# Q4 2014 American Staffing Association Employment and Sales Survey

To ensure the confidentiality of company data submitted by survey participants, ASA has partnered with Inavero Inc. to tabulate results and derive cumulative figures. ASA does not have access to company submissions, and reports only aggregate results.

Survey participants receive an exclusive report on the survey results, which includes payroll data available nowhere else.

If at any time, while you are filling out the survey, you need to go back to a previous screen, you can select the "back" button on your browser so that the questionnaire will return to the previous page. For technical questions regarding this survey instrument, contact Inavero at 800-921-2640. For general questions about this survey, contact Cynthia Poole, ASA director of research, at 703-253-2048 or cpoole@americanstaffing.net.

# **INSTRUCTIONS & DEFINITIONS**

Please enter figures for all branches, franchises, and licensed operations in the U.S. (including Puerto Rico and the Virgin Islands).

Temporary and contract staffing is defined as a service whereby your company hires its own employees (W-2 workers—not 1099 independent contractors and not employee leasing) and assigns them to work for clients. This may involve supporting or supplementing a client's work force to keep it fully staffed during busy times, gaining special expertise or staffing special projects, filling temporary vacancies, or temp-to-hire arrangements.

# SALES

Enter <u>total</u> temporary and contract staffing sales (including any royalties and license or temp-to-hire fees) for the following quarters.

<u>Q4 2013</u>	
Q3 2014	
Q4 2014	

Does your company subcontract temporary or contract staffing services (where your company is the primary contractor, but services were actually provided by another staffing firm)?



#### SUBCONTRACTED SERVICES

Enter the <u>total</u> value of subcontracted services provided by other staffing firms(s) for the following quarters. Any sales identified as subcontracted services are backed out of the total sales reported by your firm. If the total sales you reported for the previous question already exclude these earnings, you may leave this blank.

<u>Q4 2013</u>	
Q3 2014	
Q4 2014	

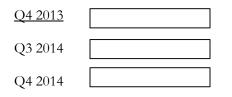
### **GROSS MARGIN**

Enter <u>total</u> gross margin dollars for temporary and contract staffing services for the following quarters. *Please note: Gross Margin = Total Sales – Cost of Labor Cost of Labor = Wages + FICA + Workers' comp + Unemployment insurance + Health benefits + Other fringe benefits (sick pay, retirement, vacation, etc.)* 

<u>Q4 2013</u>	
Q3 2014	
Q4 2014	

# PAYROLL

Enter gross payroll for temporary and contract employees before withholdings and other deductions for the following quarters. Do not include service fees or markups.



### **EMPLOYMENT**

Enter the number of temporary and contract employees (W-2 only—not 1099 independent contractors) on your payroll during the week that included the 12th of the month in the third and fourth quarters of 2014.

July 2014	
August 2014	
September 2014	
October 2014	
November 2014	
December 2014	

### **TURNOVER DATA**

The following data are collected annually in the fourth quarter to determine industry trends in the turnover of temporary and contract employees.

Enter the number of W-2's issued to temporary and contract employees for 2014.

Enter the number of temporary and contract employees (W-2 only—not 1099 independent contractors) on your payroll during the week that included the 12th of the month in the first two quarters of 2014.

January 2014	
February 2014	
March 2014	
April 2014	
May 2014	
June 2014	

# Please enter your contact information for verification purposes only.

First name	
Last name	
Email address	

Thank you for taking time to participate in this important survey for the staffing industry.

If you need a printed copy of the responses you provided please contact Inavero at survey@inavero.com and we will be happy to assist you.