



The Alternative Staffing Alliance conducted a census of 55 alternative staffing organizations to learn their total earned revenues and individuals employed in 2018 and received summary data from Goodwill Industries International based on their staffing businesses' internal reporting. Our analysis found that:

- The alternative staffing sector generated \$311 million in fee revenues and employed an estimated 44,000 job seekers in 2018.
- Goodwill staffing businesses accounted for \$120 million of 2018 revenues, equating to nearly 40% of the sector's total.
- Total earned revenues grew by \$61 million over 2016 results, due in part to one operator's acquisition of an existing staffing company. Net of this acquisition, sector revenues overall grew at an average annual rate of 8%, about twice the pace of the industrial staffing market segment.
- Among the sample of Alliance members responding to the census, median revenue for an individual enterprise was \$1.8 million. Thirty-six percent of Alliance member practitioners reported annual revenue under \$1 million, 42% were in the \$1 to \$5 million range, and 22% billed over \$5 million.
- Among Alliance members, the median number of individuals employed by an individual enterprise was 293.

The numbers are based on data received directly from 38 alternative staffing businesses and Goodwill Industries International, and publicly reported results of several other organizations.