How did the 4th quarter of 2020 compare with the 4th quarter of 2019?

PEO Revenue

Typical PEO

Stayed About the Same

Response Count
37

Average annual wage per worksite employee (WSE)

Typical PEO

Stayed About the Same

Response Count
36

Note: Throughout this report, the word “Typical” is used to describe the median (middle) value for a given item.
How did the 4th quarter of 2020 compare with the 4th quarter of 2019?

Average number of worksite employees (WSEs) per client company

**Typical PEO**

- Stayed About the Same

**Response Count**
37

Gross profit ($)

**Typical PEO**

- Stayed About the Same

**Response Count**
36

Operating income ($)

**Typical PEO**

- Stayed About the Same

**Response Count**
37
How did the 4th quarter of 2020 compare with the 4th quarter of 2019?

Number of internal employees (including salespeople)

Typical PEO

- Stayed About the Same: 64.9%
- Increased Somewhat: 10.8%
- Increased Significantly: 24.3%

Response Count: 37

Number of Clients

Typical PEO

- Stayed About the Same: 32.4%
- Increased Somewhat: 32.4%
- Increased Significantly: 27.0%
- Decreased Somewhat: 8.1%

Response Count: 37

Number of Worker’s Compensation claims reported to carrier

Typical PEO

- Stayed About the Same: 58.3%
- Increased Somewhat: 5.6%
- Increased Significantly: 27.8%
- Decreased Somewhat: 5.6%
- Decreased Significantly: 2.8%

Response Count: 36
WSE Projection

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

Typical PEO

Increase Somewhat

Response Count
37

- Increase Significantly: 24.3%
- Increase Somewhat: 59.5%
- Stay About the Same: 8.1%
- Decrease Somewhat: 8.1%
- Decrease Significantly: 8.1%