

**Rick Scott**  
GOVERNOR



**Jesse Panuccio**  
EXECUTIVE DIRECTOR

## MEMORANDUM

DATE: October 4, 2013  
TO: Regional Workforce Board Executive Directors  
FROM: Lois A. Scott, Bureau Chief, One-Stop and Program Support  
SUBJECT: Employer Penetration and Balanced Scorecard Performance Incentive Policy

To recognize and provide performance incentive funding to regions, Workforce Florida, Inc. will determine incentive awards to Regional Workforce Boards (RWB) based on Balanced Scorecard Performance data for the 2012-2013 program year and the Employer Penetration for the 2013-2014 program year. Effective July 1, 2013, Common Measures, as reported through EFM, replaces the Balanced Scorecard as the reporting instrument.

Only job orders with a create date beginning July 1, 2013 will be counted toward potential incentives. Please see the attachments below which outline the employer penetration policy and evaluation criteria.

If you have any questions, please contact Tony Carter at [Tony.Carter@deo.myflorida.com](mailto:Tony.Carter@deo.myflorida.com).

LAS/dm

Performance Incentive Policy Attachments:

[Performance Incentive Awards Program Year 2012 – 2013 Award Criteria—Common Measures](#)

[Performance Incentive Policy – 2013-2014 Evaluation Criteria Employer Penetration](#)

[Employer Levels of Service](#)

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