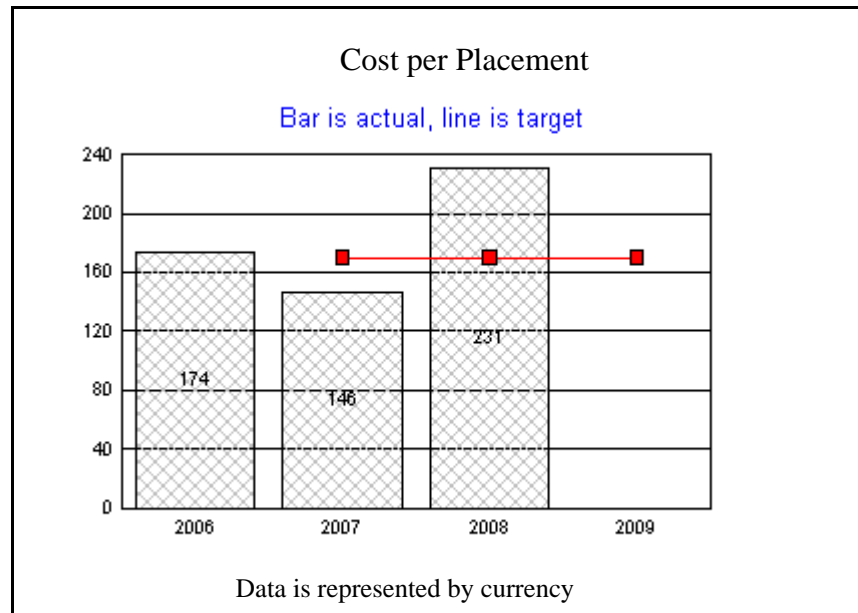


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|-----------------------|--|------|
| KPM #3 | COST PER PLACEMENT– total cost of B&ES programs divided by the total number of job seekers entered into employment after receiving services. | 2005 |
| Goal | Goal 1 Match Employers with Job Seekers | |
| Oregon Context | Oregon Benchmarks (OBM) 1, 4, 12, 14, 15 | |
| Data Source | Agency Budget, iMatchskills Database | |
| Owner | Business & Employment Services (B&ES) Gus Johnson, (503)947-1673 | |



1. OUR STRATEGY

We continue to increase accessibility to iMatchskills, our automated process for matching employers with qualified job seekers. We continue

integration between the agency and our partners in the Workforce System; especially facility co-location.

2. ABOUT THE TARGETS

Lower is better.

3. HOW WE ARE DOING

Last year, staff positions went unfilled and the economy was better, so there were more job openings for placements, increasing placements and lowering the cost per placement. During this fiscal year, staffing costs increased and placements declined in the slower economy and declining job growth and our cost per placement increased well above target.

4. HOW WE COMPARE

No external comparison is currently available.

5. FACTORS AFFECTING RESULTS

A decline in staffing levels and associated costs affected last year's (2007) result.

This past fiscal year, vacancies were filled and staffing costs increased.

In general, staffing costs tend to increase this measure on a yearly basis; automation tends to decrease it. Also, economic conditions tend to increase or decrease the number served. As the economy and job growth slowed, placements declined.

6. WHAT NEEDS TO BE DONE

Management is reviewing procedures and looking for ways to decrease costs and increase placements in the current economy.

7. ABOUT THE DATA

Data sources are the Agency Expenditure Control and iMatchSkills Database.

Data is based on Oregon fiscal year.

The cost component is based on the total B&ES Program costs directly related to the placement process.

The Placement definition refers to placement types that can be routinely verified.