

# The U.S. Collection Agencies Industry

## Data Pack

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* Sources of data on industry receipts estimates by: U.S. Census Bureau, Kaulkin Ginsberg, ACA, PriceWaterhouseCoopers, IRS, Marketdata	

- \* The role of the IRS and use of PCAs (private collection agencies), 2020 \$ amount placed
- \* Historical industry receipts growth – analysis since early 2000s, Great Recession, aftermath
- \* Pandemic’s effect on growth: analysis of 2019-2020
- \* 2021 industry performance – analysis, opinions of Marketdata, Kaulkin Ginsberg
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- \* Analysis of commercial vs. consumer accts., 2020 \$ estimates
- \* Estimated value of consumer, medical, government, commercial markets - 2020

Tables:

- **Industry receipts** (2002-2017 Census), Marketdata estimates/projections for 2019, 2020, 2021 and 2025 forecasts (\$ value, % changes)
- Industry receipts by: consumer, healthcare, gov’t., retail/commercial other accts. (2017)

**Industry Economic Structure & Operating Ratios**

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- \* Summary, discussion of: Census survey data - no. of services, annual receipts, payroll costs, avg. receipts per firm/establishment, legal form of firms, concentration levels for 50 largest firms, single vs. multi-unit operations, services by receipts size of firms & individual estabs., top 10 states (mkt. potential, \$ value of receipts), avg. receipts per service, by state
- \* 15-year snapshot of the industry - 2002-2017, key ratios.

Tables:

- \* **Snapshot of the industry:** 2002, 2007, 2012, 2017 – Estabs., receipts, top 50 mkt. share, etc.
- \* **Payroll as % receipts** – 2007, 2012, 2017
- \* **Sales / payroll employee productivity ratios** – 2007, 2012, 2017
- \* **Average receipts per estab., no. of employees** – 2007, 2012, 2017
- \* **Top 10 states by receipts** – 2007 vs. 2019
- \* **Legal format** - corporations, partnerships, proprietorships (no. of estabs., receipts, payroll as % receipts, avg. receipts (2017, 2012))
- \* **Concentration ratios:** largest 4, 8, 20, 50 firms (no. of estabs., revenues, as % total industry, payroll, no. of workers (2017, 2012))
- \* **Single vs. multi-unit firms** (1, 2, 3-4, 5-9, 10+ facilities) no. of firms, estabs., receipts, avg. receipts, payroll costs (2017, 2012)
- \* Annual **receipts size of FIRMS**, measures as above, 11 sales size classes from \$100 mill. to under \$10,000 (2017, 2012)
- \* Annual receipts size of individual **ESTABLISHMENTS**, ratios as above, 11 classes: \$10+ mill. to under \$10,000 (2017, 2012)
- \* **State analysis:** No. of total adjustment & collection services, receipts, avg. receipts per estab., % of national receipts for 50 states (2019)
- \* **State analysis:** No. of total adjustment & collection services, receipts, avg. receipts per estab., ranked by no. of estabs. (2019)
- \* Estabs. & receipts, **by major city** (2017).

**Reference Directory of Industry Information Sources**

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- \* Name/address/phone/key contacts of credit and collections trade groups, journals, magazines, directories, federal and state agencies, etc.