number of internal employees (including salespeople)

Typical PEO

- Stayed About the Same: 41.5%
- Increased Significantly: 7.3%
- Increased Somewhat: 7.3%
- Decreased Somewhat: 17.1%
- Decreased Significantly: 20.0%

Response Count: 41

Number of Clients

Typical PEO

- Increased Somewhat: 43.9%
- Stayed About the Same: 41.5%
- Increased Significantly: 5.7%
- Decreased Somewhat: 2.4%
- Decreased Significantly: 12.2%

Response Count: 41

Number of Worker’s Compensation claims reported to carrier

Typical PEO

- Stayed About the Same: 57.1%
- Increased Significantly: 17.1%
- Increased Somewhat: 5.7%
- Decreased Somewhat: 20.0%
- Decreased Significantly: 0.0%

Response Count: 35
WSE Projection

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

Typical PEO

Increase Somewhat

Response Count
41

![Pie chart showing percentage of responses]

- Increase Significantly: 4.9%
- Increase Somewhat: 19.5%
- Stay About the Same: 75.6%
- Decrease Somewhat: 4.9%
- Decrease Significantly: 4.9%