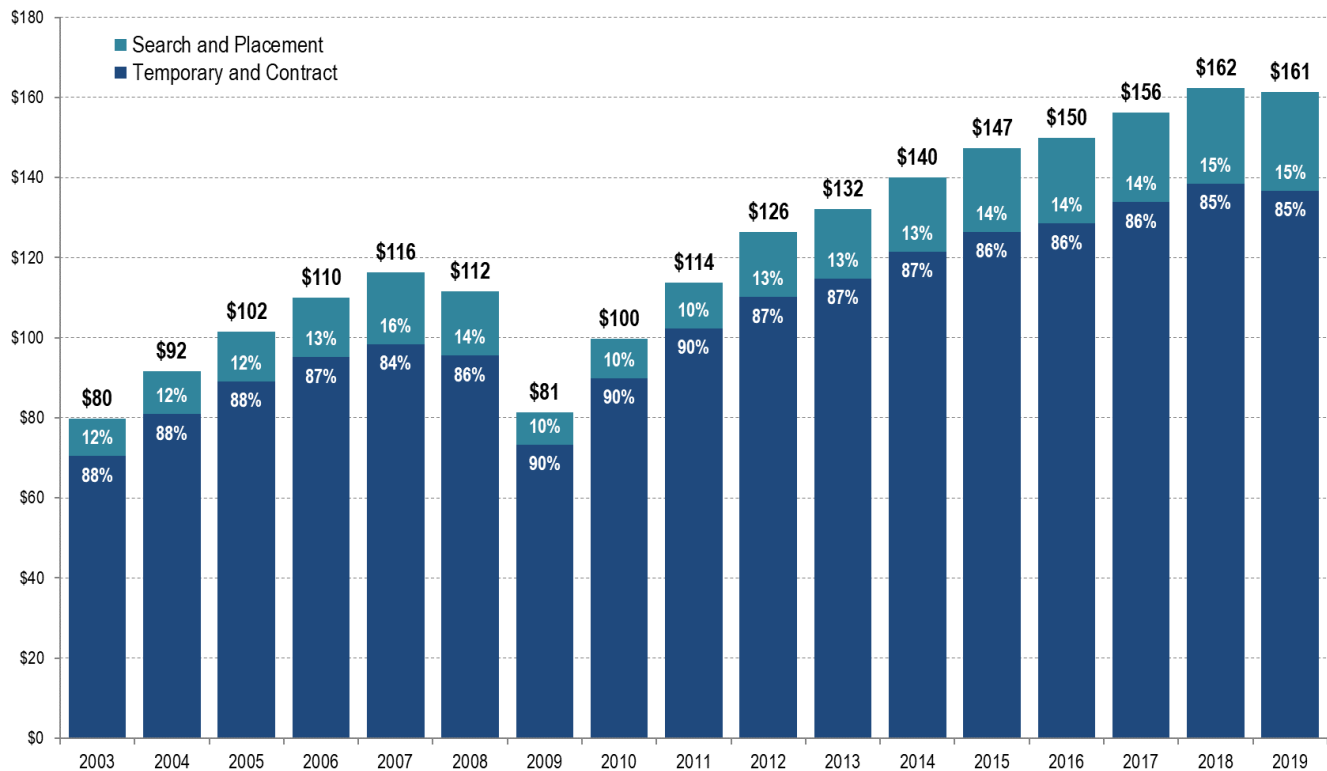


Staffing and Recruiting Industry Sales Decreased 0.6% to \$161 Billion in 2019

Sales (Billions of U.S. Dollars)—Annual Totals for Staffing and Recruiting Industry



Source: American Staffing Association, Staffing Industry Analysts Inc., U.S. Department of Commerce

Temporary and contract staffing sales totaled \$136.7 billion in 2019, according to the latest annual data from the ASA Staffing Employment and Sales Survey—a decrease of 1.3% from 2018.

Search and placement sales grew 3.4% in 2019, according to Staffing Industry Analysts. Applying SIA’s annual growth estimates to the most recently released 2017 U.S. Economic Census indicates that search and placement sales totaled \$24.7 billion in 2019. (Note these data have been rebenchmarked back to 2012.)

Combining temporary and contract staffing with search and placement services, U.S. staffing industry sales totaled \$161.4 billion in 2019, 0.6% less than in 2018. Search and placement sales accounted for 15.0% of total staffing and recruiting industry sales in 2019.

For additional staffing benchmarks and to learn more about the ASA Staffing Employment and Sales Survey, visit americanstaffing.net/quarterly-survey.