



The Alternative Staffing Alliance conducted a census of 55 alternative staffing organizations to learn their total earned revenues and individuals employed in 2016, with the following results:

- The alternative staffing sector generated \$250 million in fee revenues and employed an estimated 43,000 job seekers in 2016.
- 2016 results compare with \$200 million in revenue and 30,000 job seekers employed in 2014. The increases are a combination of robust sales growth in several markets and new practitioners entering the field.
- Goodwill staffing businesses accounted for nearly \$100 million of 2016 revenues, equating to 40% of the sector's total.
- Median revenue for an individual enterprise was \$1.7 million. One-third of Alliance member practitioners reported annual revenue under \$1 million, 41% were in the \$1 to \$5 million range, and 26% billed over \$5 million.
- Among Alliance members, the median number of individuals employed by an individual enterprise was 421. The range of employees was 35 to 3,750.

The numbers are based on actual figures received from 30 practitioners and Goodwill Industries International, and publicly reported results of several other organizations.