

Occupational Health & Workplace Safety Services in the US

Safety first: Rising interest rates will slow construction activity and demand from key customers

Matty O'Malley | March 2023

Contents

ABOUT THIS INDUSTRY.....	4	COMPETITIVE LANDSCAPE.....	19
Industry Definition.....	4	Market Share Concentration.....	19
Major Players.....	4	Key Success Factors.....	19
Main Activities.....	4	Cost Structure Benchmarks.....	20
Supply Chain.....	5	Basis of Competition.....	22
INDUSTRY AT A GLANCE.....	6	Barriers to Entry.....	23
Executive Summary.....	8	Industry Globalization.....	23
INDUSTRY PERFORMANCE.....	9	MAJOR COMPANIES.....	24
Key External Drivers.....	9	Market Share Overview.....	24
Current Performance.....	10	Related Companies.....	24
INDUSTRY OUTLOOK.....	12	Regional Reporting Inc.....	25
Outlook.....	12	OPERATING CONDITIONS.....	27
Industry Life Cycle.....	13	Capital Intensity.....	27
PRODUCTS & MARKETS.....	14	Technology & Systems.....	27
Supply Chain.....	14	Revenue Volatility.....	28
Products & Services.....	14	Regulation & Policy.....	29
Demand Determinants.....	15	Industry Assistance.....	29
Major Markets.....	15	KEY STATISTICS.....	30
Business Locations.....	17	Industry Data.....	30
		Annual Change.....	30
		Key Ratios.....	30
		Industry Financial Statement.....	31
		ADDITIONAL RESOURCES.....	33
		Additional Resources.....	33
		Industry Jargon.....	33
		Glossary.....	33
		CALL PREPARATION QUESTIONS.....	35
		Role Specific Questions.....	35
		External Impacts Questions.....	36
		Internal Issues Questions.....	36

About IBISWorld

IBISWorld specializes in industry research with coverage on thousands of global industries. Our comprehensive data and in-depth analysis help businesses of all types gain quick and actionable insights on industries around the world. Busy professionals can spend less time researching and preparing for meetings, and more time focused on making strategic business decisions that benefit you, your company and your clients. We offer research on industries in the US, Canada, Australia, New Zealand, Germany, the UK, Ireland, China and Mexico, as well as industries that are truly global in nature.

Industry Definition

Major Players

Main Activities

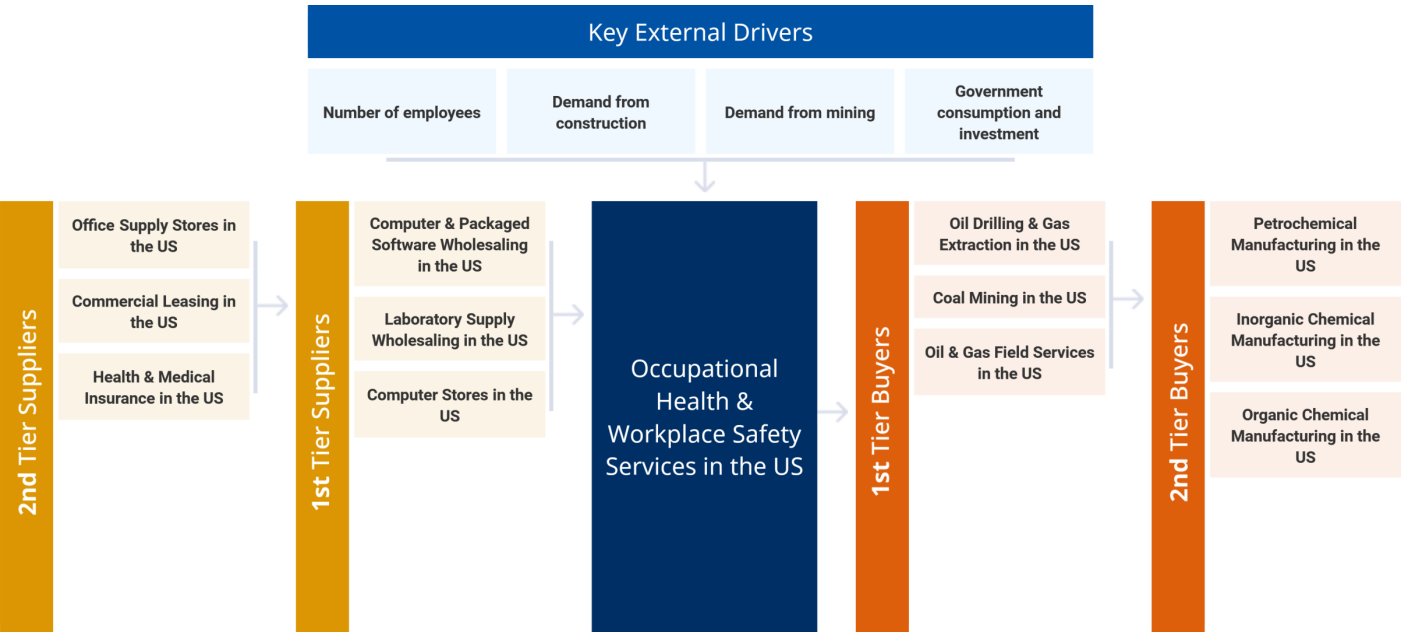
The primary activities of this industry are:

Indoor air quality evaluations

The major products and services in this industry are:

Other

Supply Chain



SIMILAR INDUSTRIES

Workers' Compensation & Other Insurance Funds in the US

Complementor

Building Inspectors in the US

Competitor

Laboratory Testing Services in the US

Complementor

Environmental Consulting in the US

Competitor

Scientific & Economic Consulting in the US

Competitor

RELATED INTERNATIONAL INDUSTRIES

Management Consultants in the UK

Consulting Services in New Zealand

Procurement Outsourcing Services in the UK

Management Consulting in China

Occupational Health & Safety Services in the UK

Management Consulting in Canada

Management Consulting in Australia

Management Consultants in Ireland

Industry at a Glance

Key Statistics

\$10.9bn
Revenue

Annual Growth	Annual Growth	Annual Growth
2018–2023	2023–2028	2018–2028
4.9%	1.9%	



\$893.8m
Profit

Annual Growth	Annual Growth
2018–2023	2018–2023
5.4%	



8.2%
Profit Margin

Annual Growth	Annual Growth
2018–2023	2018–2023
0.2pp	



53,897
Businesses

Annual Growth	Annual Growth	Annual Growth
2018–2023	2023–2028	2018–2028
4.6%	4.6%	



93,063
Employment

Annual Growth	Annual Growth	Annual Growth
2018–2023	2023–2028	2018–2028
4.4%	2.9%	



\$5.9bn
Wages

Annual Growth	Annual Growth	Annual Growth
2018–2023	2023–2028	2018–2028
4.6%	2.7%	



Key External Drivers

% = 2018–23 Annual Growth

3.9%

Demand from mining

-1.3%

Demand from construction

1.8%

Government consumption and investment

0.8%

Number of employees

Industry Structure

POSITIVE IMPACT

Capital Intensity

Low

Concentration

Low

Industry Globalization

Low / Increasing

MIXED IMPACT

Life Cycle

Mature

Revenue Volatility

Medium

Regulation & Policy

Medium / Increasing

Technology Change

Medium

Barriers to Entry

Medium / Steady

NEGATIVE IMPACT

Industry Assistance

Low / Steady

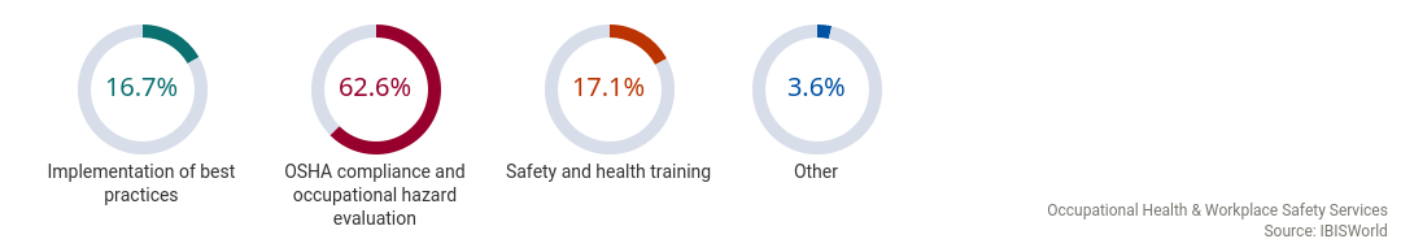
Competition

High / Increasing

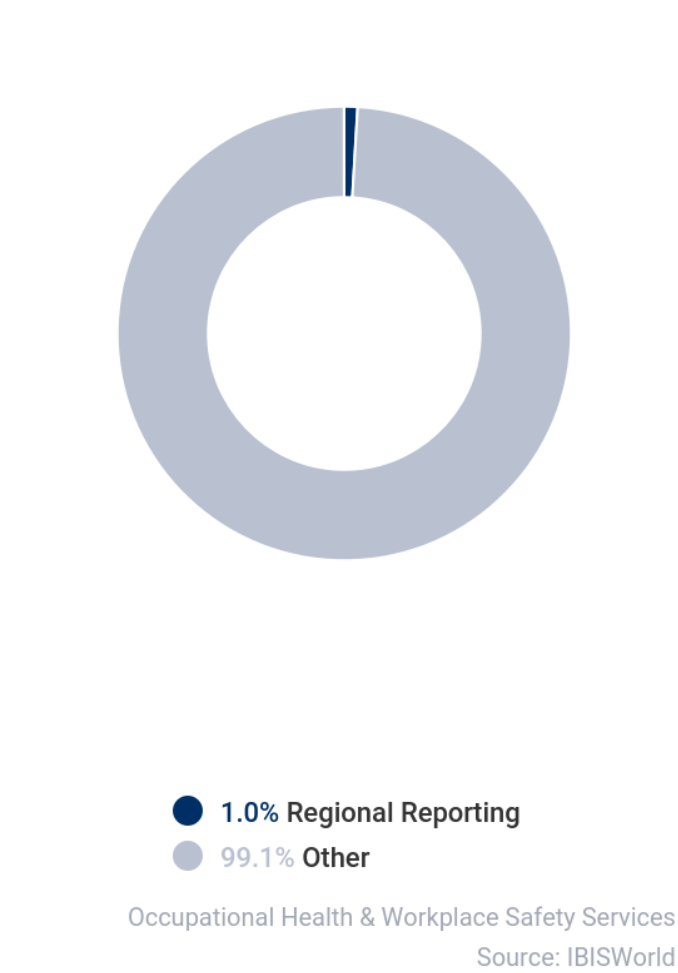
Key Trends

- The industry has enjoyed steady demand from the mining sector
- Demand from the manufacturing sector has accelerated
- Profit has expanded alongside downstream markets
- The mining and construction sectors will slow, decreasing the need for occupational health and safety specialists
- Demand from the manufacturing sector will remain high and bolster growth
- Companies outsourcing services will lead to expansion
- Changes in workplace safety regulation and enforcement have affected the industry

Products & Services Segmentation



Major Players



SWOT

S

STRENGTHS

Low Imports

Low Customer Class Concentration

Low Capital Requirements

W

WEAKNESSES

Low & Steady Level of Assistance

High Competition

Low Profit vs. Sector Average

High Product/Service Concentration

O

OPPORTUNITIES

High Revenue Growth (2005-2023)

High Revenue Growth (2018-2023)

High Revenue Growth (2023-2028)

High Performance Drivers

Number of employees

T

THREATS

Low Outlier Growth

Demand from construction

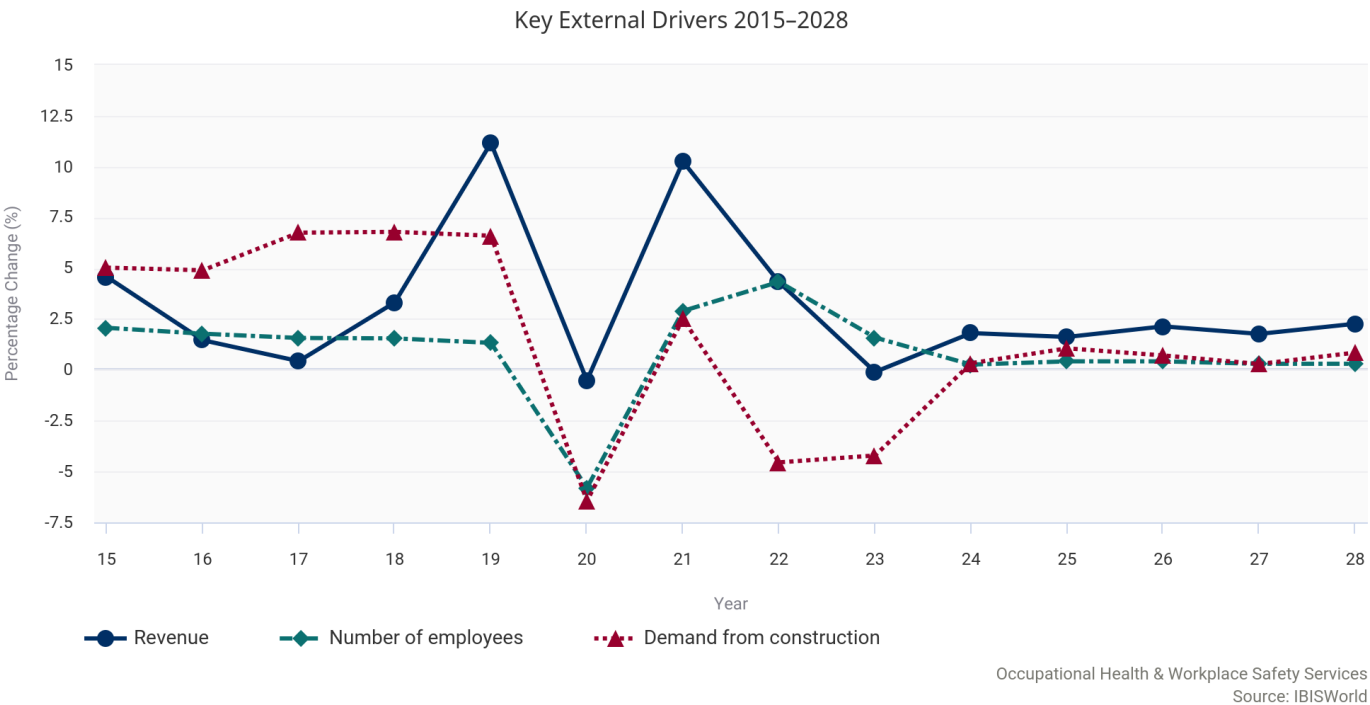
Executive Summary **Safety first: Rising interest rates will slow construction activity and demand from key customers**

In recent years, occupational health and safety specialists have benefited from increased complexity in laws surrounding employee health and safety. Industry-wide revenue has been growing at a CAGR of 4.9% over the past five years and is expected to total \$10.9 billion in 2023, when revenue will sink by an estimated 0.1%. Slowing mining and construction activity will contribute to this slowdown in 2023.

The outbreak of COVID-19 in 2020 led to temporary shutdowns of key downstream markets, greatly reducing the number of employees and the need for occupational health and safety specialists. As the economy reopened, commodity prices surged and led to heightened mining and manufacturing output to take advantage of the favorable price environment. Low-interest rates led to booming residential construction activity and the need for occupational health and safety experts. This surge in downstream markets, compounded by increased productivity through technology, lowered wage costs and bolstered profit.

Industry revenue is forecast to grow at a CAGR of 1.9% over the five years through 2028 to total \$12.0 billion. Demand from key customers will slow over the outlook period as rising interest rates slow construction activity and normalizing commodity prices depress mining and manufacturing output. New regulations and fines implemented by OSHA and state governments will lead to expansions. The indefinite extension of OSHA's National Emphasis Program to protect high-risk workers from COVID-19 will spur growth.

Industry Performance



Key External Drivers

Number of employees

Occupational health and safety specialists provide services intended to reduce the risk of injury, mortality and sickness associated with the workplace. The total number of people at work in the US economy determines a large portion of demand. As the number of employees increases, the need for occupational health and safety services follows suit. The number of employees is expected to rise in 2023, representing a potential opportunity for the industry.

Demand from construction

Occupational health and safety specialists derive a substantial portion of their revenue from health and safety evaluation services provided to the construction sector. Specialists inspect construction sites for noise exposure, confined spaces and floor and wall openings. When construction activity increases, the need for occupational health and safety services follows suit. Demand from construction is expected to fall in 2023, posing a potential threat to the industry.

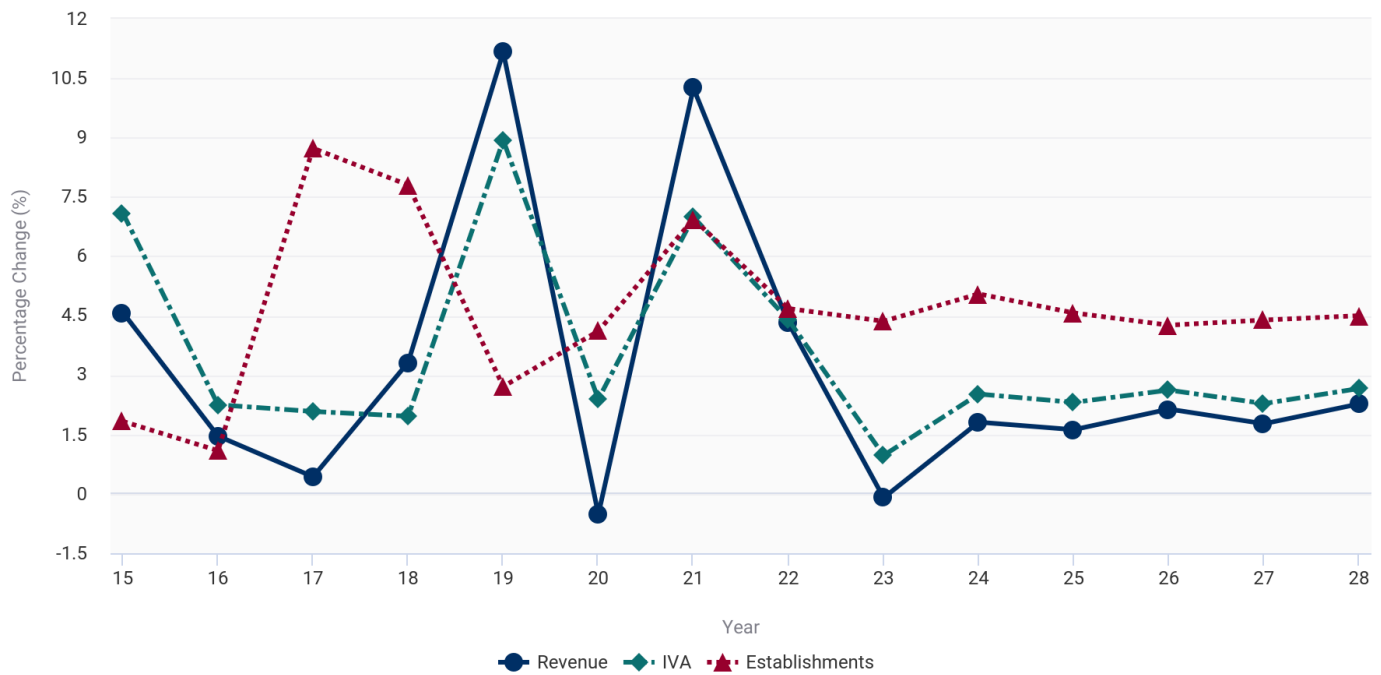
Demand from mining

Occupational health and safety specialists derive a substantial portion of its revenue from health and safety evaluation services provided to the mining sector. Underground mining operations entail many inherent dangers, including cave-ins, fires, explosions, floods and gas and particulate inhalation risks. Mining companies commonly hire occupational health and safety specialists to assess these risks and ensure the safety of mining workers. Demand from mining is expected to fall in 2023.

Government consumption and investment

State and federal agencies like OSHA implement and enforce occupational health and safety regulations. A hike in the budget and spending of these organizations translates to an acceleration in the number of health and safety inspections, which heightens the need for occupational health and safety specialists. Government consumption and investment is expected to rise in 2023.

Industry Performance 2015–2028



Occupational Health & Workplace Safety Services
Source: IBISWorld

Current Performance

Occupational health and safety specialist revenue has been growing at a CAGR of 4.9% over the past five years – including an estimated 0.1% slowdown in the current year – and is expected to total \$10.9 billion in 2023, with profit margins set to reach 8.2%.

Downstream markets expand and spur growth

- The mining, construction and manufacturing sectors expanded over the past five years, hiking the workforce and need for occupational health and safety specialists.
- Miners expanded their output to take advantage of the favorable price environment spurred by the outbreak of COVID-19 and the Russia-Ukraine war, which hindered the global energy supply.
- Rising corporate profit levels and manufacturing output prompted greater spending on safety consulting services.
- The booming housing spurred by low-interest rates bolstered construction activity.

The effects of COVID-19 were mixed

- Initially, the outbreak of COVID-19 hindered growth for occupational health and safety experts as mining, manufacturing and construction activity and employment levels plummeted.
- OSHA's National Emphasis Program to protect high-risk workers from COVID-19 was a new and consistent source of business for occupational health and safety specialists.
- According to OSHA, from March 2021 to March 2022, 7.0% of all OSHA inspections were related to the National Emphasis Program.
- OSHA issued 1,200 citations regarding COVID-19 from February 2020 to March 2022 (latest data available).

Profit and nonemployer participation expands

- Surging industrial output has led to profit expansion and a swelling number of nonemployers providing services.
- The number of nonemployers providing services part-time increased, compounded by heightened productivity through technology, lowered wage costs and bolstered profit.

Historical Performance Data

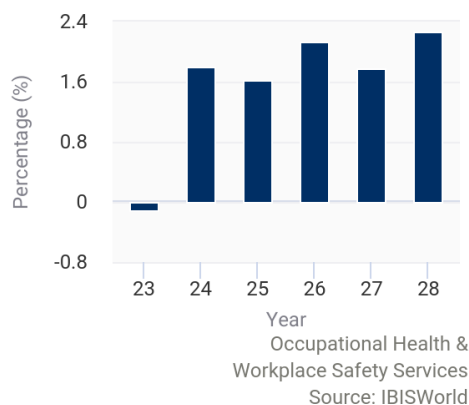
Year	Revenue (\$m)	IVA (\$m)	Establishments (Units)	Enterprises (Units)	Employment (Units)	Exports (\$m)	Imports (\$m)	Wages (\$m)	Domestic Demand (\$m)	Number of employees (Million people)
2014	7,789	4,778	35,916	35,704	63,022	N/A	N/A	3,975	N/A	139
2015	8,146	5,117	36,574	36,364	65,382	N/A	N/A	4,215	N/A	142
2016	8,265	5,232	36,976	36,766	67,232	N/A	N/A	4,348	N/A	144
2017	8,301	5,341	40,206	39,952	70,625	N/A	N/A	4,506	N/A	147
2018	8,577	5,446	43,343	43,100	75,114	N/A	N/A	4,706	N/A	149
2019	9,535	5,932	44,520	44,272	79,567	N/A	N/A	5,071	N/A	151
2020	9,486	6,074	46,350	46,088	82,803	N/A	N/A	5,251	N/A	142
2021	10,459	6,499	49,567	49,292	87,493	N/A	N/A	5,555	N/A	146
2022	10,910	6,784	51,888	51,603	91,418	N/A	N/A	5,802	N/A	152
2023	10,900	6,850	54,155	53,897	93,063	N/A	N/A	5,885	N/A	153

Industry Outlook

Outlook

Occupational health and safety specialist revenue is expected to grow at a CAGR of 1.9% to \$12.0 billion over the five years to 2028, when profit margins are estimated to shrink to 7.9%.

Industry Outlook
2023–2028



Growth in outsourcing will lead to expansion

- Businesses and government entities will increasingly outsource specialists instead of maintaining an in-house staff, which can be expensive in an increasingly technical environment.
- Advances in technology and computer software have increased the analytic power of these outside consultants, making their services even more valuable.
- Combined with a complex and changing regulatory environment, these trends will continue encouraging outsourcing, thereby spurring growth.

Downstream markets to cool off

- The mining, construction and manufacturing sectors will slow compared to the current period, hindering revenue and profit growth.
- Rising interest rates and slowing corporate profit will inhibit construction expansion, hindering growth.
- A normalization in commodity pricing will slow mining and energy output, reducing the need for occupational health and safety specialists.
- While total manufacturing output will weaken, chemical manufacturing will expand and benefit specialists.

The continued spread of COVID-19 will spur growth

- OSHA indefinitely extended its National Emphasis Program to protect high-risk workers from COVID-19.
- This program enforces companies that put many workers at risk of exposure to COVID-19 and employers who retaliate against workers who complain about unsafe conditions.
- This program will provide consistent growth for occupational health and safety specialists.

Performance Outlook Data

Year	Revenue (\$m)	IVA (\$m)	Establishments (Units)	Enterprises (Units)	Employment (Units)	Exports (\$m)	Imports (\$m)	Wages (\$m)	Domestic Demand (\$m)	Number of employees (Million people)
2023	10,900	6,850	54,155	53,897	93,063	N/A	N/A	5,885	N/A	153
2024	11,098	7,023	56,890	56,651	95,902	N/A	N/A	6,050	N/A	154
2025	11,277	7,186	59,492	59,273	98,570	N/A	N/A	6,204	N/A	155
2026	11,519	7,375	62,027	61,822	101,461	N/A	N/A	6,376	N/A	155
2027	11,723	7,543	64,752	64,568	104,150	N/A	N/A	6,534	N/A	156
2028	11,991	7,744	67,668	67,501	107,207	N/A	N/A	6,717	N/A	156
2029	12,225	7,925	70,482	70,338	109,991	N/A	N/A	6,883	N/A	157

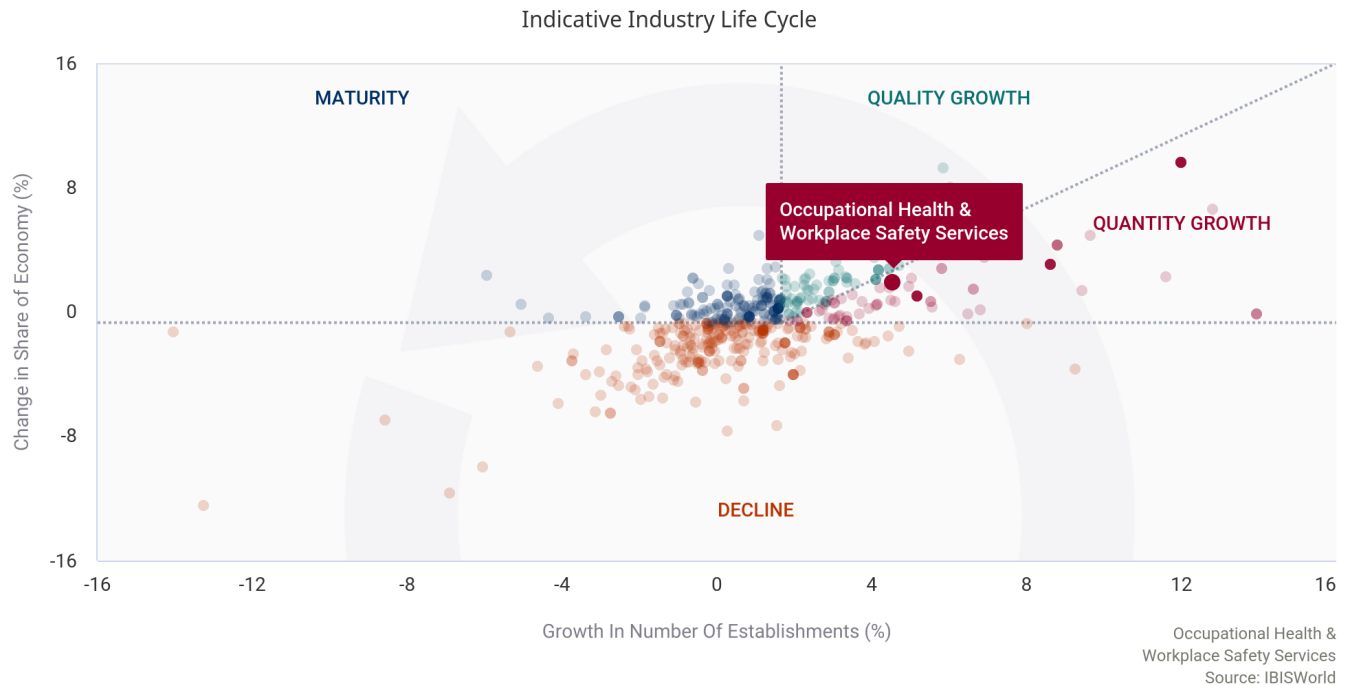
Industry Life Cycle **The life cycle stage of this industry is ☹ Mature**

LIFE CYCLE REASONS

Industry value added is expected to grow at a faster rate than the overall economy

Occupational health and safety specialists have benefited from evolving workplace regulations and standards

There is widespread acceptance and adoption of services



Contribution to GDP

Occupational health and safety specialists' contribution to GDP is higher, despite performance following broader economic factors like corporate profit, employment growth and business creation because companies must constantly comply with new standards.

Market Saturation

The wide range of services occupational health and safety specialists provide leads to high market saturation but also enables even small specialists to expand by satisfying niche markets.

Innovation

Occupational health and safety specialists use customizable modeling techniques to suit clients' needs better and provide more efficient and accurate results.

Consolidation

The contribution of nonemployers from other industries providing services on a part-time or contract basis as consultants decreased concentration in recent years.

Technology & Systems

Occupational health and safety specialists have expanded their capabilities considerably through new software, computer hardware and laboratory and testing equipment.

Products & Markets

Supply Chain

Key Buying Industries

1st Tier

Oil Drilling & Gas Extraction in the US

Coal Mining in the US

Oil & Gas Field Services in the US

2nd Tier

Petrochemical Manufacturing in the US

Inorganic Chemical Manufacturing in the US

Organic Chemical Manufacturing in the US

Key Selling Industries

1st Tier

Computer & Packaged Software Wholesaling in the US

Laboratory Supply Wholesaling in the US

Computer Stores in the US

2nd Tier

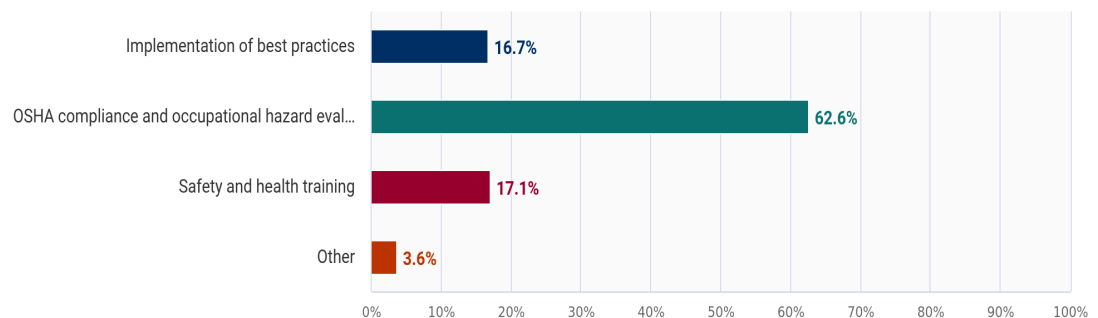
Office Supply Stores in the US

Commercial Leasing in the US

Health & Medical Insurance in the US

Products & Services

Products and Services Segmentation



2023 INDUSTRY REVENUE

\$10.9bn

Occupational Health & Workplace Safety Services
Source: IBISWorld

OSHA compliance and occupational hazard evaluation expand to comply with new programs

- This segment comprises services done by technicians and specialists to ensure worker safety and maintain compliance with safety laws.
- Safety technicians examine and test machinery and equipment, verify workers use proper protective gear and ensure that hazardous materials are stored correctly.
- Occupational health and safety technicians take measurements and collect workplace data to test air, water, machines and other elements of the work environment.
- OSHA extending its National Emphasis Program for COVID-19 led to this segment expanding through the current period.

Safety and health training surges alongside chemical manufacturing

- Technicians and specialists make health hazard information for chemical manufacturers easier to understand and distribute to workers and employers.
- Technicians help workers prevent, recognize and treat work-related illness by implementing and evaluating safety programs and providing training sessions on health hazards.
- This segment enjoyed growth as chemical manufacturing output expanded in recent years.

Implementation of best practices suffered amid the outbreak of COVID-19

- Technicians and specialists implement best-practice programs to prevent workplace illness or injury by designing safe work conditions or advising on the cost and effectiveness of programs.
- They can also create more ergonomic work environments by designing equipment to promote proper body positioning, hike worker comfort and push down fatigue.
- Best practices are not standards or regulations and don't create new legal obligations or change existing rules or standards.
- The outbreak of COVID-19 hindered this segment as industrial output plummeted and office rental vacancies surged.

Other services follow alongside the overall industry

- Technicians and specialists provide various other services, including reviewing scientific literature, governmental reports and medical case reports identifying new health hazards.
- Occupational health and safety specialists help workers return to work after accidents and injuries and enter information on the OSHA recordkeeping forms.
- Other services have remained stable as they typically align with the industry.

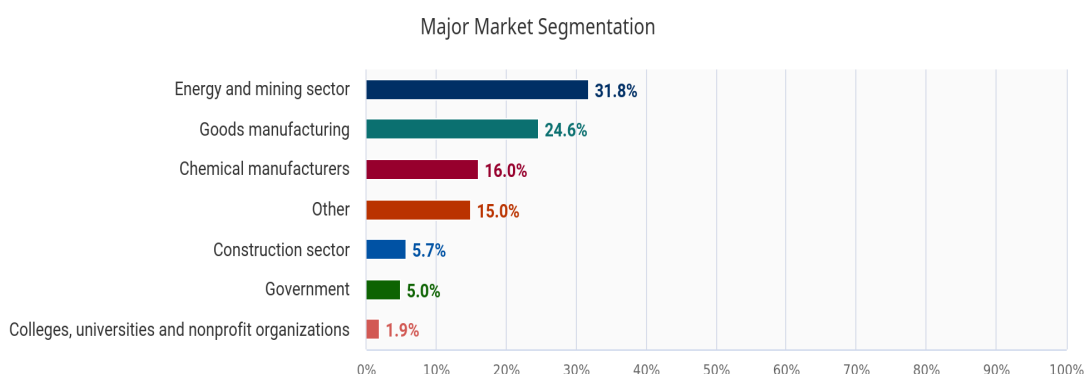
**Demand
Determinants**

The production and expansion of downstream customers determine the demand for occupational health and safety specialists, so business confidence and corporate profit are essential factors that strongly impact growth.

Accordingly, because of the COVID-19 pandemic, most businesses were negatively affected in some way and laid off employees that they could no longer pay. Demand was temporarily lower in 2020 as unemployment increased, reducing overall risk for each job site.

The overall employment rate also affects demand. Since this industry's services protect workers' health and safety, demand declines if the number of workers decreases. This relationship is particularly true for industries that primarily need occupational health and workplace safety services, like the mining, construction and healthcare sectors.

Also, state and federal workplace safety regulation change influence demand. The Occupational Safety and Health Administration (OSHA) implements standards regarding the health and safety of employees. More businesses demand this industry's services when OSHA enforces new regulations or increases fines for violating existing workplace standards. Many companies prefer to hire an occupational safety expert instead of being fined by the government. States also implement workplace laws ,and changes in those regulations can foster industry growth.

Major Markets

2023 INDUSTRY REVENUE

\$10.9bnOccupational Health & Workplace Safety Services
Source: IBISWorld**Energy and mining needs surge alongside output**

- This market comprises services provided to surface and underground mining operations.
- Miners expanded their output to take advantage of the favorable price environment spurred by the outbreak of COVID-19 and the Russia-Ukraine war, which hindered the global energy supply.
- Expanding mining output increased the number of employees and the need for occupational health and safety specialists' services.

Changing interest rate levels induces volatility in the construction sector

- This market comprises services to construction companies, ensuring they follow building codes, zoning regulations and contract specifications.
- Low-interest rates led to booming residential construction, which led to considerable expansions in this market, particularly from new multifamily buildings.
- As interest rates rose in 2022 and 2023, growth in this market slowed as the housing market cooled off.

Growth from colleges, universities and nonprofits organizations remains stable

- This market comprises occupational health and workplace safety services to academic institutions and nonprofit organizations.

- Government funding for universities has remained stable in recent years, benefitting this market.
- COVID-19-related regulations spurred growth in this market as universities had to comply with social distancing mandates.

Chemical and goods manufacturing output surges

- This market comprises employee safety, process management, certification and compliance consulting solutions for goods manufacturers.
- This market comprises external certification of product quality, safety practices and environmental management systems for chemical manufacturers
- A favorable price environment spurred chemical manufacturing output and growth in this market in recent years.
- Rising corporate profit levels and goods manufacturing output prompted greater spending on safety consulting services.

Growth in other markets remains stable

- This market comprises the agricultural sector, medical and surgical hospitals and other healthcare environments.
- The agricultural sector needs inspection services at every step of the production process, from on-site quality control to quality supervision on export vessels.
- Growth from the agricultural sector has grown alongside its output of products.
- A progressively aging US population consistently boosts this market as clients need consulting services related to the safety of healthcare employees.

Federal, state and local governments remain stable alongside funding

- This market comprises services provided to governmental agencies that require training in workshops and online courses for workers at various levels of government.
- Occupation safety experts work with government authorities to provide evaluations and regulatory impact analysis.
- Expanding government consumption and investment benefitted this market and occupational health and safety specialists.

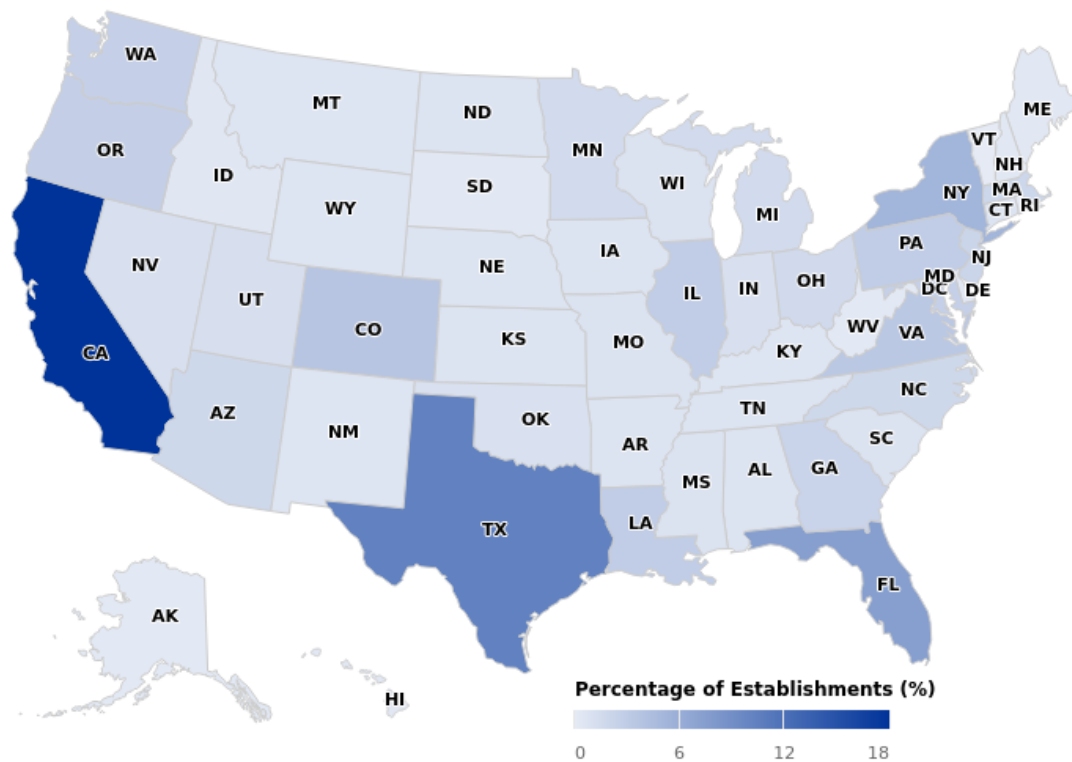
Exports in this industry are  **Low and Steady**

Imports in this industry are  **Low and Steady**

Occupational health and safety specialists provide services and don't participate in international trade. Nonetheless, many of the most prominent occupational health and safety specialists are global companies that generate increased revenue through non-US operations.

Business Locations

Business Concentration in the United States



Occupational Health & Workplace Safety Services in the US
Source: IBISWorld

California is a boon to the West

- Most occupational health and safety specialists in the West are in California.
- Construction markets in Los Angeles, San Francisco and San Diego attract many occupational health and safety specialists to the West.
- California's massive manufacturing output drives occupational health and safety specialists to the state.

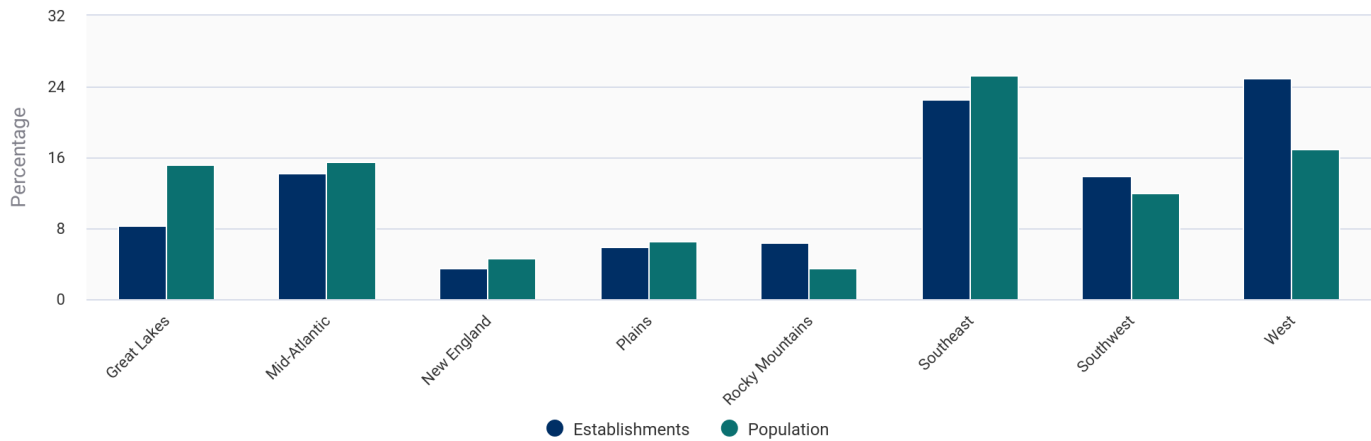
Oil and gas activity in Texas attracts occupational health and safety specialists to the Southwest

- Most occupational health and safety specialists in the Southwest locate in Texas.
- Massive oil and gas output in Texas drives occupational health and safety specialists there.

Various markets attract occupational health and safety specialists to the Southeast

- The Southeast has the largest population of any other state, which drives a massive amount of construction activity and occupational health and safety specialists to the state.
- High mining output of nonmetallic minerals and energy in the Southeast encourages occupational health and safety specialists to establish in the region.

Distribution of Establishments vs Population

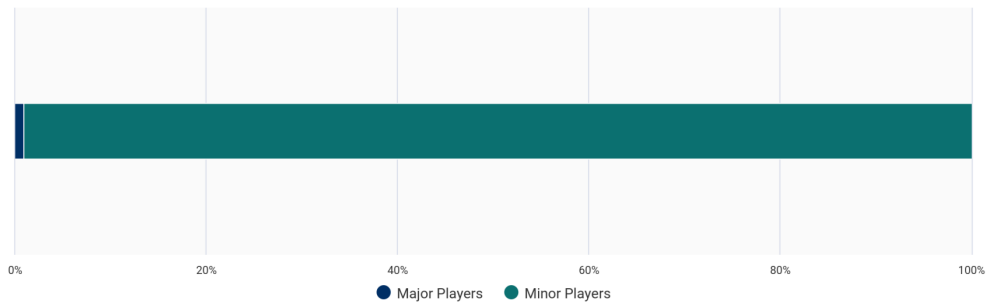


Occupational Health &
Workplace Safety Services
Source: IBISWorld

Competitive Landscape

Market Share Concentration

Market Share Concentration



Occupational Health &
Workplace Safety Services
Source: IBISWorld

Concentration in this industry is ✔ **Low**

The high number of nonemployers

- Low capital costs allow relatively easy entrance for knowledgeable workers to become nonemployers.
- Many professionals in other industries have begun to offer their services part-time or contract as consultants, adding to the number of nonemployers.

Occupational health and safety specialists provide a wide breadth of services to various markets

- It's difficult for one company to have expertise in every service offering and accumulate a considerable market share.
- Small occupational health and safety specialists can find success in offering specialized services to specific markets.

Key Success Factors

IBISWorld identifies over 200 Key Success Factors for a business. The most important for this industry are:

Develop a skilled labor force:

Occupation safety experts require skilled workers. Occupational health and safety workers often possess at least a bachelor's degree. Hiring skilled workers can guarantee the maintenance of high-quality output.

Ability to quickly adopt new technology:

Occupational safety experts must be aware of the changing technological environments of clients. Technological advancements can enhance the analytical capabilities of occupation safety experts and help them maintain an edge over competitors.

Develop contracts within key markets:

Occupation health experts capable of developing a dominant position in a narrow niche market significantly improve their prospects of long-term success.

Effective quality control:

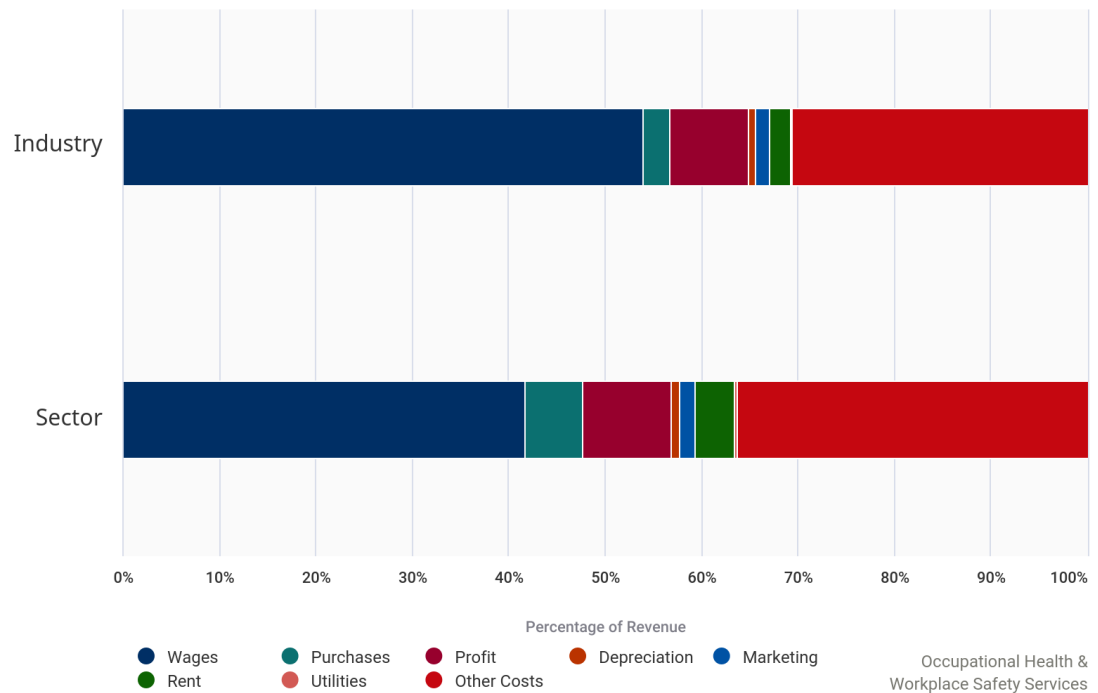
Industry workers must ensure that quality processes are in place at all levels because repeat business is generated from the maintenance of adequate quality output.

Provide goods and/or services in diverse locations:

Occupational safety experts must be capable of providing services in diverse locations to various sectors including mining, construction and manufacturing.

Cost Structure Benchmarks

Cost Structure 2023



Profit

Profit creeps upward as downstream markets swell

- Profit has increased over the past five years, accounting for an estimated 8.2% of industry revenue in the current year.
- As downstream sectors like mining, residential construction and manufacturing have surged in recent years, profit has inched up as costs remain high.
- As downstream markets slow and wage costs expand, profit will weaken through the outlook period.

Profit as a Share of Revenue 2018-2023



Wages

Increased reliance on technology has reduced wage costs

- Wage costs have decreased over the past five years, accounting for an estimated 54.0% of industry revenue in the current year.
- Wages remain high for occupational health and safety specialists as workers are highly educated.
- An increasing reliance on sophisticated laboratory equipment, testing equipment and computers has increased productivity and reduced wages share of revenue in recent years.
- As downstream markets cool off and slow revenue growth, wages will climb as a share of revenue.

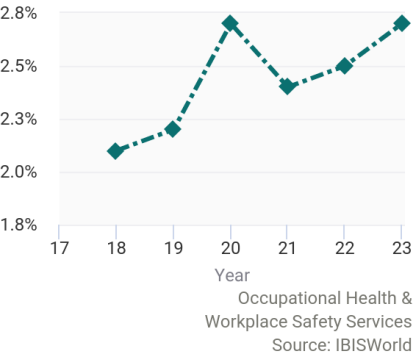
Wages as a Share of Revenue 2018-2023



Purchases

Purchase costs account for an estimated 2.7% of revenue in 2023.

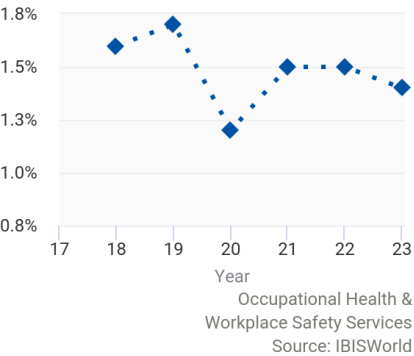
Purchases as a Share of Revenue 2018-2023



Marketing

Marketing costs account for an estimated 1.4% of revenue in 2023.

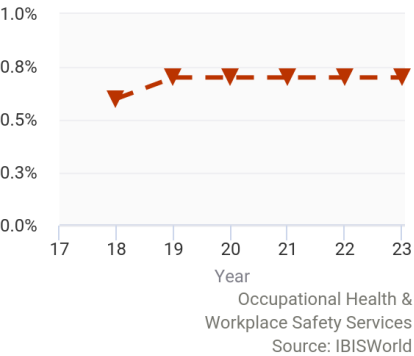
Marketing as a Share of Revenue 2018-2023



Depreciation

Depreciation costs account for an estimated 0.7% of revenue in 2023.

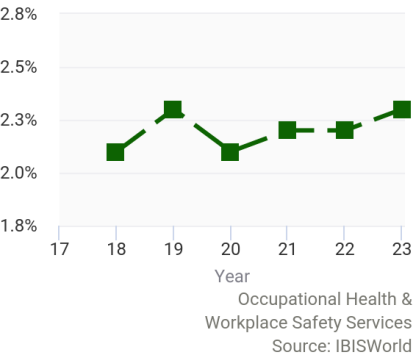
Depreciation as a Share of Revenue 2018-2023



Rent

Rent absorbs an estimated 2.3% of revenue in 2023.

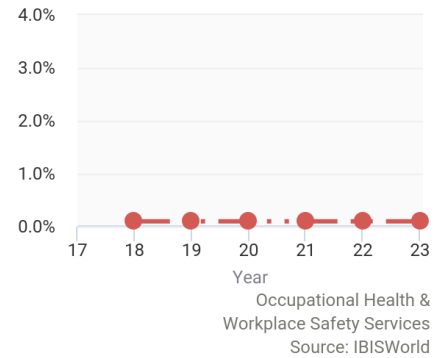
Rent as a Share of Revenue 2018-2023



Utilities

Utility account for an estimated 0.1% of revenue in 2023.

Utilities as a Share of Revenue 2018-2023



Other Costs

Other costs expand alongside the overall industry

- Other costs have remained stable over the past five years, accounting for an estimated 30.7% of industry revenue in the current year.
- Other costs include licensing fees, travel expenses, marketing and outsourcing professional and business services, like accounting and legal services.
- These costs have remained stable as licensing fees are constantly needed and occupational health and safety specialists looked to eliminate in-house accounting and legal services.

Other Costs as a Share of Revenue 2018-2023



Basis of Competition

Competition in this industry is ▲ High and the trend is Increasing

INTERNAL COMPETITION

Occupational health and safety specialists compete based on providing a combination of technical knowledge, skills and expertise for the right price.

Clients rely heavily on the quality of advice and analysis. While price is essential in obtaining client contracts, a consultant's reputation can outweigh price considerations. A great deal of revenue is generated through referrals from past clients, repeat business or ongoing contracts, making it necessary for companies to establish a reputation of high-quality work and relevant information to get future contracts.

A large number of companies also adds to the competition. The wide range of services provided and markets served leads to many companies operating in the industry. Because consumers are increasingly attracted to specialty consultants, many sole proprietors from other industries, like environmental consulting, have started to offer occupational health and workplace safety services as part of their professional practice, adding to the number of nonemployer establishments.

Knowledge is another important aspect of competition. Many industries are heavily regulated and require extensive services from occupational health and safety specialists to adhere to new legislation or changing regulations. The company most aware and knowledgeable of these changes will have a competitive advantage.

Although the industry has a low concentration level, larger companies tend to have a broader scope of operations, better past performance and access to quality technical and human resources, giving them a competitive edge over smaller companies.

EXTERNAL COMPETITION

Consulting companies in specialized industries that offer occupational health and workplace safety services are a source of external competition

for the industry.

While occupational health and workplace safety services providers provide a wide range of services aimed at mining, chemical and construction corporations, other consultants can offer specific services and possess a more profound knowledge of particular sectors.

Occupational health and safety specialists also contend with competition from in-house occupational health and workplace safety services. Many companies have tried to cut back on costs and not pay for these services externally.

Barriers to Entry

Barriers to Entry in this industry are ⊖ Medium and the trend is Steady

Legal	Barriers to Entry Checklist	
New entrants must acquire certifications from organizations, depending on their field of work. After initial accreditation, specialists and technicians must undergo continuing education for recertification.	Competition	High ⬇️
	Concentration	Low ✅
Start-up Costs Start-up costs for skilled workers can be costly, but equipment costs are low. New entrants must acquire computer software and equipment, laboratory equipment and testing materials, which is not expensive relative to other costs.	Life Cycle Stage	Mature ⊖
	Technology Change	Medium ⊖
Differentiation New entrants must compete with large, well-established consulting companies with wider scopes of operation, solid reputations and access to quality technical and human resources.	Regulation & Policy	Medium ⊖
	Industry Assistance	Low ⬇️
Labor Intensity Occupational health and workplace safety specialist are highly trained and educated, so new entrants must attract and retain educated workers to develop a strong reputation.		

Industry Globalization

Globalization in this industry is ✅ Low and the trend is Increasing

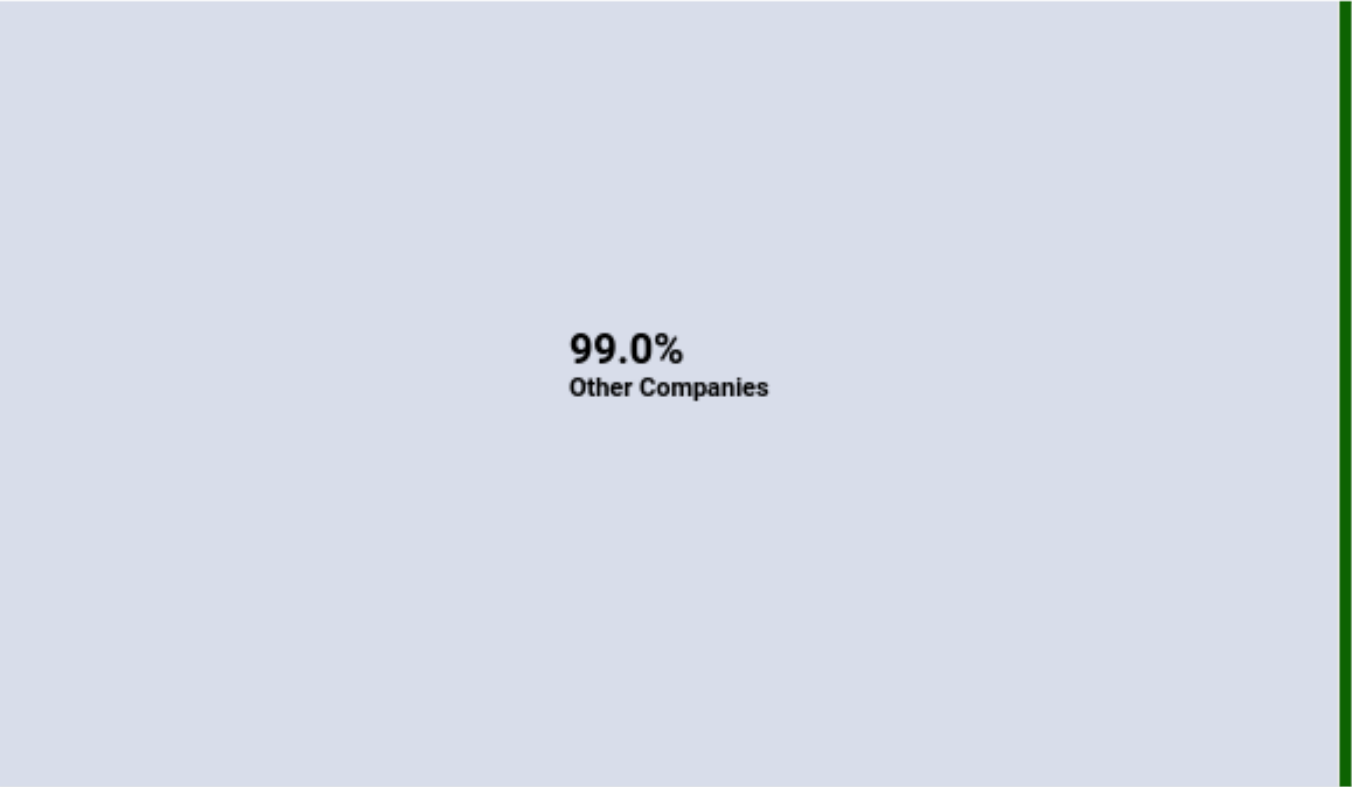
Occupational health and safety specialists are typically small companies concentrating activities in a narrow geographic region or niche market. Nonetheless, some of the largest companies are multinational corporations. A prominent occupational safety expert, France-based Bureau Veritas, has extensive operations in the United States and roughly 80,000 employees in 140 countries.

Through the end of 2023, ties between developed and developing economies have enabled larger companies to broaden their scope of operations. Larger companies offer research, analysis and advice across disciplines. Globalization will continue to accelerate as these large companies expand.

Major Companies

Market Share Overview

Breakdown of Industry Market Share (2020)



Source: IBISWorld, Occupational Health & Workplace Safety Services

Related Companies

Competitors	Company Type	Employee Segment	Revenue (\$m)	Market Share (%)	Profit (\$m)
Regional Reporting	Rising Star	100–499 Employees	77.5 ▲	0.95 ▲	4.7 ▲

Companies with 5.0% industry market share are displayed in the PDF version of this report. You can view insights for all companies associated with this industry on my.ibisworld.com

Regional Reporting Inc.

Company Overview

Description

Regional Reporting is a private company with an estimated 249 employees. In the US, the company has a notable market share in at least two industries: Scientific & Economic Consulting, Occupational Health & Workplace Safety Services and Scientific & Economic Consulting. Their largest market share is in the Occupational Health & Workplace Safety Services industry, where they account for an estimated 1.0% of total industry revenue and are considered a Rising Star because they display lower market share, but displaying stronger profit and revenue growth than some of their peers.

COMPANY TYPE	Private Company
TOTAL COMPANY REVENUE	\$77.5m
EMPLOYEES	249

Analyst Insights

Regional Reporting offers various services in several different regions

Regional Reporting accumulated the highest market share among occupational health and safety specialists by providing a diverse range of services. The company also works in all 50 states serving several different markets, which is difficult for small companies to do.

Competition New Activity

Regional Reporting Inc.

Company Overview

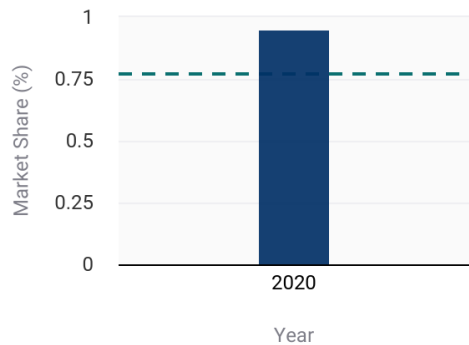
Industry Market Share, Revenue and Profit

Estimated Industry Market Share

0.95%

Current Year (2020)

Estimated Market Share



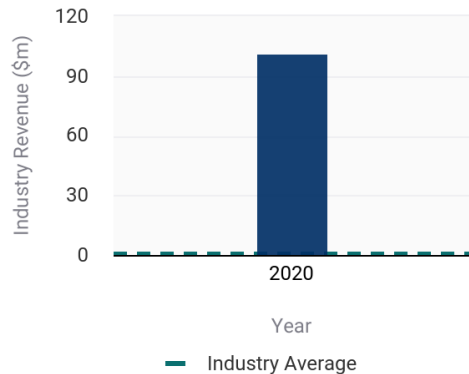
Occupational Health & Workplace Safety Services
Source: IBISWorld

Estimated Industry Revenue

\$77.5m

Current Year (2020)

Estimated Industry Revenue



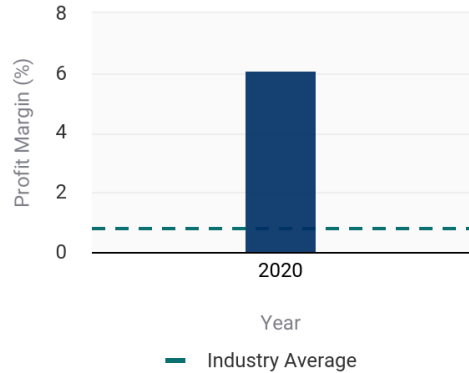
Occupational Health & Workplace Safety Services
Source: IBISWorld

Estimated Profit Margin

6.1%

Current Year (2020)

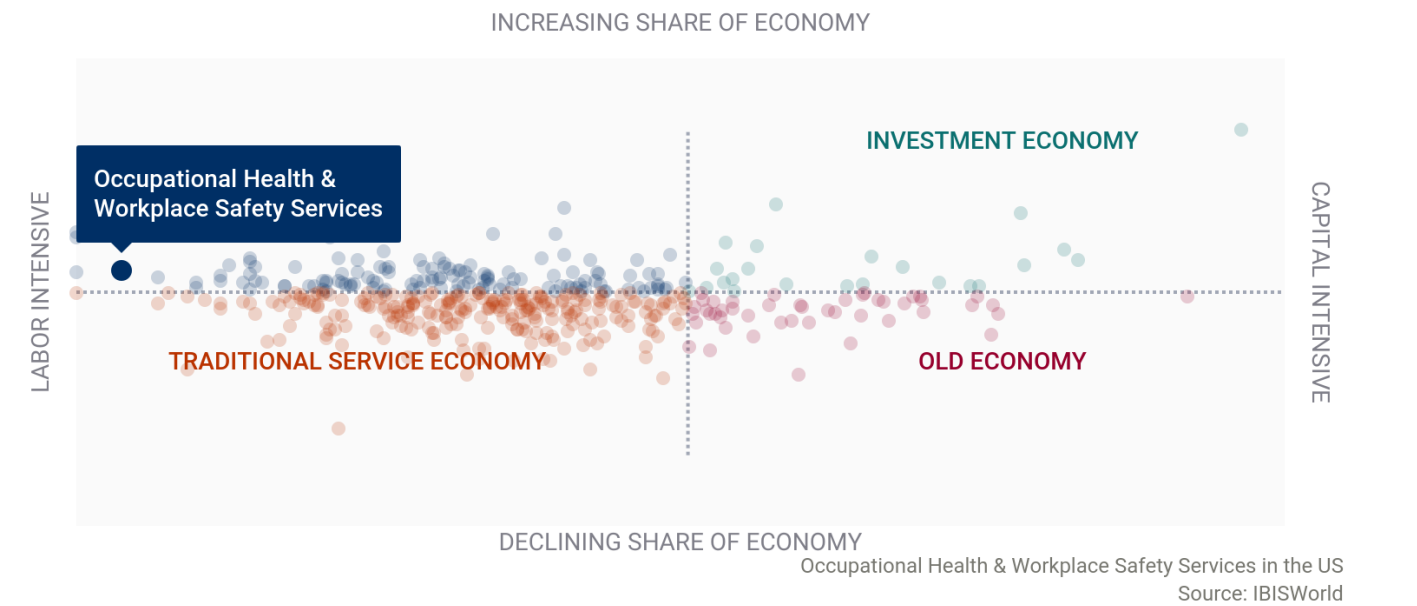
Estimated Profit Margin



Occupational Health & Workplace Safety Services
Source: IBISWorld

Operating Conditions

Costs of Growth: Targeting Capital vs. Labor



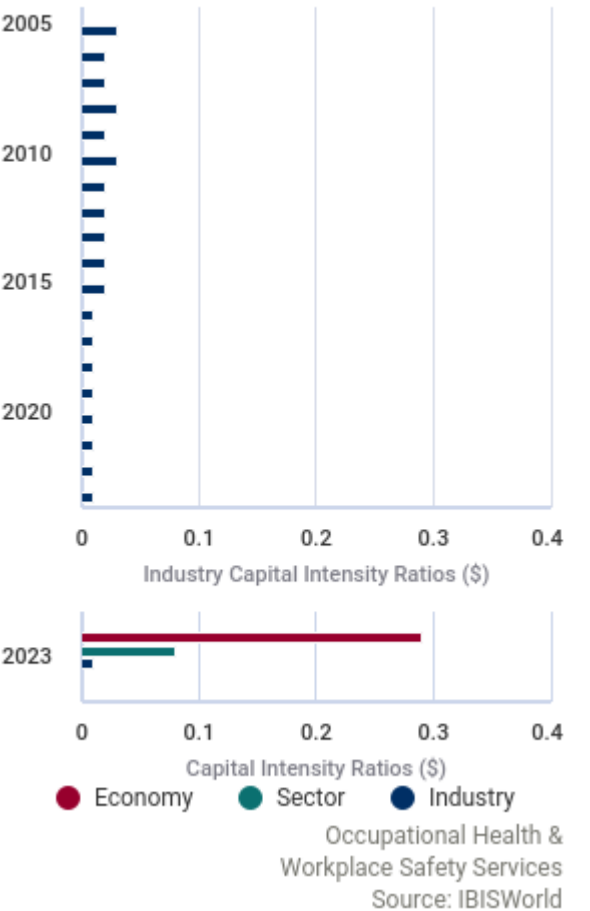
Capital Intensity

The level of capital intensity is **Low**

Occupational health and safety specialists have a low level of capital intensity. IBISWorld estimates that for every dollar spent on wages, occupational health and safety specialists will spend \$0.01 on capital in 2023. The industry is highly labor-intensive, with wages comprising the most significant proportion of revenue, reflecting the high level of education and training required for occupational health and safety specialists. Very few capital assets are required to conduct operations, furthering the low level of capital intensity.

While services are labor-intensive, capital intensity has increased slightly over the past five years because of lower proportional labor costs. New technology has helped occupational health and safety specialists conduct more services in less time than they previously could. While wage and employment growth has been strong recently, revenue growth has outpaced wage growth decreasing wage's share of revenue.

Capital Intensity Ratios



Technology & Systems

Potential Disruptive Innovation: Factors Driving Threat of Change

Occupational health and safety specialists haven't experienced technological disruption in recent years since their services aren't replicable by software or technology.

Occupational health and safety specialists must visit the sites where their clients wish for them to render safety and health verdicts in person. Overall, these characteristics will continue insulating the industry from technological disruption.

The level of technology change is ☹ Medium

Occupational health and safety specialists are subject to moderate technological change, mainly through computer technology and new laboratory and testing equipment.

Technological change has involved improvements in data collection, storage and presentation.

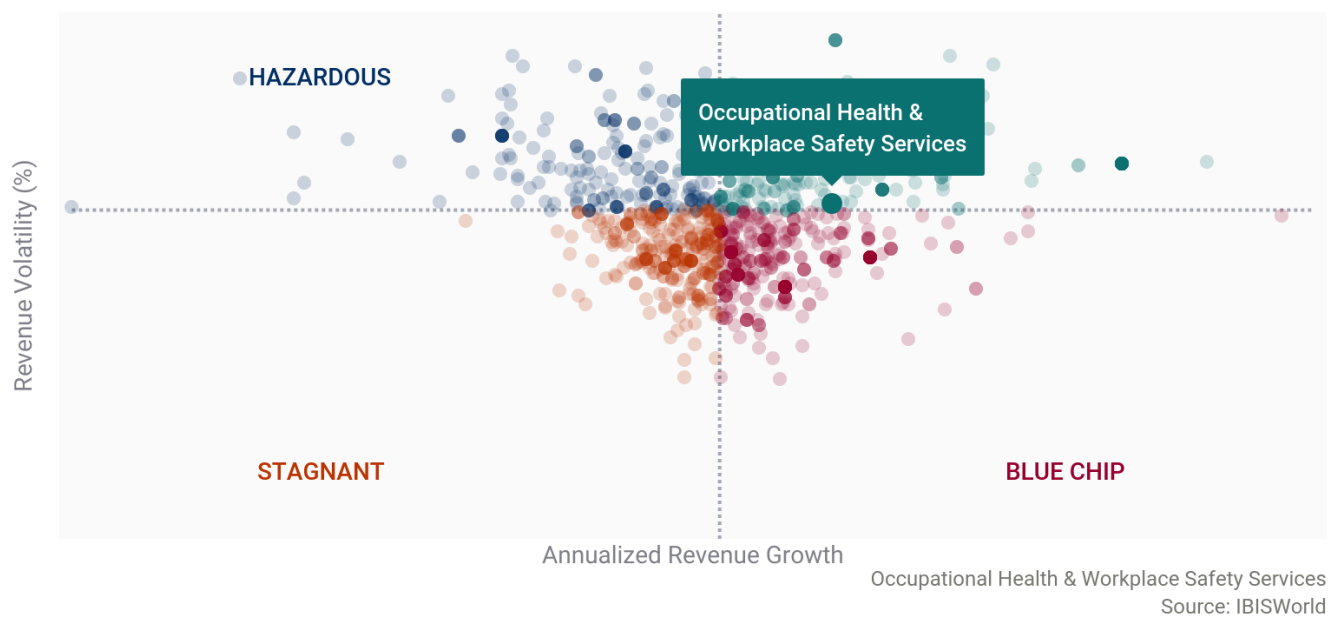
Technological change has affected all industry segments. Advancements in software design and computing hardware capacity have improved advanced modeling techniques, which occupational health and safety specialists can customize to provide clients with more targeted and accurate results and analysis.

Companies use sophisticated laboratory equipment, testing equipment and computer technologies when analyzing chemicals. This technology is continually evolving to facilitate more efficient and accurate analysis. Some equipment used includes air samplers, anemometers, flowmeters and respirators.

Revenue Volatility

The level of volatility is ☹ Medium

Volatility vs. Growth



The level of mining output

- The mining sector is one of the primary downstream markets for occupational health and safety specialists.
- When mining sector activity is high, employment levels accelerate alongside the need for occupational health and safety specialists.
- Commodity prices and geopolitical conditions primarily impact the level of mining activity and volatility for occupational health and safety specialists.

The level of construction activity

- The construction sector is one of the primary downstream markets for occupational health and safety specialists.
- When construction activity is high, employment levels accelerate alongside the need for occupational health and safety specialists.
- Interest rate levels, consumer confidence, business sentiment and corporate profit impact the level of construction activity and volatility for occupational health and safety specialists.

The level of manufacturing activity

- The manufacturing sector is one of the primary downstream markets for occupational health and safety specialists.
- When manufacturing activity is high, employment levels accelerate alongside the need for occupational health and safety specialists.
- The US dollar value, commodity prices, policy decisions and manufacturing capacity impact the level of manufacturing activity and volatility for occupational health and safety specialists.

Regulation & Policy

The level of regulation is ☹ Medium and the trend is Increasing

The Occupational Safety and Health Administration (OSHA) and the Environmental Protection Agency (EPA)

The primary regulating bodies affecting the industry are OSHA and the EPA. OSHA's regulations determine the safety requirements for handling a range of dangerous and toxic substances in laboratories. The EPA's laws control environmental contaminants, including hazardous waste, air pollutants and water pollutants. OSHA has also provided safety standards regarding exposure to hazardous chemicals used for cleaning and disinfection.

Federal, state and local regulations

Federal, state and local governments issue regulations that cover environmental and human safety, specifically for the handling, transportation and disposal of medical specimens, hazardous waste and radioactive materials. Many activities are complex and technical and must conform to guidelines to ensure the research methodology's soundness, findings' accuracy and compliance with safety and environmental considerations. Occupational health and workplace safety services providers must obtain local or regional licenses.

COVID-19

In response to COVID-19, OSHA provided guidelines on proper mask type and usage for employees working in non-socially distanced environments. OSHA has provided safety standards regarding exposure to hazardous chemicals used for cleaning and disinfection. In 2022, OSHA extended its National Emphasis Program, which enforces penalties on companies that put many workers at risk of exposure to COVID-19 and on employers who retaliate against workers who complain about unsafe conditions.

Industry Assistance

The level of industry assistance is ▲ Low and the trend is Steady

*Public***COVID-19**

The Paycheck Protection Program (PPP) offered forgivable loans to eligible small businesses to help them cover operating expenses. The loans helped small companies with payroll, rent, utilities and other costs amid declining revenue. This program aided the industry directly but also indirectly by providing loans to downstream mining, manufacturing and construction industries.

*Private***The American Society of Safety Engineers (ASSE)**

The American Society of Safety Engineers has an alliance with the Occupational Safety and Health Administration (OSHA). This alliance provides ASSE members and others, including small businesses, with information, guidance and access to training resources to help protect employees' health and safety.

The National Institute for Occupational Safety and Health

The National Institute for Occupational Safety and Health researches and recommends preventing work-related injuries and illnesses. NIOSH provides research, information, education and occupational safety and health training. The agency works to generate new knowledge in the field and disseminates that information.

The Centers for Disease Control

The Center for Disease Control and Prevention (CDC) assists the industry. The CDC works to create the information and tools that people, work environments and communities need to protect their health.

Key Statistics

Industry Data

Year	Revenue (\$m)	IVA (\$m)	Establishments (Units)	Enterprises (Units)	Employment (Units)	Exports (\$m)	Imports (\$m)	Wages (\$m)	Domestic Demand (\$m)	Number of employees (Million people)
2014	7,789	4,778	35,916	35,704	63,022	N/A	N/A	3,975	N/A	139
2015	8,146	5,117	36,574	36,364	65,382	N/A	N/A	4,215	N/A	142
2016	8,265	5,232	36,976	36,766	67,232	N/A	N/A	4,348	N/A	144
2017	8,301	5,341	40,206	39,952	70,625	N/A	N/A	4,506	N/A	147
2018	8,577	5,446	43,343	43,100	75,114	N/A	N/A	4,706	N/A	149
2019	9,535	5,932	44,520	44,272	79,567	N/A	N/A	5,071	N/A	151
2020	9,486	6,074	46,350	46,088	82,803	N/A	N/A	5,251	N/A	142
2021	10,459	6,499	49,567	49,292	87,493	N/A	N/A	5,555	N/A	146
2022	10,910	6,784	51,888	51,603	91,418	N/A	N/A	5,802	N/A	152
2023	10,900	6,850	54,155	53,897	93,063	N/A	N/A	5,885	N/A	153
2024	11,098	7,023	56,890	56,651	95,902	N/A	N/A	6,050	N/A	154
2025	11,277	7,186	59,492	59,273	98,570	N/A	N/A	6,204	N/A	155
2026	11,519	7,375	62,027	61,822	101,461	N/A	N/A	6,376	N/A	155
2027	11,723	7,543	64,752	64,568	104,150	N/A	N/A	6,534	N/A	156
2028	11,991	7,744	67,668	67,501	107,207	N/A	N/A	6,717	N/A	156

Annual Change

Year	Revenue (%)	IVA (%)	Establishments (%)	Enterprises (%)	Employment (%)	Exports (%)	Imports (%)	Wages (%)	Domestic Demand (%)	Number of employees (%)
2014	4.66	9.27	8.15	8.11	10.1	N/A	N/A	9.34	N/A	1.88
2015	4.58	7.09	1.83	1.84	3.74	N/A	N/A	6.03	N/A	2.07
2016	1.46	2.25	1.09	1.10	2.82	N/A	N/A	3.14	N/A	1.78
2017	0.43	2.08	8.73	8.66	5.04	N/A	N/A	3.62	N/A	1.57
2018	3.32	1.96	7.80	7.87	6.35	N/A	N/A	4.44	N/A	1.56
2019	11.2	8.93	2.71	2.71	5.92	N/A	N/A	7.76	N/A	1.34
2020	-0.52	2.39	4.11	4.10	4.06	N/A	N/A	3.53	N/A	-5.80
2021	10.3	6.99	6.94	6.95	5.66	N/A	N/A	5.79	N/A	2.78
2022	4.31	4.39	4.68	4.68	4.48	N/A	N/A	4.45	N/A	3.97
2023	-0.10	0.97	4.36	4.44	1.79	N/A	N/A	1.42	N/A	0.96
2024	1.81	2.52	5.05	5.10	3.05	N/A	N/A	2.80	N/A	0.43
2025	1.62	2.31	4.57	4.62	2.78	N/A	N/A	2.55	N/A	0.42
2026	2.14	2.62	4.26	4.30	2.93	N/A	N/A	2.77	N/A	0.32
2027	1.77	2.28	4.39	4.44	2.65	N/A	N/A	2.47	N/A	0.28
2028	2.27	2.66	4.50	4.54	2.93	N/A	N/A	2.80	N/A	0.30

Key Ratios

Year	IVA/Revenue (%)	Imports/ Demand (%)	Exports/ Revenue (%)	Revenue per Employee (\$'000)	Wages/ Revenue (%)	Employees per estab. (Units)	Average Wage (\$)
2014	61.3	N/A	N/A	124	51.0	1.75	63,080
2015	62.8	N/A	N/A	125	51.7	1.79	64,472
2016	63.3	N/A	N/A	123	52.6	1.82	64,672
2017	64.3	N/A	N/A	118	54.3	1.76	63,795
2018	63.5	N/A	N/A	114	54.9	1.73	62,650
2019	62.2	N/A	N/A	120	53.2	1.79	63,737
2020	64.0	N/A	N/A	115	55.3	1.79	63,410
2021	62.1	N/A	N/A	120	53.1	1.77	63,489
2022	62.2	N/A	N/A	119	53.2	1.76	63,468
2023	62.8	N/A	N/A	117	54.0	1.72	63,232
2024	63.3	N/A	N/A	116	54.5	1.69	63,080
2025	63.7	N/A	N/A	114	55.0	1.66	62,938
2026	64.0	N/A	N/A	114	55.3	1.64	62,841
2027	64.3	N/A	N/A	113	55.7	1.61	62,734
2028	64.6	N/A	N/A	112	56.0	1.58	62,654

Figures are inflation adjusted to 2023

Industry Financial Statement

					Historical Average		
Industry Multiples	2018	2019	2020	2021	3-Year	5-Year	10-Year
EBIT/Revenue	27.6	27.4	27.0	17.6	24.0	25.0	25.0
EBITDA/Revenue	34.4	30.8	48.2	32.6	37.2	35.0	31.9
Leverage Ratio	2.0	2.4	1.6	2.4	2.1	2.2	2.1
Industry Tax Structure	2018	2019	2020	2021	3-Year	5-Year	10-Year
Taxes Paid/Revenue	6.8	6.8	5.3	5.7	5.9	6.3	6.4
Income Statement	2018	2019	2020	2021	3-Year	5-Year	10-Year
Total Revenue	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Business receipts	95.3	91.3	64.5	93.4	83.1	87.2	90.9
Cost of goods	30.2	28.0	28.0	29.1	28.3	28.8	30.7
Gross Profit	69.8	72.0	72.0	70.9	71.7	71.2	69.3
Expenses							
Salaries and wages	16.9	15.7	15.5	14.1	15.1	15.7	15.8
Advertising	5.5	5.2	2.3	2.4	3.3	4.1	4.5
Depreciation	3.2	0.2	4.5	4.5	3.1	2.6	1.7
Depletion	0.0	0.0	2.5	1.3	1.3	0.8	0.4
Amortization	3.6	3.3	14.1	9.3	8.9	6.7	4.8
Rent paid	3.6	3.2	2.4	2.1	2.6	3.0	3.1
Repairs	0.4	0.3	0.2	0.2	0.2	0.4	0.7
Bad debts	3.8	3.4	1.7	6.9	4.0	3.9	3.4
Employee benefit programs	1.4	1.3	0.9	4.2	2.1	1.9	1.8
Compensation of officers	0.5	0.7	9.3	14.9	8.3	5.3	3.2
Taxes paid	6.8	6.8	5.3	5.7	5.9	6.3	6.4
Interest Income	1.5	1.3	16.1	8.1	8.5	5.7	3.4
Other Income							
Royalties	0.3	0.2	9.3	3.2	4.2	2.7	1.5
Rent Income	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Net Income	15.9	15.9	3.1	1.4	6.8	10.1	12.0
Balance Sheet	2018	2019	2020	2021	3-Year	5-Year	10-Year
Assets							
Cash and Equivalents	11.3	8.5	8.6	8.1	8.4	11.9	12.8
Notes and accounts receivable	13.5	15.0	13.7	15.0	14.5	13.0	12.5
Allowance for bad debts	0.1	0.4	0.6	0.7	0.6	0.4	0.4
Inventories	9.7	9.5	4.3	8.6	7.5	8.2	7.8
Other current assets	7.7	9.8	6.4	6.9	7.7	7.6	7.6
Other investments	55.4	40.3	29.1	24.0	31.1	40.3	35.6
Property, Plant and Equipment	81.7	70.8	44.7	36.5	50.7	51.5	50.4
Accumulated depreciation	62.3	52.4	28.2	22.4	34.4	51.6	51.9
Intangible assets (Amortizable)	28.5	18.8	20.6	21.0	20.1	23.5	23.5
Accumulated amortization	4.1	4.2	3.4	3.8	3.8	3.9	3.2
Other assets	19.1	18.8	9.4	8.9	12.4	15.3	16.2
Total assets	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Accounts payable	10.1	10.7	7.4	8.9	9.0	9.4	8.4
Liabilities and Net Worth							
Mort, notes, and bonds under 1 yr	4.8	7.2	10.4	10.6	9.4	6.6	6.8
Other current liabilities	1.5	17.4	12.0	12.8	14.0	12.6	12.8
Loans from shareholders	4.7	5.6	2.6	3.5	3.9	4.4	6.3
Mort, notes, bonds, 1 yr or more	69.8	69.8	51.1	44.9	55.3	61.0	64.0
Other liabilities	10.7	15.7	14.1	13.9	14.5	12.5	13.9
Total liabilities	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Capital stock	9.1	5.5	9.4	6.8	7.2	9.5	10.6
Additional paid-in capital	30.6	11.1	26.4	23.5	20.3	31.0	33.8
Retained earnings, appropriated	0.0	0.1	0.2	0.2	0.2	0.1	0.1
Retained earnings-unappropriated	36.8	36.8	29.5	26.4	30.9	33.3	35.9
Cost of treasury stock	32.6	32.5	20.7	18.4	23.9	27.4	29.9
Net worth	30.0	27.2	32.1	29.1	29.5	29.2	22.2

Liquidity Ratios	2018	2019	2020	2021	3-Year	5-Year	10-Year
Current Ratio	2.6	1.2	1.2	1.3	1.2	1.6	1.6
Quick Ratio	2.0	1.0	1.0	1.0	1.0	1.2	1.3
Sales/Receivables	10.8	9.0	9.7	8.5	9.1	11.3	17.9
Days' Receivables	33.7	40.6	37.6	43.1	40.4	35.0	30.4
Days' Inventory	80.1	92.4	42.2	85.7	73.4	76.3	63.4
Inventory Turnover	4.6	3.9	8.7	4.3	5.6	5.2	7.1
Payables Turnover	4.4	3.5	5.0	4.2	4.2	4.2	5.8
Days' Payables	83.9	103.8	72.6	87.8	88.1	87.6	69.0
Sales/Working Capital	10.6	8.6	7.7	7.7	8.0	10.6	36.9
Coverage Ratios	2018	2019	2020	2021	3-Year	5-Year	10-Year
Debt Service Coverage Ratio	6.4	4.7	5.7	3.7	4.7	4.9	5.6
Leverage Ratios	2018	2019	2020	2021	3-Year	5-Year	10-Year
Fixed Assets/Net Worth	5.9	5.4	3.3	3.2	3.9	4.6	9.2
Debt/Net Worth	3.3	3.7	3.1	3.4	3.4	3.4	7.4
Tangible Net Worth	0.3	0.3	0.3	0.3	0.3	0.3	0.2
Operating Ratios	2018	2019	2020	2021	3-Year	5-Year	10-Year
Return on Net Worth, %	134.3	135.0	111.5	76.6	107.7	117.7	281.2
Return on Assets, %	40.2	36.8	35.8	22.3	31.6	34.3	37.9
Sales/Total Assets	1.5	1.3	1.3	1.3	1.3	1.4	1.5
EBITDA/Revenue	34.4	30.8	48.2	32.6	37.2	35.0	31.9
EBIT/Revenue	27.6	27.4	27.0	17.6	24.0	25.0	25.0
Cash Flow & Debt Service Ratios (% of sales)	2018	2019	2020	2021	3-Year	5-Year	10-Year
Cash from Trading	72.4	72.6	77.2	67.3	72.3	69.7	69.1
Cash after Operations	33.6	57.4	46.3	33.6	45.8	41.3	41.7
Net Cash after Operations	41.2	42.0	46.7	30.1	39.6	37.8	38.7
Debt Service P&I Coverage	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Interest Coverage (Operating Cash)	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Source: IRS SOI Tax Stats; US Census Bureau; IBISWorld

Additional Resources

Additional Resources

US Bureau of Labor Statistics
<http://www.bls.gov>

Occupational Safety and Health Administration
<http://www.osha.gov>

Workforce Magazine
<http://www.workforce.com>

Industry Jargon

AIR SAMPLERS

Devices that collect and analyze samples of air to measure the quantities and types of various pollutants or other atmospheric contaminants.

ANEMOMETERS

Instruments that measure the speed of any gas current.

FLOWMETERS

Instruments used for measuring the rate of flow of water, gas or fuel, generally through a pipe.

RESPIRATORS

Equipment worn over the mouth and nose or the entire face to prevent the inhalation of dust, smoke or other noxious substances.

Glossary

BARRIERS TO ENTRY

High barriers to entry mean that new companies struggle to enter an industry, while low barriers mean it is easy for new companies to enter an industry.

CAPITAL INTENSITY

Compares the amount of money spent on capital (plant, machinery and equipment) with that spent on labor. IBISWorld uses the ratio of depreciation to wages as a proxy for capital intensity. High capital intensity is more than \$0.333 of capital to \$1 of labor; medium is \$0.125 to \$0.333 of capital to \$1 of labor; low is less than \$0.125 of capital for every \$1 of labor.

CONSTANT PRICES

The dollar figures in the Key Statistics table, including forecasts, are adjusted for inflation using the current year (i.e. year published) as the base year. This removes the impact of changes in the purchasing power of the dollar, leaving only the "real" growth or decline in industry metrics. The inflation adjustments in IBISWorld's reports are made using the US Bureau of Economic Analysis' implicit GDP price deflator.

DOMESTIC DEMAND

Spending on industry goods and services within the United States, regardless of their country of origin. It is derived by adding imports to industry revenue, and then subtracting exports.

EMPLOYMENT

The number of permanent, part-time, temporary and seasonal employees, working proprietors, partners, managers and executives within the industry.

ENTERPRISE

A division that is separately managed and keeps management accounts. Each enterprise consists of one or more establishments that are under common ownership or control.

ESTABLISHMENT

The smallest type of accounting unit within an enterprise, an establishment is a single physical location where business is conducted or where services or industrial operations are performed. Multiple establishments under common control make up an enterprise.

EXPORTS

Total value of industry goods and services sold by US companies to customers abroad.

IMPORTS

Total value of industry goods and services brought in from foreign countries to be sold in the United States.

INDUSTRY CONCENTRATION

An indicator of the dominance of the top four players in an industry. Concentration is considered high if the top

players account for more than 70% of industry revenue. Medium is 40% to 70% of industry revenue. Low is less than 40%.

INDUSTRY REVENUE

The total sales of industry goods and services (exclusive of excise and sales tax); subsidies on production; all other operating income from outside the firm (such as commission income, repair and service income, and rent, leasing and hiring income); and capital work done by rental or lease. Receipts from interest royalties, dividends and the sale of fixed tangible assets are excluded.

INDUSTRY VALUE ADDED (IVA)

The market value of goods and services produced by the industry minus the cost of goods and services used in production. IVA is also described as the industry's contribution to GDP, or profit plus wages and depreciation.

INTERNATIONAL TRADE

The level of international trade is determined by ratios of exports to revenue and imports to domestic demand. For exports/revenue: low is less than 5%, medium is 5% to 20%, and high is more than 20%. Imports/domestic demand: low is less than 5%, medium is 5% to 35%, and high is more than 35%.

LIFE CYCLE

All industries go through periods of growth, maturity and decline. IBISWorld determines an industry's life cycle by considering its growth rate (measured by IVA) compared with GDP; the growth rate of the number of establishments; the amount of change the industry's products are undergoing; the rate of technological change; and the level of customer acceptance of industry products and services.

NONEMPLOYING ESTABLISHMENT

Businesses with no paid employment or payroll, also known as nonemployers. These are mostly set up by self-employed individuals.

PROFIT

IBISWorld uses earnings before interest and tax (EBIT) as an indicator of a company's profitability. It is calculated as revenue minus expenses, excluding interest and tax.

REGIONS

West | CA, NV, OR, WA, HI, AK

Great Lakes | OH, IN, IL, WI, MI

Mid-Atlantic | NY, NJ, PA, DE, MD

New England | ME, NH, VT, MA, CT, RI

Plains | MN, IA, MO, KS, NE, SD, ND

Rocky Mountains | CO, UT, WY, ID, MT

Southeast | VA, WV, KY, TN, AR, LA, MS, AL, GA, FL, SC, NC

Southwest | OK, TX, NM, AZ

VOLATILITY

The level of volatility is determined by averaging the absolute change in revenue in each of the past five years.

Volatility levels: very high is more than $\pm 20\%$; high volatility is $\pm 10\%$ to $\pm 20\%$; moderate volatility is $\pm 3\%$ to $\pm 10\%$; and low volatility is less than $\pm 3\%$.

WAGES

The gross total wages and salaries of all employees in the industry.

Call Preparation Questions

Role Specific Questions

Sales & Marketing

How have recent economic conditions influenced consumer demand for your company's services?

As economic conditions improve, businesses grow the size of their operations as well. This means more employees need to receive the health and workplace safety training provided by industry operators.

Does your company offer a broad range of services or does it specialize in a singular, niche service?

Providers of health and safety services can either specialize in educating workers broad on occupational hazards or focus on the risks associated with one piece of equipment or operational process.

Strategy & Operations

To what degree is your company's operations capital intensive?

Capital intensity for providers of workplace and health safety services is low since wage expenses are so high.

Are your company's purchase costs heavily influenced by commodity price fluctuations?

While commodity prices effects demand for workplace and health safety services, commodity prices do not effect purchasing costs.

Technology

Have you minimized/reduced wage costs by automating your company's operations?

Health and workplace safety services must be provided by individuals to workers, and as such cannot be automated.

Has increased levels of technological innovation/development presented any obstacles for your company?

As technology becomes more complicated and dangerous, providers of workplace and health safety services benefit from the opportunity to train more employees .

Compliance

What are some of the most pervasive regulatory requirements that your company experiences?

Providers of workplace and health safety services benefit from more complex regulations, as it increases demand for their services.

Does your company benefit (either directly or indirectly) from any government legislation?

Health and workplace safety providers benefit from increased government regulation of workplaces as it lead to higher demand for their services by companies look to make sure their workers follow new rules.

Finance

Does your business have to be located nearby key consumer or client markets?

Since being on site to provide workplace and health safety classes is mandatory, providers benefit from being centrally located to their key clients.

Is your company looking to significantly expand its operations sometime in the near future?

.The majority of health and workplace safety providers work alone, meaning operational expansion is not a large priority for them.

External Impacts Questions**Impact: OD - Regulation**

What nonregulation-based services can you pivot to in the event of deregulation? How will you keep demand high?

Demand for industry services is heavily reliant upon regulations. For example, the US Occupational Health and Safety Administration (OSHA) implements laws in regard to workplace health and safety requirements.

Impact: Demand from construction

How much do you work with construction companies? Do you offer attractive bulk rates for larger operators?

Industry participants inspect construction sites for noise exposure and confined spaces as well as floor and wall openings. When construction activity increases, so does demand from construction companies for this industry's services.

Impact: Number of employees

How many of your services are based on employee count? How can you upsell clients as they renegotiate to include more staff?

This industry provides services intended to reduce the risk of injury, mortality and sickness associated with the workplace. Therefore, the total number of people at work in the US economy determines a large portion of demand.

Internal Issues Questions**Issue: Access to highly skilled workforce**

How do you recruit and retain employees? Do your staff undergo regular training?

This industry is labor-intensive and requires appropriately skilled labor. Occupational health and safety workers often possess at least a bachelor's degree. Hiring skilled workers can guarantee the maintenance of high-quality output.

Issue: Access to niche markets

What niches, if any, do you cater to? How can you diversify your product mix?

Employees in this industry who are able to develop a dominant position in a narrow niche market significantly improve their prospects of long-term success.

Issue: Ability to quickly adopt new technology

How quickly can you adopt new technology? What are the associated costs?

Industry operators must be aware of the changing technological environments of clients. Technological advancements can enhance the analytical capabilities of industry operators and help them maintain an edge over competitors.



WHERE KNOWLEDGE IS POWER

IBISWorld helps you find the industry information you need – fast.

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