



## CASE STUDY: Hunter Employment

### Overview

Hunter Employment is a self-described mom-and-pop staffing agency. Founded in Hawaii in 1995, the company is now based out of Yuma, Arizona with another office in El Centro, California. Hiring, screening, processing, and placing 700 employees throughout the year all happens in-house. Hunter Employment serves between 55 - 70 clients per week including staffing seasonal and temporary workers, resulting in 250 workers employed by the agency at a given time.

Tony Zuniga is the president of Hunter Employment. He oversees human resources, safety operations, and many other areas of the company. Since he has no dedicated human resources position, or his own human resources background, he works closely with his Professional Employer Organization (PEO) Vensure Employer Services.

Zuniga initially turned to working with a PEO to combat the rising cost of workers' compensation policies. "There was a point between 2010 and 2012 where the cost for workers' comp. went through the roof. We started looking at other options to do workers' compensation, and that became our gateway to the PEO," Zuniga said. After finding that

Vensure delivered better prices on workers' compensation than the company could get on its own, Hunter Employment decided to outsource the company's payroll, taxes, W-2s, and human resources administration as well.

### **Seamless, reliable workers' compensation, payroll, and taxes in two states**

Most of Hunter Employment's employees are placed in warehousing, production, manufacturing, and construction. Other employees work in accounting and clerical positions. Working with Vensure relieves Zuniga's stress of dealing with the varying degrees of risk

#### **Hunter Employment**

***Yuma, Arizona***

**Industry:** Staffing

**PEO:** Vensure Employer Services

**Number of employees:** 250

**Key reasons for working  
with a PEO:**

- Workers' compensation cost savings
- Seamless payroll, taxes
- Personalized customer service
- HR costs and pricing visibility

associated with each assignment and the legal and compliance nuances of doing business in two states, Arizona and California.

"We have greater flexibility and immediate access to people with knowledge. Before, with workers' compensation injuries, we had no idea what claims were open. Now, we get a monthly report stating our open claims, what we should expect, and our progress with the rest of the claims."

Hunter Employment also uses their PEO for payroll weekly. "Payroll is a really seamless process. When Vensure sends us a completed payroll, we approve it, submit payment, and receive checks within the same day," said Zuniga.

## A centralized, personal, one-stop HR shop

Before using a PEO, Zuniga was handling HR functions for all his employees in-house. He soon ran into trouble juggling all separate vendors for payroll, W-2s, and workers' compensation, and was frustrated with having to contact them each individually whenever there was an issue. Now with Vensure, his company's operations are centralized in one location.

"Personally, it makes my job a lot less stressful," Zuniga said. "Now we just have one company for everything. If we have an issue with workers' compensation or payroll, we know where to go immediately. I have contacts for every department, and if we do have an issue, it's usually resolved within 24 hours."

As part of this, Zuniga receives detailed, personalized customer service from his PEO: "Since I don't have the expertise in human resources, I definitely rely on Vensure and their expertise. If I have any questions, any claims, any issues, I can go to them and get direction or answers to the questions I have."

"Whether it's to process a late check that we get from one of our clients, or it's to get a certificate of insurance on a very, very short notice, Vensure really understands us, our clients, and our needs. That really helps us at the end of the day."

## Company growth and a clear bottom line

Since using a PEO, Hunter Employment has grown. "I can definitely say that our revenue has increased since 2015, threefold, because of the benefits, the customer service, and the ability to quantify how much money we need to charge our clients."

"With Vensure, we get a better, clearer picture of what the expenses are. We can actually make projections based on the PEO, whereas before, everything was spread around. Costs from other vendors seemed to change quite constantly. With a PEO, we know what we're paying, we know what to expect, we know what we need to charge clients, and we have an idea of where everything is going."



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PRESIDENT  
HUNTER EMPLOYMENT



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Interested in learning more about how working with a PEO can help your business? Email **smallbusiness@prismhr.com**



## About PrismHR

PrismHR delivers HR software and access to the largest network of HR outsourcers in the United States, all designed to reduce your HR burden and get the most from your greatest asset – your people. With hiring, payroll, benefits, compliance and much more, PrismHR technology makes HR more efficient across the entire employee lifecycle. 80,000 small- and medium-size businesses and 2M+ employees are already taking advantage of this combination of service and technology.