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CORPORATE COMMUNICATIONS

CEO shares insight to help growing companies with staffing issues

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McLean, Virginia— Ken Coleman, CEO and president of [Lewis-Price & Associates, Inc.](#), joined the Business Innovators Radio Podcast to discuss how a staffing agency can fill the gap between growing jobs numbers and a shrinking pool of those seeking work.

Coleman appeared on [Business Innovators Radio](#) to explain why cutting staffing agencies out of the hiring process can detract from a growing business's focus on its people.

“Working with a staffing agency can actually help to increase efficiency and continuity of operations,” said Coleman. “With a staffing agency on board to focus on recruiting and hiring, your company’s internal HR staff can direct their attention and engagement toward their current team members.”

Recent reports of growing jobs numbers and a shrinking pool of unemployed workers across the nation over the past year are creating recruitment challenges for many expanding enterprises, he said.

The [Bureau of Labor Statistics](#) says that the civilian labor force is projected to reach nearly 170 million by 2026, growing at a rate of more than half a percent per year. Meanwhile, the US unemployment rate fell to 3.8 percent in February from 4 percent in the previous month, and the number of unemployed persons decreased by 300,000 to 6.2 million.

According to the [American Staffing Association](#), the trade association representing the U.S. staffing industry, agencies like Coleman’s help bridge the gap by hiring nearly 17 million temporary and contract employees during the course of a year, and that resource can be an ace in the pocket for expanding companies.

But if you’re imagining the storied temp worker of old – unqualified or able to perform only entry-level jobs – Coleman said to think again. “Today’s staffing agencies have broken the mold,” he said. “We certainly see ourselves as a career development company. We have

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team members with degrees from schools like Harvard and the University of Maryland,” he continued. “They have varying backgrounds and skill sets, and we have them working across program management, IT, and graduate-level training and education fields.”

That’s why, Coleman points out, that companies seeking collaboration with a staffing agency not only must have a solid understanding of their own needs but must also conduct due diligence on the agency they want to collaborate with to ensure their new partner can provide the right skill sets and commitments for their company’s needs.

About Lewis-Price & Associates, Inc.

Lewis-Price is an SBA 8(a) certified staffing company committed to providing solutions to our clients and teaming partners alike. We staff diverse, engaged leaders in IT, cybersecurity, program management, and training. We value integrity and intention. We provide you with engaged professionals ready to join your team.

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