

Employment Agencies Report 7.3% Revenue Drop

ECONOMY: Industry continues being sluggish

By PETER J. BRENNAN

Orange County's largest employment agencies reported falling revenue again in 2020, as the industry saw a major upheaval amid the pandemic.

Total annual revenue for the 18 ranked firms dropped 7.3% to \$673.5 million in 2020.

That follows a 1% decrease in pre-pandemic 2019, no growth in 2018 and a 3% increase in 2017.

Staffing agencies said they placed 23,649 workers last year, a 20% drop from 2019 when it was down 11%.

The number of permanent workers placed also fell 27% to 831; that contrasts with a 52% increase in 2019.

The Business Journal ranked the 18 largest firms that reported at least \$10 million in OC billings. They employ 1,108 in Orange County, a 4% decline from 2020.

Staffing agencies are often seen as a bellwether of the job market as companies tap their services to fill posts ranging from administrative to industrial before making permanent hires.

The agencies say their customers are shifting resources to automation, which reduces their need for more employees.

Last year, the pandemic obviously hurt



Orange office of Aerotek: No. 1 on list with \$90.5M in revenue

as Orange County's unemployment levels, which was 2.8% in 2019, soared to 8.8% for the year, including a monthly high of 14.9% in May, according to the state Economic Development Department.

Many industries that the employment agencies traditionally serve took a brunt of the lost jobs last year.

"We've seen industries such as retail, hospitality, and aerospace, previously quite resilient, suffer

potentially irreparable harm as a result of COVID-19," Volt Information Sciences Chief Executive and President Linda Perneau said earlier this year. The Orange-based firm, parent company of Volt Workforce Solutions, ranks No. 10 on the list.

On the upside, the need for jobs related to healthcare monitoring and screening, logistics, food manufacturing and distribution have been increasing, Perneau said.

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Companywide revenue for the firms on the list totaled \$24.5 billion, down 9.1% year-over-year.

Of the ranked agencies, three reported an increase, nine saw revenue decline, one stayed flat and the remaining five were Business Journal estimates.

Highlights

■ Hanover, Md.-based **Aerotek Inc.**, which has an office in Orange, claimed the top spot, even though revenue dropped 4.2% to \$90.5 million. It has 82 employees in Orange County, up from 75 a year ago.

Fun fact: Aerotek founder **Steve Bisconti** owns the **Baltimore Ravens**.

■ The Irvine office of **Select Staffing**, based in Atlanta, dropped to No. 2 as its revenue fell 15% to \$81.9 million.

■ No. 4 **Roth Staffing Cos.** in Orange reported \$62 million in revenue, down 13%; that follows a 21% drop in 2019.

■ The biggest increase was 35% to \$32.6 million from the Santa Ana office of Cincinnati-based **StaffMark**, which provides employees with expertise in engineering, finance, marketing and skilled trades, among others. It jumped the most places, from No. 14 to No. 8.

■ The list saw the return of No. 17 **Marquee Staffing** of Irvine, where revenue fell 3.3% to \$10.4 million, and No. 18 **B2B Staffing Services** of Lake Forest, where sales dropped 17% to \$10 million. ■

THE LIST EMPLOYMENT AGENCIES



DAMOLA AKINOLA
VP, Consulting Services
Solugenix Corp.



MICHELLE BROWN
VP, South Market
Kelly Services Inc.



DANE GROENEVELD
CEO
PTS Advance



JULIA MOLLENAUER
Regional VP, Operations
Staffmark



ROSEMARY POLENSKI
President
PriorityWorkforce



ADAM ROTH
CEO
Roth Staffing Cos.

THE LIST EMPLOYMENT AGENCIES

▶ NEXT WEEK'S LISTS

Commercial Property Managers / Commercial Brokers

RANKED BY OC REVENUE

Rank	Company Prev. Rank	Address	Company logo	OC revenue for 12 months ended Dec. 31, 2020 (millions)	No. of temporary workers placed by OC office(s) for 12 months ended Dec. 31, 2020	No. of permanent workers placed by OC office(s) for 12 months ended Dec. 31, 2020	Companywide revenue for 12 months ended Dec. 31, 2020 (millions)	OC offices	Breakdown of business	Top local official(s)	Photo	
				•yearly % change	•yearly % change	•yearly % change	•yearly % change	•yearly % change	•Accounting/ legal •Clerical •Light industrial	•Medical •Technical •Other	•Title •Phone/fax	
1	Aerotek Inc. (2)	1100 Town & Country Road, Ste. 1500 Orange 92868-4666 Headquarters: Hanover, Md. Website: aerotek.com		\$90.5 -4%	3,758 6%	421 22%	\$5,860 -11%	2 82 9%	6% 8% 27%	33% 26% 0%	Rick Cole director, market operations (714) 347-1200/(714) 347-1290	
2	Select Staffing (1)	16525 Von Karman Ave., Ste. D Irvine 92606-4943 Headquarters: Atlanta Website: select.com		\$81.9 -15%	6,344 -18%	wnd	\$2,808.8 -10%	6 42 -9%	6% 24% 64%	2% 4% 0%	Gunnar Gooding regional president (949) 476-2817/(949) 851-6010	
3	Kelly Services Inc. (3)	790 The City Drive S., Ste. 150 Orange 92868-4977 Headquarters: Troy, Mich. Website: kellyservices.com		\$79 ⁽¹⁾ NA	wnd	wnd	\$5,400 ⁽¹⁾ NA	1 110 ⁽¹⁾ NA	wnd	wnd	Michelle Brown VP, South market (714) 748-7709/(714) 748-7719	
4	Roth Staffing Cos. (4)	450 N. State College Blvd. Orange 92868-1708 Headquarters: Orange Website: rothstaffing.com		\$62 -13%	wnd	wnd	\$327.1 -11%	8 144 -13%	16% 61% 10%	0% 9% 4%	Adam Roth CEO (714) 939-8600/(714) 939-8688	
5	PriorityWorkforce (5)	15941 Red Hill Ave., Ste. 100 Tustin 92780-7319 Headquarters: Tustin Website: priorityworkforce.com		\$54 4%	wnd	wnd	\$290 4%	2 50 11%	wnd	wnd	RoseMary Polenski president (714) 453-2898	
6	Randstad Technologies (6)	18500 Von Karman Ave., Ste. 250 Irvine 92612-0545 Headquarters: Atlanta Website: randstadusa.com/technologies		\$50 0%	200 0%	50 0%	\$5,000 -13%	1 17 -15%	0% 0% 0%	100% 0% 0%	Dan Cordero VP, West Region (949) 777-6044/(781) 935-6152	
7	PTS Advance (9)	2860 Michelle Drive, Ste. 150 Irvine 92606-1010 Headquarters: Irvine Website: ptsadvance.com		\$42.9 4%	619 17%	40 54%	\$42.9 4%	1 35 9%	0% 0% 0%	100% 0% 0%	Dane Groeneveld CEO (949) 268-4000	
8	Staffmark (14)	1820 E. First St., Ste. 104 Santa Ana 92705-4026 Headquarters: Cincinnati Website: staffmark.com		\$32.6 35%	2,500 -39%	7 0%	wnd	4 10 150%	wnd	wnd	Julia Mollenauer regional VP, operations (714) 368-1777	
9	Solugenix Corp. (13)	601 Valencia Ave., Ste 260 Brea 92823-6358 Headquarters: Brea Website: solugenix.com		\$31.1 ⁽¹⁾ NA	18 ⁽¹⁾ NA	50 ⁽¹⁾ NA	\$37 ⁽¹⁾ NA	1 192 ⁽¹⁾ NA	wnd	wnd	Damola Akinola/Jemma David/ Suneetha Menon VP, consulting services/VP, enterprise support services/VP, professional services (866) 749-7658	
10	Volt Workforce Solutions (11)	2401 N. Glassell St. Orange 92865-2705 Headquarters: Orange Website: volt.com		\$28.7 -23%	2,268 -47%	35 75%	\$822.1 -18%	4 16 -36%	5% 19% 52%	0% 8% 16%	Linda Perneau CEO/president (714) 921-8800/(714) 921-5410	
11	TeamQuest Staffing Services Inc. (15)	1501 Raymond Ave. Anaheim 92801-1100 Headquarters: Santa Ana Website: tqstaffing.com		\$19.3 -6%	2,900 -9%	9 0%	\$22.9 -5%	2 9 -36%	0% 10% 80%	5% 5% 0%	Walter Reece/Oscar Navarro co-owners (714) 505-8100/(714) 505-8318	
12	Stepping Stones Group ⁽²⁾ (17)	5000 Birch St., Ste. 3000 Newport Beach 92660-2140 Headquarters: Ventura Website: thesteppingstonesgroup.com		\$18.8 ⁽¹⁾ NA	550 ⁽¹⁾ NA	0 ⁽¹⁾ NA	\$18.8 ⁽¹⁾ NA	1 25 ⁽¹⁾ NA	wnd	wnd	Sara Palmer/Lindsay Joseph Western president/director, recruiting (888) 835-0894/(949) 258-5296	
13	Pacific Companies Inc. (18)	75 Enterprise, Ste. 220 Aliso Viejo 92656-2626 Headquarters: Aliso Viejo Website: pacificcompanies.com		\$18.1 ⁽¹⁾ NA	0 ⁽¹⁾ NA	45 ⁽¹⁾ NA	\$18.1 ⁽¹⁾ NA	1 44 ⁽¹⁾ NA	wnd	wnd	Gary Cook CEO/president (714) 619-3080/(800) 741-7620	
14	Kimco Staffing Services Inc. (12)	17872 Cowan Ave. Irvine 92614-6010 Headquarters: Irvine Website: kimco.com		\$15.5 -54%	2,630 -33%	25 -94%	\$93.1 -15%	2 51 -2%	1% 3% 92%	3% 1% 0%	Kim Megonigal CEO (949) 757-4600/(949) 757-4636	

Abbreviations: NA: not applicable; NR: not ranked; wnd: would not disclose
Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor. Photos show the first top official listed.

⁽¹⁾ Business Journal estimate
⁽²⁾ Previously listed as StaffRehab

Researched by Meghan Kliever

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Prev. Rank	Address	•yearly % change	•yearly % change	•yearly % change	•yearly % change	•yearly % change	•Accounting/ legal •Clerical •Light industrial	•Medical •Technical •Other		
Rank	Company logo							•Title •Phone/fax		
15 (19)	Vaco Orange County LLC 19800 MacArthur Blvd., Ste. 450 Irvine 92612-2472 Headquarters: Brentwood, Tenn. Website: vaco.com	\$15.3 ⁽¹⁾ NA	672 ⁽¹⁾ NA	123 ⁽¹⁾ NA	\$517 ⁽¹⁾ NA	1 228 ⁽¹⁾ NA	wnd wnd	Jennifer McCasland managing partner (949) 752-9900/(949) 748-7220		
16 (16)	Express Employment Professionals 13700 Alton Parkway, Ste. 156 Irvine 92618-1618 Headquarters: Oklahoma City Website: expresspros.com	\$13.2 -32%	wnd	wnd	\$3,192.8 -11%	5 20 -17%	wnd wnd	William Dunn franchise developer (949) 583-7400/(949) 334-2764		
17 (NR)	Marquee Staffing 2 Venture, Ste. 140 Irvine 92618-7390 Headquarters: Irvine Website: marqueestaffing.com	\$10.4 -3%	490 -2%	25 -47%	\$20.3 -1%	1 13 8%	15% 25% 20%	25% 15% 0%	Tom Porter/Renee Loignon-Dion/Claudia Perez CEO, owner/CFO/senior VP, operations (949) 222-6430/(949) 419-0915	
18 (NR)	B2B Staffing Services Inc. 1 Orchard Road, Ste. 145 Lake Forest 92630-8314 Headquarters: Cypress Website: b2bstaffingservices.com	\$10.1 -17%	700 75%	1 -50%	\$10.1 -17%	2 20 -50%	2% 8% 0%	60% 5% 25%	Brian Wigdor/Bruce Underwood CEO, president/VP, CFO (714) 243-4104/(714) 462-9915	

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