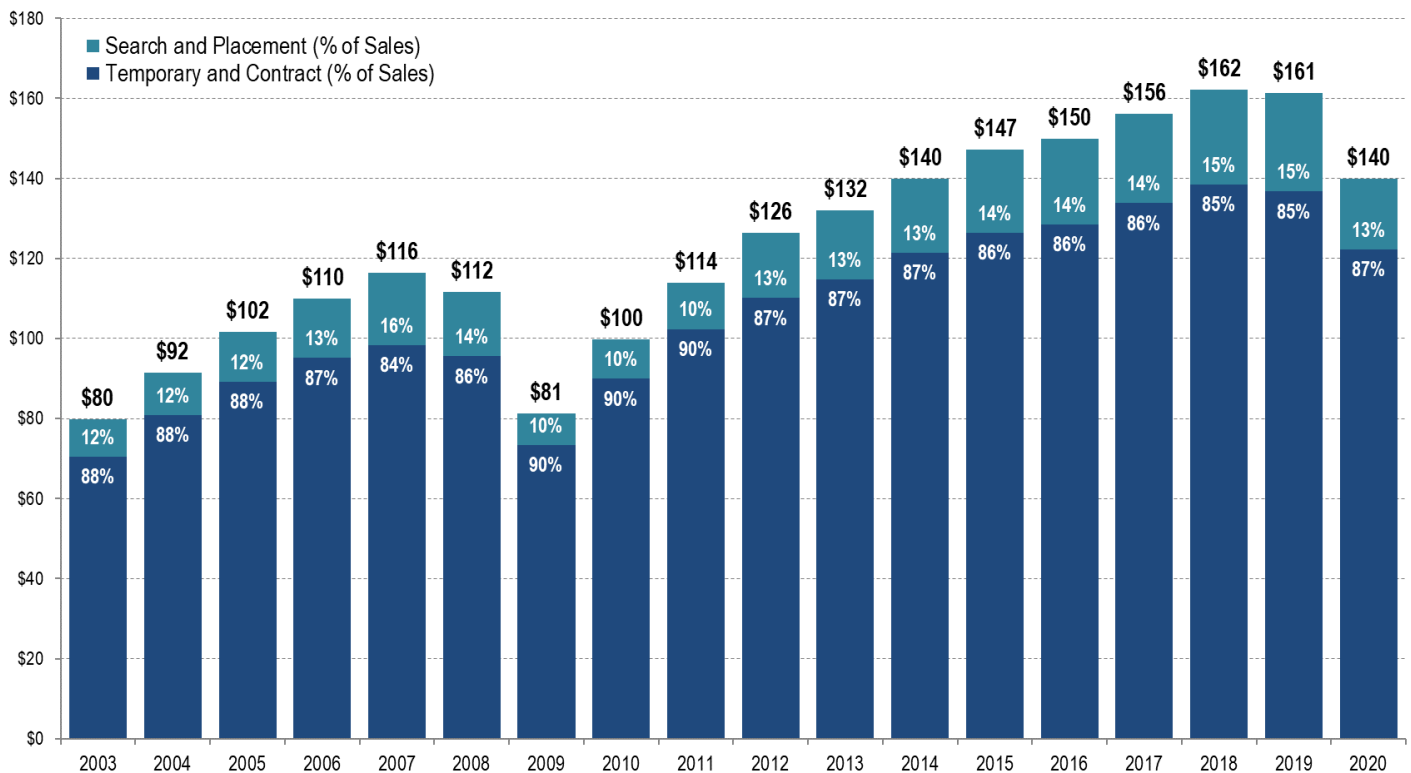


Staffing and Recruiting Industry Sales Fell 13% to \$140 Billion in 2020

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



Sources: American Staffing Association; Staffing Industry Analysts Inc.; U.S. Department of Commerce

Temporary and contract staffing sales totaled \$122.3 billion in 2020, according to the latest annual data from the ASA Staffing Employment and Sales Survey—a decrease of 10.5% from 2019 due to the Covid-19 pandemic shutting down the nation.

Search and placement sales dropped 28.0% in 2020, 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 \$17.6 billion in 2020. (Note these data have been rebenchmarked back to 2017.)

Combining temporary and contract staffing with search and placement services, U.S. staffing industry sales totaled \$139.9 billion in 2020, 13.3% less than in 2019. Search and placement sales accounted for nearly 13% of total staffing and recruiting industry sales in 2020.

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