

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 | | | |
| 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 <i>Total Employers Receiving Services</i> minus the count of <i>New to Career Center</i> |
| 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 <i>Total Employers Receiving Enhanced Services</i> minus the count of <i>New to Career Center</i> |
| | |
| 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 <i>Visits</i> 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 <i>Hire</i> (service type in 275) in the report period for the career center. The <i>Visits</i> column should be the count of those Hire's job_service_no's. |
| | |
| Marketing/Outreach Activities | Distinct count of employers receiving one or more <i>Marketing/Outreach Activities</i> (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 <i>Business Information and Incentives</i> (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 <i>Education and Training</i> (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 <i>Job Fairs and Recruitments</i> (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 <i>Labor Market Information</i> (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 <i>Referrals to Grants and Incentives</i> (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 <i>Outcomes</i> (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