

## BBSI Announces Second Quarter 2005 Operating Results and Financial Guidance for 3Q05

PORTLAND, Ore.--(BUSINESS WIRE)--Aug. 3, 2005--Barrett Business Services, Inc. (Nasdaq:BBSI) reported today net income of \$2,905,000 for the second quarter ended June 30, 2005, an improvement of \$1,065,000 or 57.9% over net income of \$1,840,000 for the second quarter of 2004. Diluted earnings per share for the 2005 second quarter were \$.31, as compared to diluted earnings per share of \$.20 for the same quarter a year ago, which have been adjusted for a 3-for-2 stock split effected on May 19, 2005. Net revenues for the second quarter ended June 30, 2005 totaled

\$59.6 million, an increase of approximately \$11.9 million or 24.9%

over the \$47.7 million for the same quarter in 2004.

	(Unaudited)	(Unaudited)	
(\$ in thousands)	Second Quarter	Six Months	
	Ended	Ended	
	June 30,	June 30,	
Results of Operations	2005 2004	2005 2004	
Revenues:			
Staffing services	\$ 35,637 \$ 30,470	\$ 64,179 \$ 55,524	
Professional employer service			
fees	23,994 17,234	44,696 32,790	

Total revenues	_	59,631			08,875	
Cost of revenues:	_			_		
Direct payroll costs		26,598	22,551		47,615	40,871
Payroll taxes and benefits		15,303	10,649		31,000	22,180
Workers' compensation		6 <b>,</b> 295				
Total cost of revenues	-	48,196	39 <b>,</b> 178		90,316	73,383
Gross margin		11,435	8,526		18,559	14,931
Selling, general and						
administrative						
expenses		6,251	5,367		11,721	10,581
Depreciation and amortization						
Income from operations	-	4,967				3,855
		(205)				
	-			_		
Income before taxes		4,762	2,944		6,288	3,914
Provision for income taxes		1,857	1,104		2,452	1,468
Net income	\$	2,905 \$	1,840	\$	3,836 s	5 2,446
Basic earnings per share		.33 \$	.21	\$	.44 \$	5.29
Weighted average basic shares						
outstanding		8,717				
Diluted earnings per share		.31 \$	.20	\$	.41 \$	.26
Weighted average diluted shares outstanding		9,398	9,279		9 <b>,</b> 375	9 <b>,</b> 286
	-			-		

The Company changed its reporting of PEO revenues from a gross basis to a net basis in 2002. The gross revenues and cost of revenues information below, although not in accordance with generally accepted accounting principles ("GAAP"), are presented for comparison purposes and because management believes such information is more informative as to the level of the Company's business activity and more useful in managing its operations.

	(Unau	(Unaudited)		(Unaudited)		
	Second	Quarter	Six Mont	hs Ended		
(in thousands)	Jun	e 30,	Jun	e 30,		
	2005	2004	2005	2004		
Revenues:						
Staffing services	\$ 35,637	\$ 30,470	\$ 64,179	\$ 55,524		
Professional employer						
services	147,945	97,984	276,496	189,704		
Total revenues	183,582	128,454	340,675	245,228		
Cost of revenues:						
Direct payroll costs	148,927	102,390	276,324	195 <b>,</b> 757		
Payroll taxes and benefits	15,303	10,648	31,000	22,179		
Workers' compensation	7,917	6,890	14,792	12,361		
Total cost of revenues	172,147	119 <b>,</b> 928	322,116	230,297		
Gross margin	\$ 11 <b>,</b> 435	\$ 8,526	\$ 18,559	\$ 14,931		

Gross revenues of \$183.6 million for the second quarter ended June

30, 2005 rose 42.9% over the similar period in 2004. For the six

months ended June 30, 2005, gross revenues of \$340.7 million increased

38.9% over the comparable period in 2004.

A reconciliation of non-GAAP gross revenues to net revenues is as follows:

For the second quarters ended June 30, 2005 and 2004 (in

thousands):

(Unaudited) Three Months Ended June 30, (in Gross Revenue Net Revenue thousands) Reporting Method Reclassification Reporting Method \_\_\_\_\_ \_\_ \_\_\_ 2005 2004 2005 2004 2005 2004 ----- ----- ------ ------ ------Revenues: Staffing services \$ 35,637 \$ 30,470 \$ - \$ - \$35,637 \$ 30,470 Professional employer services 147,945 97,984 (123,951) (80,750) 23,994 17,234 \_\_\_\_\_ \_\_\_\_\_ Total revenues \$183,582 \$128,454 \$(123,951) \$(80,750) \$59,631 \$47,704 \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_\_ \_\_\_\_\_ Cost of revenues: \$172,147 \$119,928 \$(123,951) \$(80,750) \$48,196 \$39,178 \_\_\_\_\_ \_\_\_\_\_ For the six months ended June 30, 2005 and 2004 (in thousands): (Unaudited) Six Months Ended June 30,

\_\_\_\_\_

thousands)	-	-	Reclassification			
			2005			2004
Revenues:						
Staffing						
services	\$ 64 <b>,</b> 179	\$ 55,524	\$ -	\$ –	\$ 64 <b>,</b> 179	\$55 <b>,</b> 524
Pro-						
fessional						
employer						
services	276,496	189,704	(231,800)	(156,914)	44,696	32,790
Total						
revenues	\$340,675	\$245,228	\$(231,800)	\$(156,914)	\$108 <b>,</b> 875	\$88,314
Cost of						
revenues:	\$322,116	\$230,297	\$(231,800)	\$(156,914)	\$ 90,316	\$73 <b>,</b> 383

William W. Sherertz, President and Chief Executive Officer, commented that: "We had a great quarter and our business continues to grow. Our management team is proud that we were recently named the number one company in The Seattle Times's Northwest Top 100, as well as of our recent inclusion in the new Russell Microcap Index." The following summarizes the unaudited consolidated balance sheets at June 30, 2005 and December 31, 2004.

	June 30,	December 31,
(\$ in thousands)	2005	2004
		·
Assets		
Current assets:		
Cash and cash equivalents	\$ 21,662	\$ 12,153

5,568		4,630	
36,420		23,840	
2,074		1,364	
5,588		4,100	
l			
213		213	
	-		
71 <b>,</b> 525		46,300	
22 <b>,</b> 516		22 <b>,</b> 516	
16		25	
4,161		4,301	
2,060		1,702	
		_	
391			
391 336		582	
		582 401	
336			
336			
336 405		401 4,158	
336 405 4,019	_	401 4,158	
336 405 4,019 \$ 105,429	_	401 4,158 79,985	
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	2,074 5,588 213 71,525 22,516 16 4,161	2,074 5,588 213 71,525 22,516 16 4,161	2,074 1,364 5,588 4,100 213 213 71,525 46,300 22,516 22,516 16 25 4,161 4,301

Other accrued liabilities	1,255		414
		_	
Total current liabilities	48,271		29,149
Long-term debt, net of current portion	1,168		1,441
Customer deposits	670		608
Long-term workers' compensation claims			
liabilities	6,712		4,840
Long-term workers' compensation liabilities f	for		
insured claims	4,019		4,158
Deferred gain on sale and leaseback	976		1,036
Stockholders' equity	43,613		38 <b>,</b> 753
		_	
	\$ 105,429	\$	79 <b>,</b> 985
		_	

## Outlook for Third Quarter 2005

The Company also disclosed today limited financial guidance with respect to its operating results for the third quarter ending September 30, 2005. The Company expects gross revenues for the third quarter of 2005 to range from \$198 million to \$201 million, an increase of approximately 38% over the third quarter of 2004, and anticipates diluted earnings per share for the third quarter of 2005, including the approximate effect of its recent follow-on equity offering, to range from \$.35 to \$.37 per share, an increase of approximately 33% over \$.27 per share for the same period a year ago, on a split-adjusted basis. Excluding the approximate effect of its recent follow-on equity approximate of 2005 would range from \$.40 to \$.42 per share, an increase of approximately 52% over \$.27 per share for the same for the same for the same period has year ago.

approximate effect of the Company's recent follow-on equity offering is based on the issuance of 1,864,000 shares of common stock on August 2, 2005, as well as the issuance of an additional 320,850 shares assuming exercise of the underwriters' over-allotment option prior to its expiration on August 26, 2005. A reconciliation of estimated gross revenues to estimated GAAP net revenues for the third quarter of 2005 is not included because PEO revenues and cost of PEO revenues for the period are not reasonably estimable.

On August 4, 2005 at 9:00 a.m. Pacific Time, William W. Sherertz and Michael D. Mulholland will host an investor telephone conference call to discuss second quarter 2005 operating results. To participate in the call, dial 877-356-3717. The call identification number is 8219159. The conference call will also be webcast live at www.barrettbusiness.com. To access the webcast, click on the Investor Relations section of the Web site and select Webcast. A replay of the call will be available beginning August 4, 2005 at 11:00 a.m. and ending on August 11, 2005. To listen to the recording, dial 800-642-1687 and enter conference identification code 8219159. BBSI provides a comprehensive range of human resource management solutions to large and small companies throughout many regions of the United States.

Statements in this release about future events or performance, including earnings expectations for the third quarter of 2005, are forward-looking statements, which involve known and unknown risks, uncertainties and other factors that may cause the actual results of the Company to be materially different from any future results expressed or implied by such forward-looking statements. Factors that could affect future results include economic conditions in the Company's service areas, the effect of changes in the Company's mix of services on gross margin, future workers' compensation claims experience, the effect of changes in the workers' compensation regulatory environment in one or more of our primary markets, collectibility of accounts receivable, and the effect of our recent follow-on equity offering, among others. Other important factors that may affect the Company's future prospects are described in the Company's 2004 Annual Report on Form 10-K. Although forward-looking statements help to provide complete information about the Company, readers should keep in mind that forward-looking statements may be less reliable than historical information. The Company undertakes no obligation to update or revise forward-looking statements in this release to reflect events or changes in circumstances that occur after the date of this release.

CONTACT: Barrett Business Services, Inc. William W. Sherertz, 503-220-0988

SOURCE: Barrett Business Services, Inc.