ATTACH MENT B: EMPLOYER SERVICES SECTION OF OSCCAR – CHANGES EFFECTIVE IN FISCAL YEAR 2017

	For the Month Ending	3/31/2016	
BerkshireWorks	**Monthly**	**YTD**	**Visits**

Employer Services

	Monthly	YTD	Visits
Total Employers Receiving Services	72	349	832
New to Career Center	19	67	
Repeat	53	282	
Total Employers Receiving Enhanced Services		310	
New to Career Center		54	
Repeat		256	
Employers Listing Job Orders (*)	72	321	1181
Employers Receiving Job Seeker Referrals (*)	37	276	414
Employers Who Hired a Job Seeker Referral	19	169	230
Marketing/Outreach Activities	52	272	551
Business Information and Incentives (*)	12	122	135
Education and Training (*)	5	20	50
Job Fairs and Recruitments (*)	7	63	107
Labor Market Information (*)	39	212	309
Referrals to Grants and Incentives (*)	35	283	310
Outcomes	17	280	282

(*) Included in Enhanced Services

Field Name	Definition
Employer Services	
Total Employers Receiving Services	Distinct count of employers who had any service in any category during the report period, including #Employers Listing Job Orders and #Employers Receiving Referrals
New to Career Center	Distinct count of employers who received their first service in this Career Center during the report period
Repeat	The count of *Total Employers Receiving Services* minus the count of *New to Career Center*
Total Employers Receiving Enhanced Services	Distinct count of employers who had an enhanced** service during the report period, including #Employers Listing Job Orders and #Employers Receiving Referrals
New to Career Center	Distinct count of employers who received their first enhanced**service in this Career Center during the report period
Repeat	The count of *Total Employers Receiving Enhanced Services* minus the count of *New to Career Center*
Employers Listing Job Orders (*)	Distinct count of employers with one or more job order records posted in the report period for the career center
Employers Receiving Referrals (*)	Distinct count of employers with one or more staff or development referrals (service_type in (449,451)) in the report period for the career center. The *Visits* column should be the count of those referrals job_service_no's.
Employers Who Hired a Job Seeker Referral	Distinct count of employers with one or more *Hire* (service type in 275) in the report period for the career center. The *Visits* column should be the count of those Hire's job_service_no's.
Marketing/Outreach Activities	Distinct count of employers receiving one or more *Marketing/Outreach Activities* (from attached list) services during the report period in the career center. Category code = 2106
Business Information and Incentives (*)	Distinct count of employers receiving one or more *Business Information and Incentives* (from attached list) services during the report period in the career center. Category code = 2107
Education and Training (*)	Distinct count of employers receiving one or more *Education and Training* (from attached list) services during the report period in the career center. Category code = 2108
Job Fairs and Recruitments (*)	Distinct count of employers receiving one or more *Job Fairs and Recruitments* (from attached list) services during the report period in the career center. Category code = 2109
Labor Market Information (*)	Distinct count of employers receiving one or more *Labor Market Information* (from attached list) services during the report period in the career center. Category code = 2110
Referrals to Grants and Incentives (*)	Distinct count of employers receiving one or more *Referrals to Grants and Incentives* (from attached list) services during the report period in the career center. Category code = 2111 (?? Not sure of the category code at this time)
Outcomes	Distinct count of employers receiving one or more *Outcomes* (from attached list) services during the report period in the career center. Category code = 2112 (?? Not sure of the category code at this time)

April 2016