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- JobsPlus standing versus other recruitment supports
- Experience of JobsPlus users
- Attitudes and behaviours of non JobsPlus users
- JobsPlus and non JobsPlus hiring plans and views on the financial incentives to hire

Executive summary

Introduction

- The objective of JobsPlus is to provide an incentive to employers who offer full-time employment opportunities to the long-term unemployed. The financial incentive reduces the cost burden for an employer of hiring an employee.
- A policy assessment conducted by the Department of Employment Affairs and Social Protection published in August 2017 looked at how JobsPlus operated from July 2013 up until the end of 2016 and found it had some notable successes, including that more than 12,000 people who were long-term unemployed had gained employment through the scheme.
- The Department of Employment Affairs and Social Protection wants to explore and understand the factors driving why and how employers engage with JobsPlus while taking into account factors such as employer motivations, perceptions of the scheme, and satisfaction with it.
- We wanted to assess perceptions of the scheme from the point of view of employers who have used JobsPlus (JobsPlus) and those who have not used JobsPlus (non JobsPlus)

Research Objectives

Assess JobsPlus standing versus other recruitment supports

- Awareness
- Usage
- Likely future usage and reasons for non usage

Assess experience of JobsPlus users

- Overall satisfaction with scheme and procedures
- Satisfaction with employees and retention <u>after two years</u>
- Incidence of JobsPlus employees leaving employment within two-year term and reason
- Likely to hire unemployed in the <u>absence of JobsPlus</u>

Assess attitudes and behaviours of non JobsPlus users

- Interest in learning more
- Attitude to requirement to hire long term unemployed

Assess JobsPlus and non JobsPlus hiring plans and views on the financial incentives to hire

- Planning to hire in next 12 months across age and unemployment status
- Views on financial incentives required to hire:
 - ... long term unemployed (24 months) vs. short term unemployed (12 months.)
 - ...Unemployed and aged 50 plus years vs. unemployed and aged under 50 years

Research approach

Methodology:

- Telephone interviews were undertaken with JobsPlus and non JobsPlus employers
- All interviews were carried out with the person from each employer organisation who is primarily responsible for Human Resources in the business.

Sample:

- A representative sample of 416 JobsPlus employers and 392 employers who have not used JobsPlus (non JobsPlus)
 were interviewed.
- Leads were provided by the Department of Employment Affairs and Social Protection for both audiences
- Broad quotas were applied to the Jobs Plus and non Jobs Plus sample to reflect JobsPlus user profile in terms of number of employees.

Fieldwork dates:

- JobsPlus employers 28th November 2017 4th December 2017
- non JobsPlus employers 4th December 2017 14th December 2017

Sample distribution (Jobs Plus and non Jobs Plus) Samples are broadly representative of both audiences

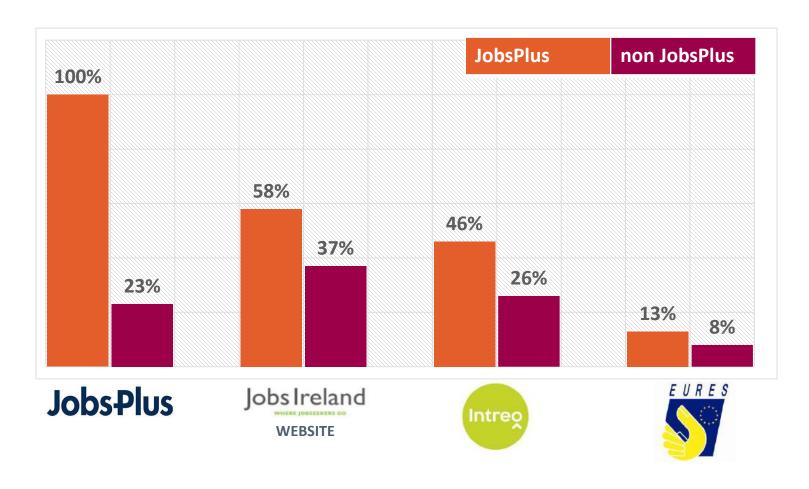
	JobsPlus	non JobsPlus				
Number of employees						
Less than 10	265 (64%)	276 (71%)				
10 to 50	116 (28%)	94 (24%)				
50 +	35 (8%)	21 (5%)				
Total	416	392				
Region						
Dublin	66 (16%)	98 (25%)				
Rest of Leinster	154 (37%)	101 (26%)				
Conn/Ulster	77 (19%)	80 (20%)				
Munster	119 (29%)	113 (29%)				
Total	416	392				

	JobsPlus	non JobsPlus
Sector		
Agriculture, forestry and fishing (A)	21 (5%)	4 (1%)
Mining and quarrying, manufacturing, electricity, gas, steam and air conditioning supply, water supply; sewerage, waste management and remediation activities (BCDE)	64 (15%)	57 (15%)
Construction (F)	47 (11%)	22 (6%)
Wholesale and retail trade; repair of motor vehicles and motorcycles, transportation and storage, accommodation and food service activities (GHI)	110 (26%)	136 (35%)
Information and communication (J)	20 (5%)	10 (3%)
Financial and insurance activities (K)	6 (1%)	9 (2%)
Real estate activities (L)	0 (0%)	7 (2%)
Professional, scientific and technical activities, administrative and support service activities (MN)	52 (13%)	74 (19%)
Public administration and defence; compulsory social security, education, human health and social work activities (OPQ)	42 (10%)	46 (12%)
Arts, entertainment and recreation, s other service activities, activities of households as employers; undifferentiated goods- and services-producing activities of households for own use, activities of extra territorial organisations and bodies (RSTU)	54 (13%)	27 (7%)
Total	416	392

Research Findings

Assessment of JobsPlus versus other recruitment supports

Awareness of employment and recruitment support services One quarter of non JobsPlus employers have heard of JobsPlus scheme



Awareness of employment and recruitment support services

(Caution small base sizes)

Awareness by Number of employees

		lob Plus		non Job Plus					
	<10	10 to 50	50+	<10	10 to 50	50+			
JobsPlus scheme	97%	95%	94%	22%	24%	24%			
JobsIreland website	54%	59%	86%	36%	39%	38%			
Intreo centres	41%	53%	63%	24%	28%	33%			
Eures (European employment services)	10%	13%	40%	8%	7%	19%			

Awareness by Region

		Jok	Plus		non Job Plus						
	Dublin	Rest of Leinster	Connacht /Ulster	Munster	Dublin	Rest of Leinster	Conn/Ulst er	Munster			
JobsPlus scheme	88%	97%	96%	99%	19%	30%	23%	20%			
JobsIreland website	64%	49%	65%	61%	36%	37%	34%	40%			
Intreo centres	41%	45%	49%	48%	23%	29%	29%	23%			
Eures (European employment services)	15%	10%	18%	13%	5%	11%	10%	7%			

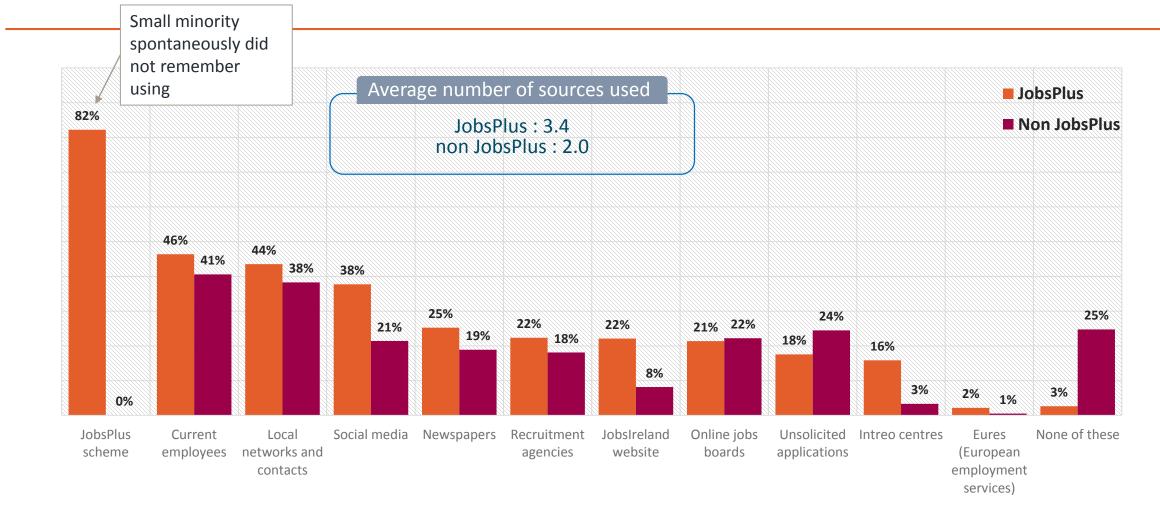
Awareness by Sector

		Jobs	Plus		non JobsPlus					
	BCDE	GHI	MN	RSTU	BCDE	GHI	MN			
JobsPlus scheme	97%	95%	94%	98%	18%	25%	20%			
JobsIreland website	59%	56%	65%	57%	35%	35%	34%			
Intreo centres	53%	45%	50%	52%	19%	22%	30%			
Eures (European employment services)	16%	7%	27%	9%	7%	7%	7%			

Q. Which of the following employment and recruitment support services provided by Department of Employment Affairs and Social Protection have you heard of before or not?

Base n, JobsPlus = 416, non JobsPlus = 392

Support used for recruitment process JobsPlus users tend to use a greater number of recruitment supports

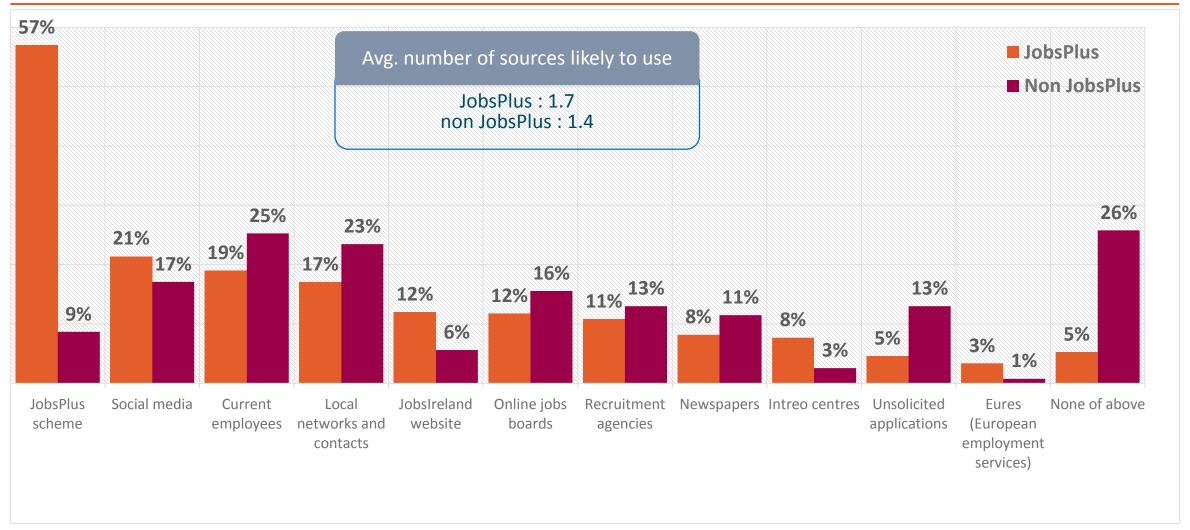


Support used for recruitment process: Percentage of yes (Caution small base sizes)

	b	y Nun	nber o	of emp	oloyee	? S				by Re	gion				by Sector						
		Job Plus		nc	on Job Pl	us	Job Plus				non Job Plus					Job	Plus	non Job Plus			
	<10	10 to 50	50+	<10	10 to 50	50+	Dublin	Rest of Leinster	Connacht /Ulster	Munster	Dublin	Rest of Leinster	Conn/Uls ter	Munster	BCDE	GHI	MN	RSTU	BCDE	GHI	MN
JobsPlus scheme	89%	67%	80%	1%	4%	5%	71%	82%	86%	87%	2%	3%	0%	3%	75%	82%	79%	89%	4%	2%	3%
JobsIreland website	23%	13%	49%	7%	10%	14%	21%	15%	30%	27%	8%	10%	8%	7%	25%	22%	19%	31%	5%	7%	12%
European employment services	1%	3%	11%	1%	0%	0%	3%	3%	4%	0%	0%	1%	0%	1%	3%	0%	2%	2%	0%	0%	1%
Intreo centres	18%	5%	37%	3%	4%	5%	15%	18%	17%	13%	2%	6%	3%	3%	19%	13%	19%	19%	0%	6%	4%
Online jobs boards	23%	8%	57%	18%	29%	38%	30%	19%	16%	23%	33%	15%	18%	23%	16%	20%	29%	26%	14%	24%	23%
Local networks and contacts	51%	27%	46%	37%	43%	38%	53%	38%	36%	50%	35%	43%	44%	34%	38%	44%	40%	50%	33%	46%	38%
Recruitment agencies	24%	6%	66%	13%	24%	52%	30%	22%	19%	20%	22%	15%	15%	19%	20%	22%	21%	24%	16%	17%	23%
Newspapers	27%	17%	40%	15%	28%	33%	15%	25%	22%	33%	13%	26%	24%	14%	30%	35%	15%	20%	7%	24%	20%
Social media	42%	22%	57%	17%	32%	33%	39%	40%	38%	34%	19%	20%	23%	24%	20%	40%	46%	44%	12%	27%	22%
Unsolicited applications	22%	2%	37%	23%	27%	33%	15%	15%	19%	21%	20%	34%	24%	20%	13%	19%	21%	20%	14%	29%	41%
Current employees	63%	6%	57%	40%	43%	43%	44%	49%	44%	46%	37%	48%	44%	35%	27%	45%	54%	52%	32%	50%	47%
none of these	2%	4%	3%	30%	14%	10%	6%	3%	3%	1%	30%	22%	20%	27%	5%	5%	2%	2%	33%	18%	22%

Q. Which of the following have you ever used to support your recruitment processes? MULTI CODE Base n, JobsPlus = 416, non JobsPlus = 392

Support service likely use in future More than half JobsPlus users claim they are likely to use JobsPlus in future



Support service likely use in future (Caution small base sizes)

	b	by Number of employees						by Region							by Sector						
		Job Plus		no	on Job Pl	us		Job Plus			non Job Plus			Job Plus				non Job Plus			
	<10	10 to 50	50+	<10	10 to 50	50+	Dublin	Rest of Leinster	Connacht /Ulster	Munster	Dublin	Rest of Leinster	Conn/Uls ter	Munster	BCDE	GHI	MN	RSTU	BCDE	GHI	MN
JobsPlus scheme	62%	54%	26%	5%	18%	10%	50%	52%	65%	62%	8%	7%	9%	11%	59%	52%	46%	65%	11%	12%	7%
JobsIreland website	16%	3%	14%	5%	7%	10%	15%	9%	13%	13%	7%	4%	5%	6%	11%	11%	15%	17%	7%	6%	5%
European employment services	4%	2%	6%	1%	0%	0%	5%	2%	5%	3%	1%	2%	0%	0%	3%	1%	2%	6%	0%	1%	0%
Intreo centres	9%	4%	9%	1%	6%	0%	5%	8%	13%	6%	2%	3%	1%	4%	6%	5%	8%	13%	2%	2%	4%
Online jobs boards	13%	6%	20%	12%	22%	29%	14%	10%	13%	12%	26%	14%	10%	12%	13%	9%	15%	13%	7%	15%	14%
Local networks and contacts	20%	13%	6%	22%	27%	29%	14%	16%	19%	19%	18%	26%	26%	24%	17%	15%	17%	20%	18%	31%	19%
Recruitment agencies	11%	2%	40%	10%	16%	38%	14%	8%	16%	9%	17%	11%	11%	12%	14%	10%	10%	15%	11%	14%	15%
Newspapers	9%	3%	17%	11%	14%	10%	2%	9%	10%	9%	2%	15%	16%	13%	8%	11%	4%	7%	5%	21%	7%
Social media	25%	10%	29%	14%	24%	19%	30%	21%	19%	18%	17%	14%	18%	19%	8%	20%	29%	28%	9%	22%	15%
Unsolicited applications	6%	0%	6%	13%	13%	14%	3%	3%	9%	5%	10%	21%	11%	10%	3%	5%	4%	4%	7%	15%	23%
Current employees	27%	2%	14%	27%	22%	19%	14%	19%	23%	18%	24%	33%	21%	22%	17%	19%	15%	24%	19%	34%	28%
none of these	0%	16%	6%	32%	13%	10%	5%	5%	3%	8%	27%	20%	26%	30%	5%	5%	15%	2%	33%	21%	23%

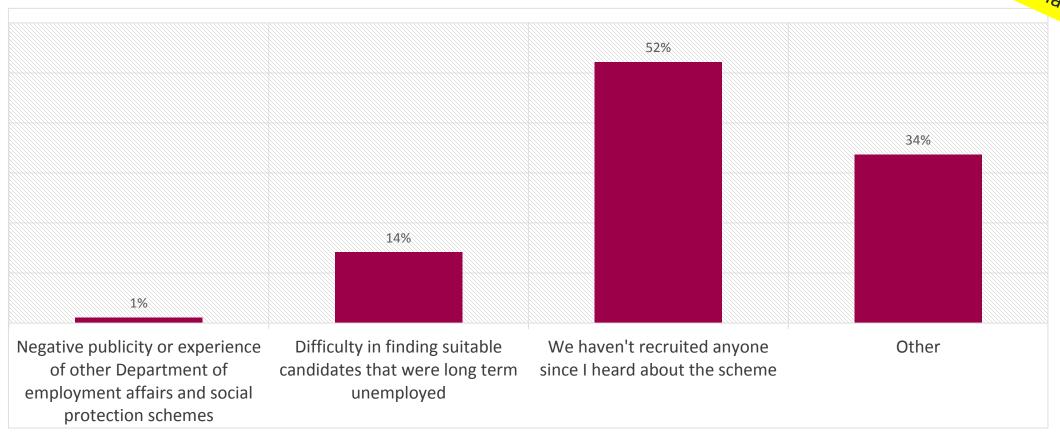
Q. Which would you be likely to use in the future? MULTI CODE Base n, JobsPlus = 416, non JobsPlus = 392

Reasons for not using JobsPlus amongst non-JobsPlus employers

non JobsPlus

More than half have not recruited anyone since they heard of the scheme

Caution small base



Reasons for not using JobsPlus to date No negativity driving lack of use



Caution small base

Advertises on own web page

Does not suit our company

Have so many applicants that we don't search for employees

Last hire was done by social media no need for Jobsplus

No real reason, have been using local contacts

Not hiring. only 1 or two people in the company

Same 3 employees have been in the company for the last 10 years. We have no reason to recruit.

We have only recruited people whom are experienced

Haven't had a need to use it.

Heard jobsbridge got back feedback but thought it was a fantastic program. very interested in Jobsplus

Hired someone on JobsPlus four years ago and is still with company.

At the max capacity.

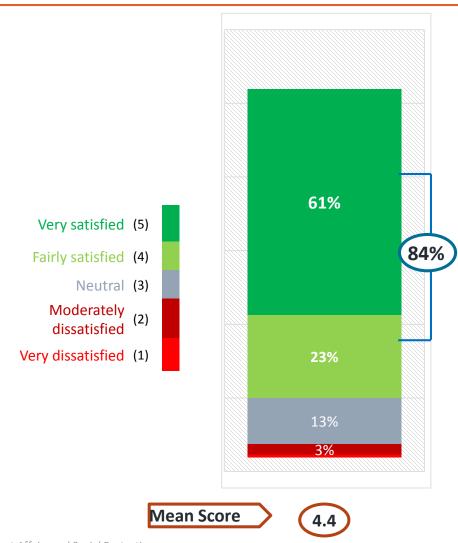
Prefer to hire members of community

Would need to be a qualified teacher.

Assessment of JobsPlus users experience

Overall satisfaction with JobsPlus scheme Almost nine in ten of users are very/fairly satisfied



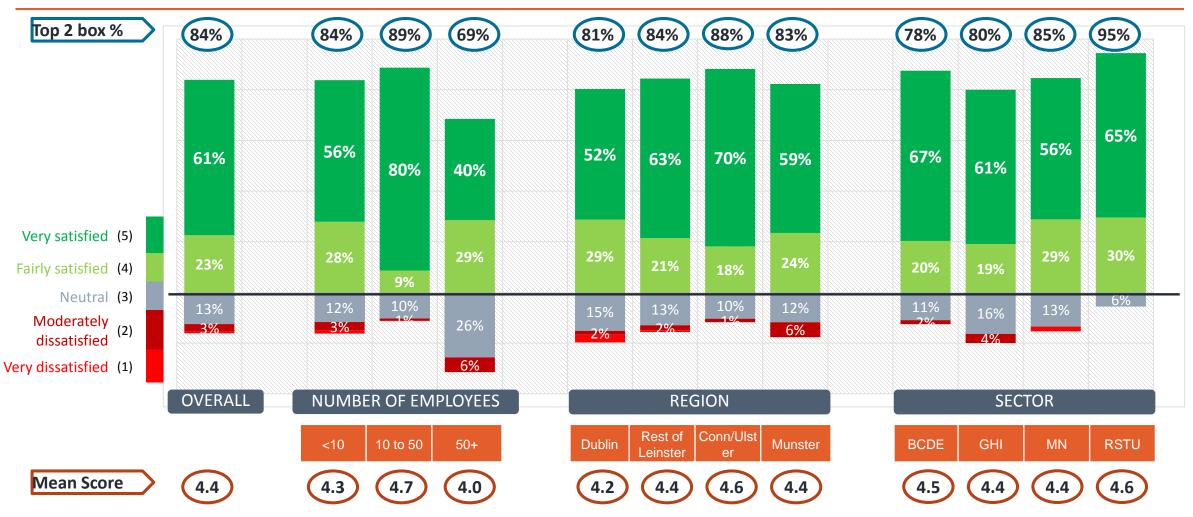


Q. Considering all your experiences with the JobsPlus scheme how would you rate your overall satisfaction? Using a scale of 1 to 5, where 1 is 'Very Dissatisfied' and 5 is 'Very Satisfied'.

Base n, JobsPlus = 416

Overall satisfaction with JobsPlus scheme by employer (Caution small base sizes)





Q. Considering all your experiences with the JobsPlus scheme how would you rate your overall satisfaction? Using a scale of 1 to 5, where 1 is 'Very Dissatisfied' and 5 is 'Very Satisfied'.

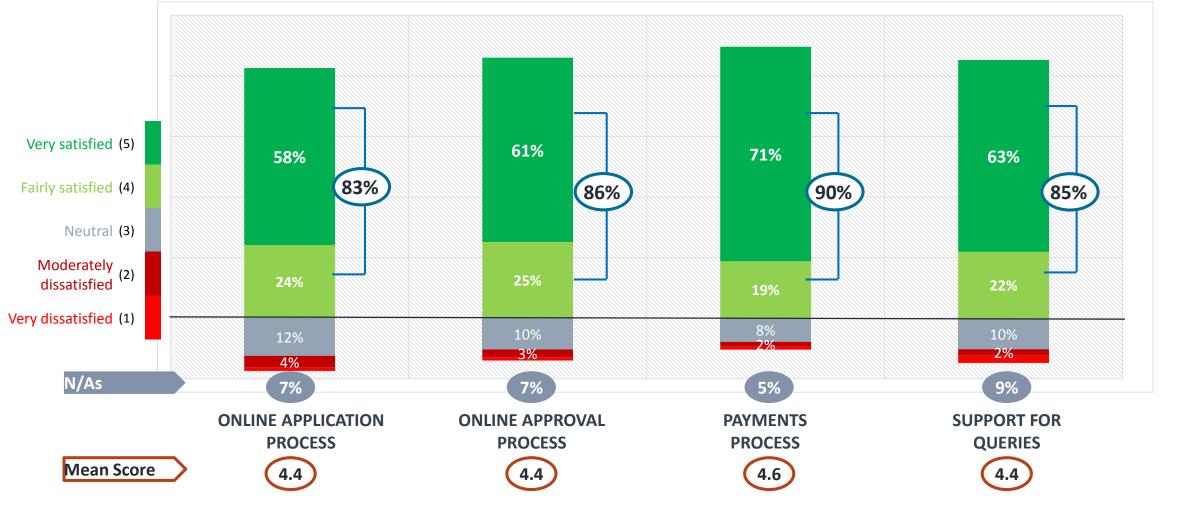
Base n, JobsPlus = 416

Satisfaction with JobsPlus procedures

Strong satisfaction with all parts of journey

especially payment process

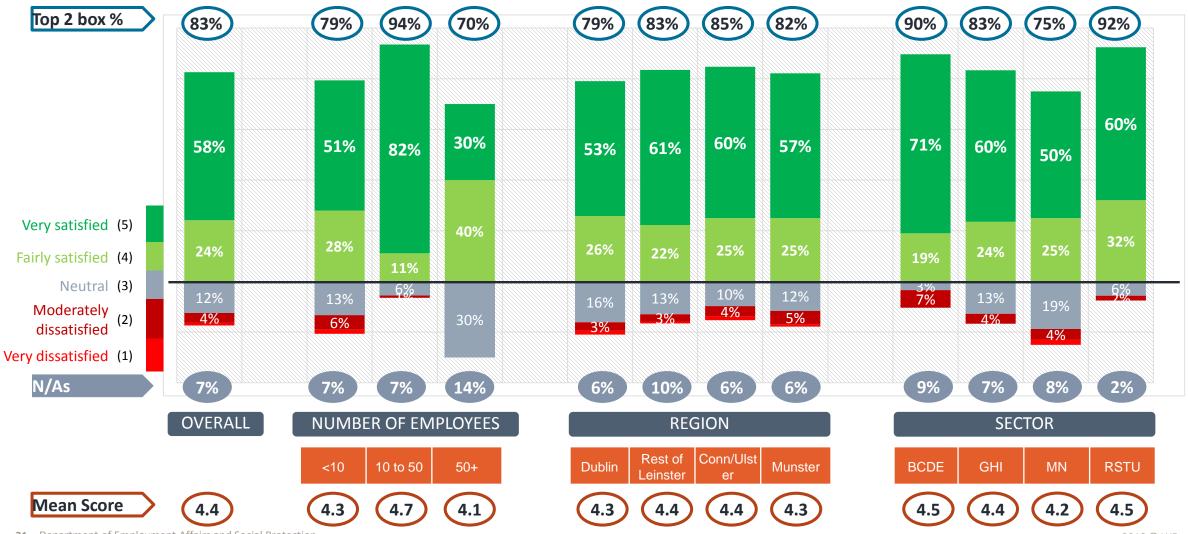




Q. Please rate your level of satisfaction with the following JobsPlus procedures using a scale from 1 to 5, where 1 is 'Very Dissatisfied' and 5 is 'Very Satisfied' Base n, JobsPlus = 416

Satisfaction with online application process by employer (Caution small base sizes)

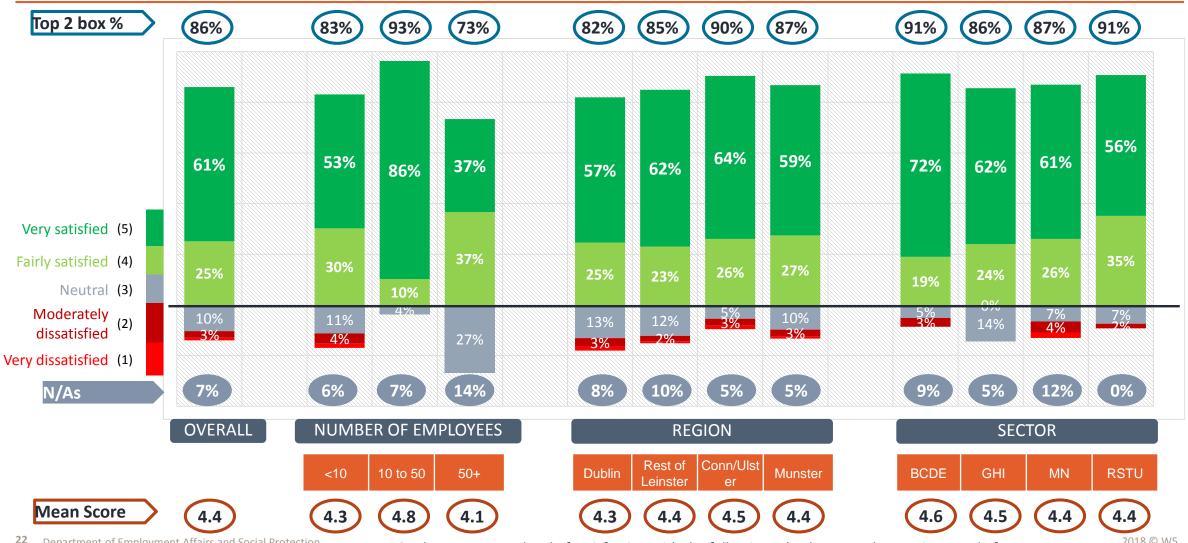




²¹ Department of Employment Affairs and Social Protection

Satisfaction with online approval by employer (Caution small base sizes)



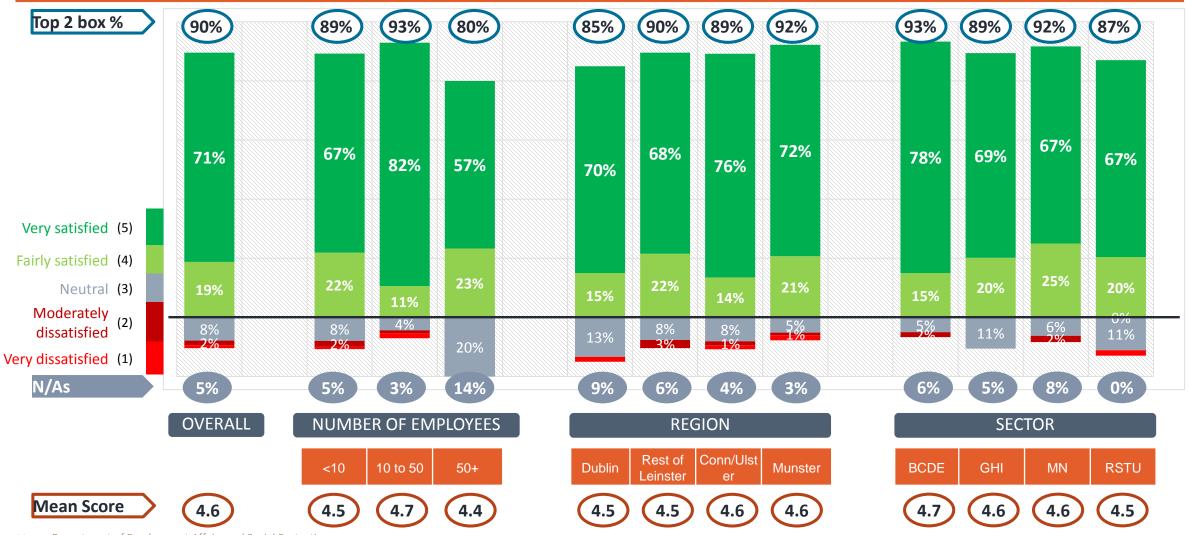


Department of Employment Affairs and Social Protection

Q. Please rate your level of satisfaction with the following JobsPlus procedures using a scale from 1 to 5, where 1 is 'Very Dissatisfied' and 5 is 'Very Satisfied'. Base n, JobsPlus = 416

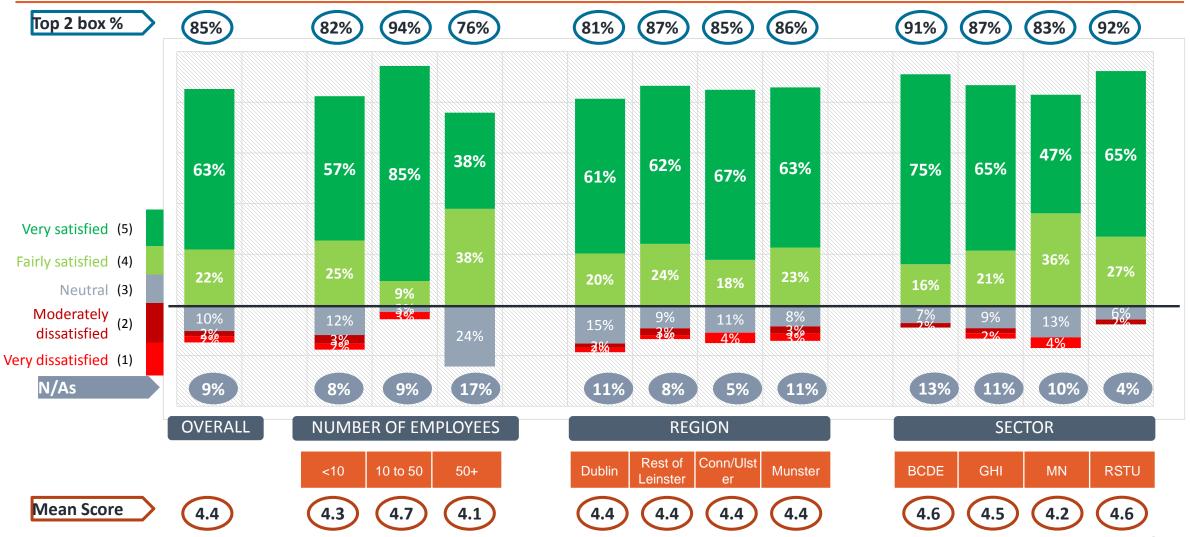
Satisfaction with payment process by employer (Caution small base sizes)





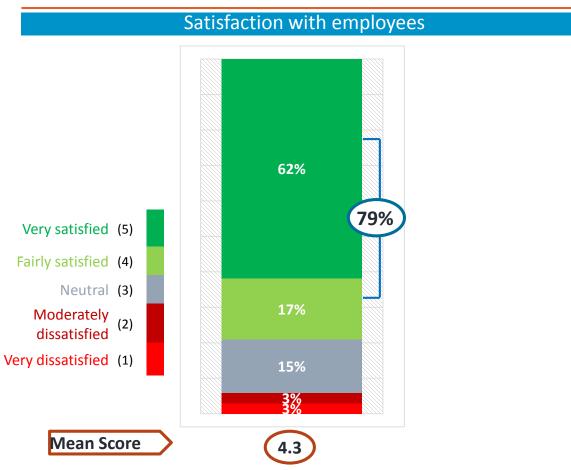
Satisfaction with the level of support for queries (Caution small base sizes)

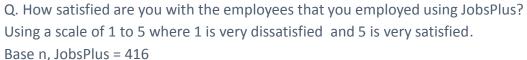


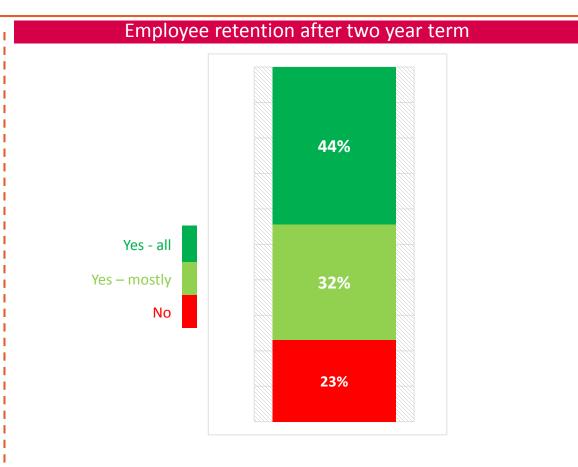


Satisfaction with the employees and retention

Almost eight in ten very/fairly satisfied with employees and more than three quarters of employees were retained







Q. Were the Jobsplus employee(s) retained at the end of the two year scheme? Base n, JobsPlus = 416

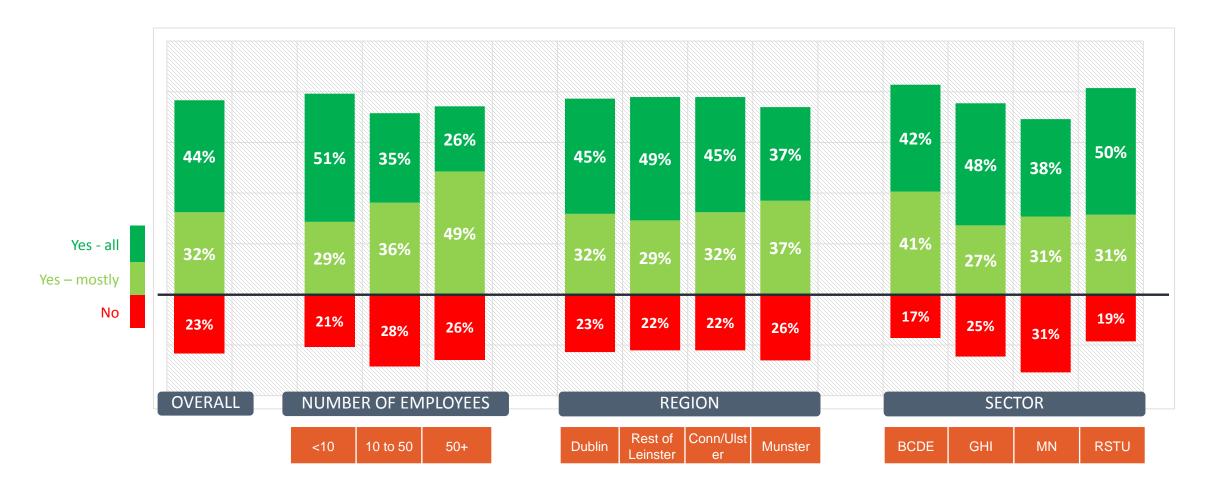
Satisfaction with the employees you employed (Caution small base sizes)



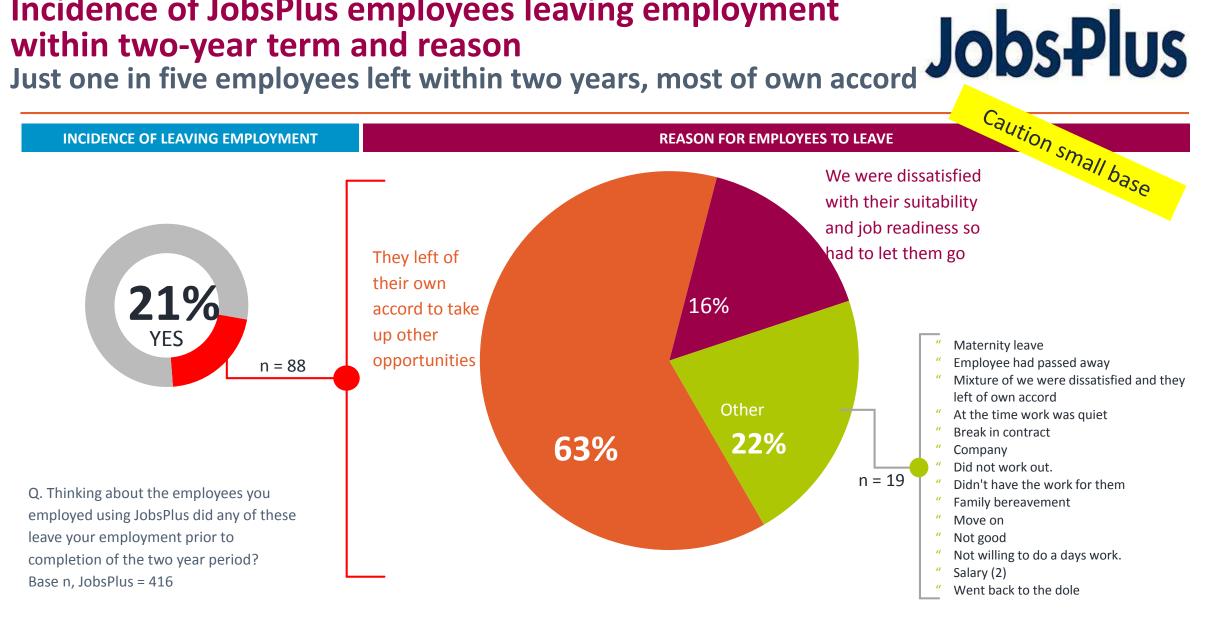


Retaining employees at the end of two year scheme (Caution small base sizes)





Incidence of JobsPlus employees leaving employment



Incidence of JobsPlus employees leaving employment prior to completion of the two year period



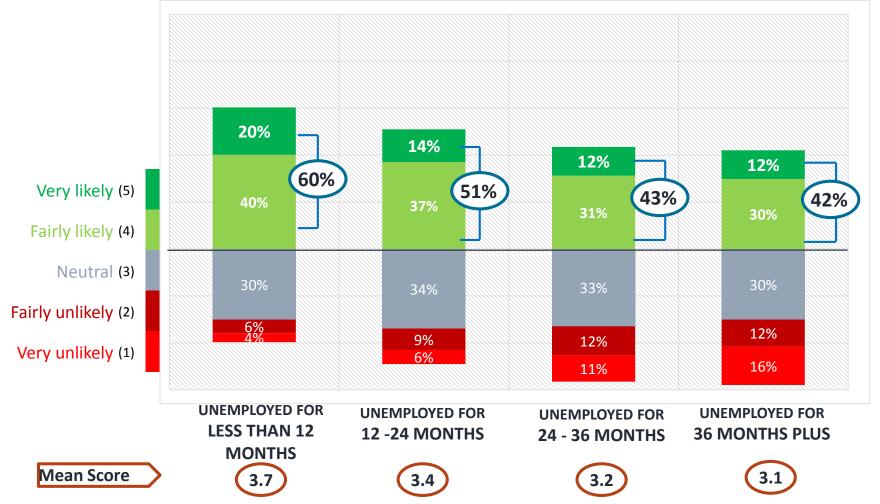
(Caution small base sizes)



Likely to hire unemployed in the <u>absence of JobsPlus</u>



Just two in five are likely to hire employees unemployed for 36 months plus



Q. In the absence of the JobsPlus scheme, how likely would you have been to take on employees who were... (Using a scale of 1 to 5 where 1 is very unlikely and 5 is very likely)

Base n, JobsPlus = 416

Likely to hire unemployed in the absence of JobsPlus Top 2 box scores



(Caution small base sizes)

Likely to hire unemployed in the absence of JobsPlus by Number of employees

	<10	10 to 50	50+
unemployed for less than 12 months	54%	71%	71%
unemployed for 12 - 24 months	41%	70%	63%
unemployed for 24 - 36 months	31%	69%	54%
unemployed for 36 months plus	29%	69%	54%

Likely to hire unemployed in the absence of JobsPlus by Sector

	BCDE	GHI	MN	RSTU
unemployed for less than 12 months	63%	64%	56%	59%
unemployed for 12 - 24 months	59%	56%	44%	44%
unemployed for 24 - 36 months	50%	49%	38%	33%
unemployed for 36 months plus	50%	45%	38%	31%

Likely to hire unemployed in the absence of JobsPlus by Region

	Dublin	Rest of Leinster	Connacht /Ulster	Munster
unemployed for less than 12 months	53%	62%	68%	57%
unemployed for 12 - 24 months	44%	50%	60%	50%
unemployed for 24 - 36 months	38%	44%	49%	43%
unemployed for 36 months plus	36%	42%	49%	40%

Assess attitudes of non Jobs Plus users

Description of Jobsplus



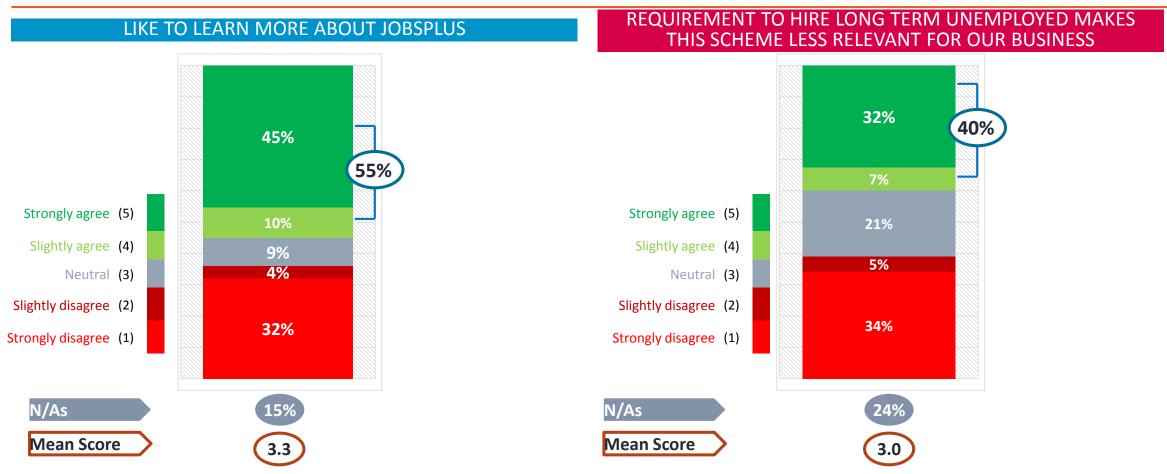
Interviewer read out this description to non JobsPlus participants:

"JobsPlus is an employer incentive which rewards employers who offer employment opportunities to the long term unemployed. It enables employers to avail of two grant payment levels, to offset wage costs where they engage eligible jobseekers from the Live Register."

Attitudes to JobsPlus

More than half positively disposed to hearing more. Requirement to hire long term unemployed a deterrent for two in five

non Jobs Plus



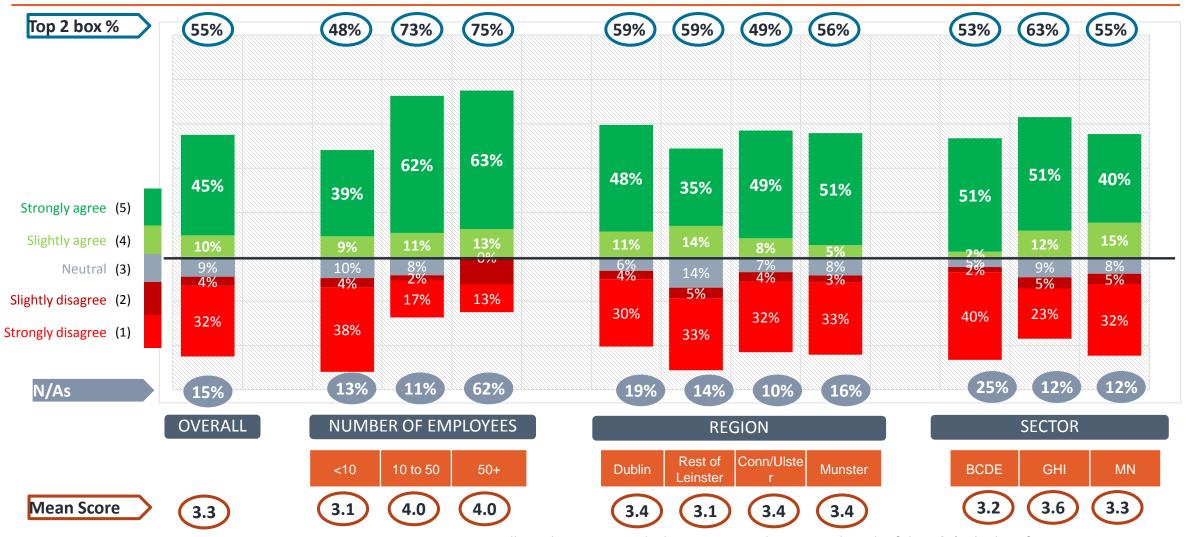
Q. Can you tell me the extent to which you agree or disagree with each of these? I'm looking for your impression of JobsPlus whether or not you have used it yourself.

Base n, non JobsPlus = 392

I would like to learn more about the JobsPlus scheme by employer

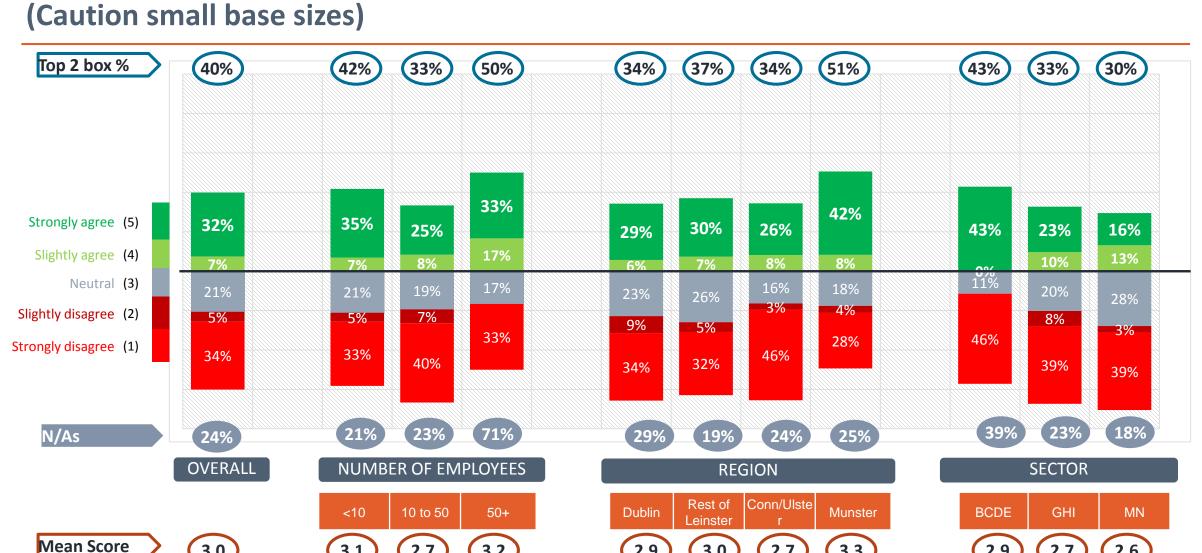
non Jobs Plus

(Caution small base sizes)



Requirement to hire long term unemployed makes less relevant for our business by employer

non Jobs Plus



3.2

3.3

3.0

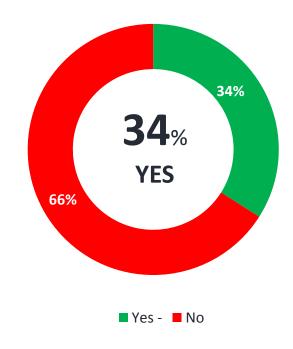
3.0

2.6

2.7

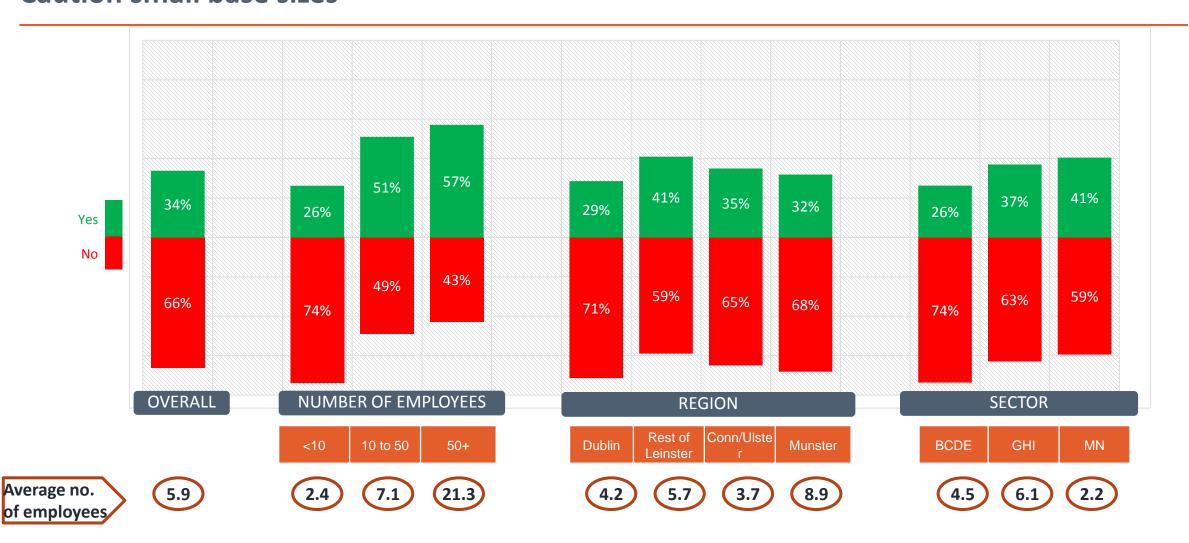
Incidence of employing new recruits last 12 months One third have hired new employees in last twelve months

non Jobs Plus



New employees in the last 12 months by employer Caution small base sizes

non Jobs Plus

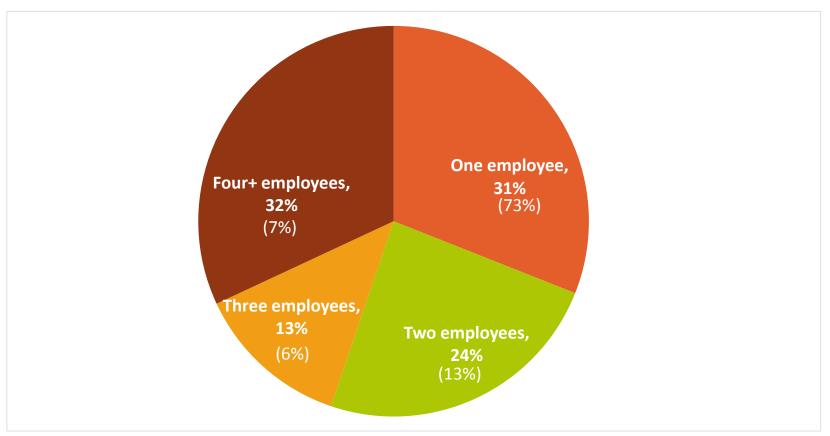


Q. Have you recruited any new employees in the last 12 months? Base n, non JobsPlus = 392

How many new recruits did you employ? (Base: all recruited)

non Jobs Plus

Average 5.9 recruits in the last 12 months



Average number of recruits in the last 12 months

non JobsPlus – 5.9 (JobsPlus - 1.7)

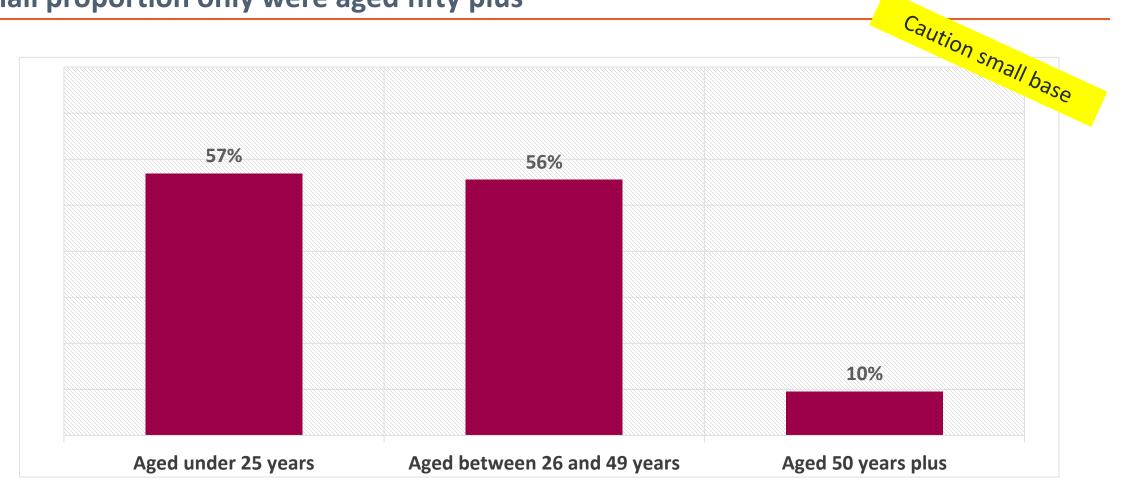
(%) shows JobsPlus distribution

Q. How many new recruits did you employ? Base n, non JobsPlus = 133

What age were the employees that you recruited? (Base: all recruited)

non Jobs Plus

A small proportion only were aged fifty plus



JobsPlus employees

16%

75%

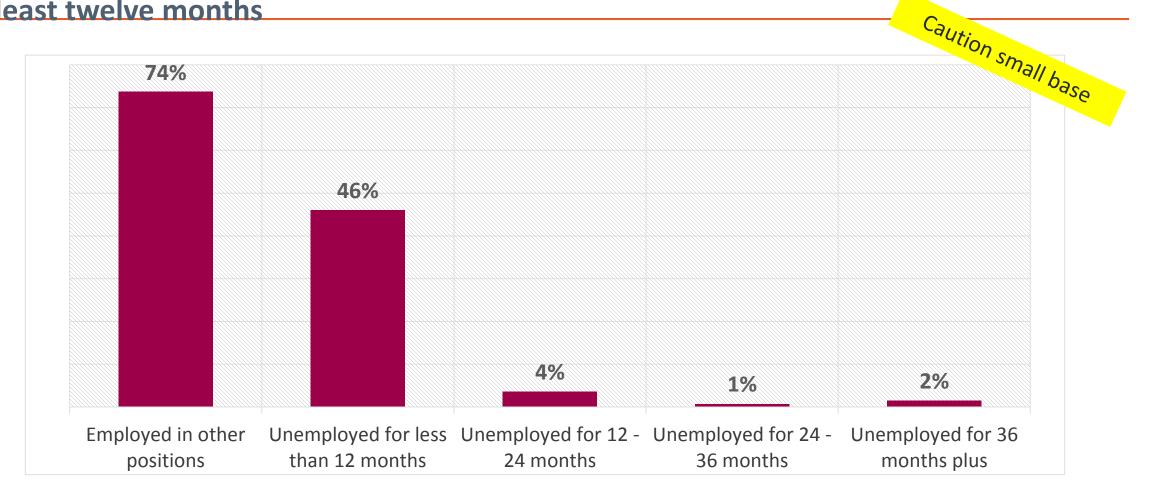
9%

Employment status of the employees that you recruited? (Base: all recruited)

Very small minority of employees were unemployed for at least twelve months



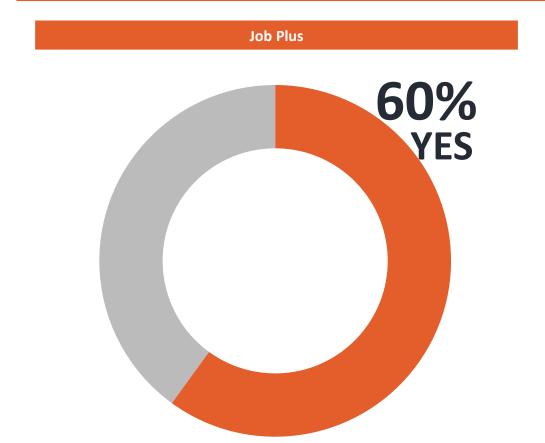
2018 © W5

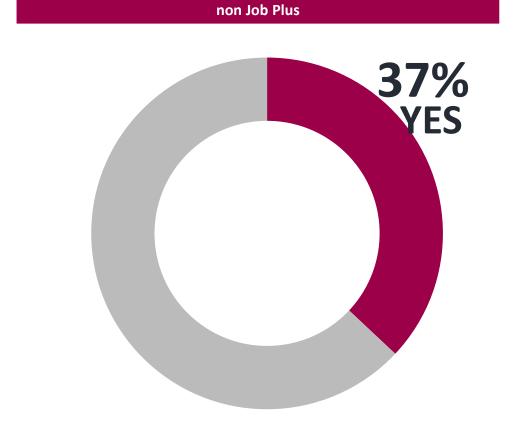


Assess JobsPlus and non JobsPlus hiring plans and views on the financial incentive required to hire

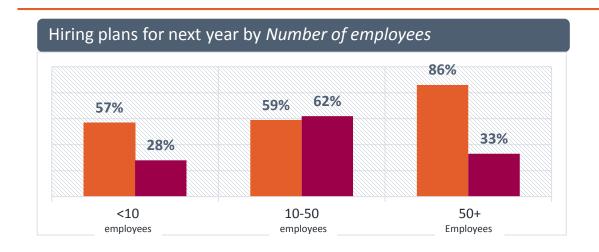
Hiring plans for next year

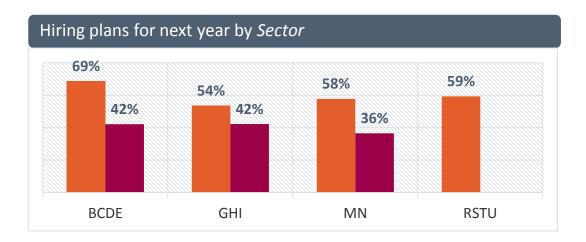
JobsPlus users almost twice as likely planning for hiring next year

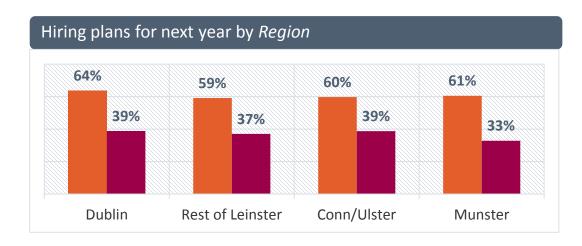




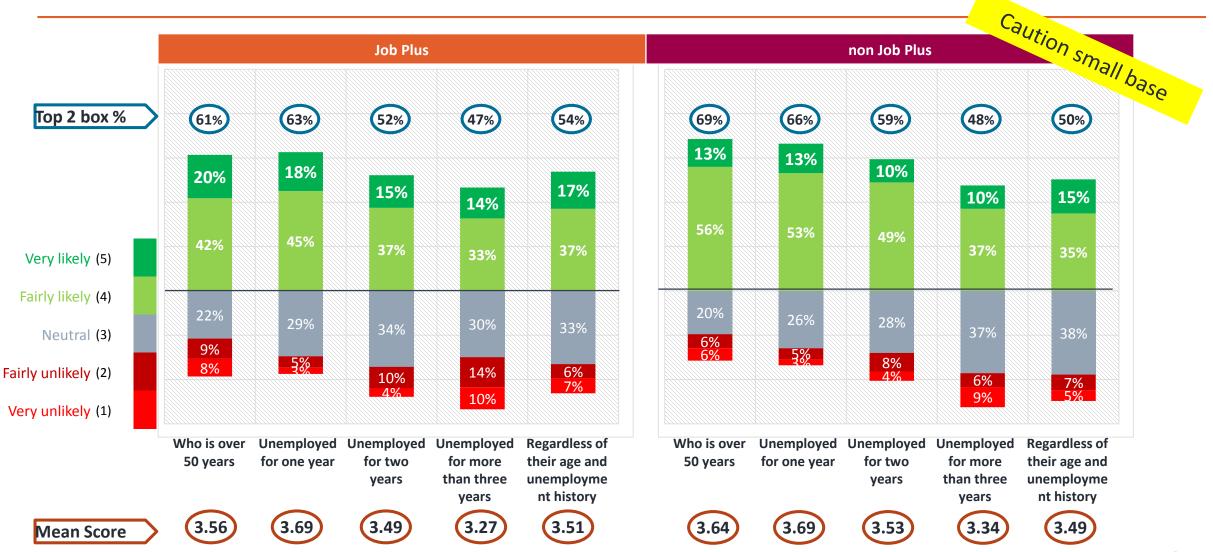
Hiring plans for next year by employer (Caution small base sizes)







Likely to hire in the next year (Base: all those planning to hire in next year) Strong positive hiring plans across all employee status



Q. Please rate your likelihood to hire the following candidates in the next year. Using a scale of 1 to 5

Likely to hire in the next year by employer

Likely to hire in the next year by Number of employees

		Job Pl	non Job Plus				
	<10		10 to 50	50+	<10	10 to 50	50+*
Who is over 50 years	69%	53%	74%	77%	64%	72%	86%
Who is unemployed for one year	66%	55%	72%	77%	60%	74%	71%
Who is unemployed for two years	59%	39%	72%	73%	55%	66%	57%
Who is unemployed for more than three years	48%	32%	71%	67%	41%	55%	57%
Regardless of their age and unemployment history	50%	43%	71%	70%	46%	55%	57%

Likely to hire in the next year by Region

	Job Plus				non Job Plus			
	Dublin	Rest of Leinster	Conn /Ulster	Munster	Dublin	Rest of Leinster	Conn/UI ster	Munster
Who is over 50 years	60%	57%	65%	65%	61%	78%	74%	62%
Who is unemployed for one year	57%	68%	70%	54%	55%	70%	81%	62%
Who is unemployed for two years	45%	58%	61%	43%	47%	70%	68%	54%
Who is unemployed for more than three years	45%	48%	57%	39%	39%	54%	52%	46%
Regardless of their age and unemployment history	50%	57%	63%	46%	42%	62%	45%	51%

Likely to hire in the next year by Sector

	JobsPlus			non JobsPlus				
	BCDE	GHI	MN	RSTU	BCDE	GHI	MN	RSTU
Who is over 50 years	55%	68%	63%	59%	67%	70%	59%	
Who is unemployed for one year	59%	64%	50%	72%	71%	77%	41%	
Who is unemployed for two years	55%	56%	43%	63%	58%	70%	37%	
Who is unemployed for more than three years	57%	51%	37%	41%	46%	53%	37%	
Regardless of their age and unemployment history	57%	58%	50%	53%	42%	56%	52%	

Q. Please rate your likelihood to hire the following candidates in the next year. Using a scale of 1 to 5 where 1 is most likely and 5 is less likely. Base n, JobsPlus = 251, non JobsPlus = 143

We asked the question:

"What financial incentive would you need to tip the balance in favour of hiring someone who is long term unemployed (24 months or more) versus short term unemployed (less than twelve months) assuming all other characteristics were similar?"

Verbatim answers were very fragmented



A rough break out of those who gave a suggestion suggest that a larger incentive than currently on offer is needed and a percentage of salary is a preferred approach

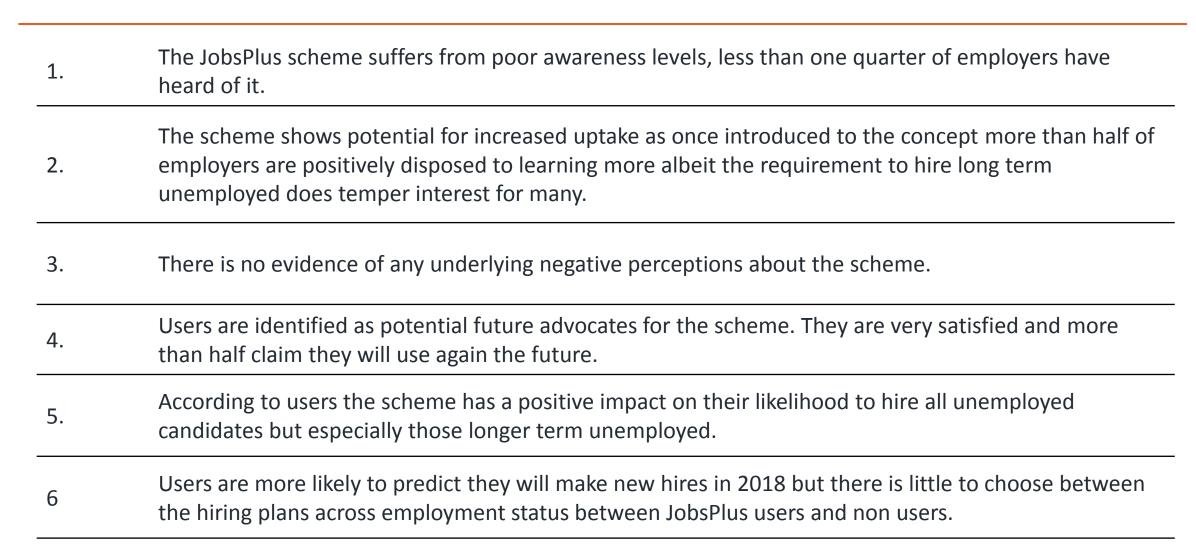
A grant /any incentive	One third
A percentage of salary from 10% to 50% (half 25% or below and half above)	One quarter
Happy with current JobsPlus scheme	One in five
Cash amount 15,000 or under	One in ten
none/reduced PRSI	One in ten

Note: No material difference in results of questions asking financial incentive required to tip the balance in favour of hiring someone who is unemployed and aged 50 years plus.

Verbatim answers to question: What financial incentive would you need to tip the balance in favour of hiring someone who is unemployed and aged 50 years plus and someone who is unemployed and aged under 50 years assuming all other characteristics were similar?

€5,000 Age is not a problem I'm not hiring Age wont impact the decision I don't know Any financial The qualification is help is a bonus more important 50% of salary 50 2018 © W5 Department of Employment Affairs and Social Protection

Key findings



Appendix

Profile of JobsPlus and non JobsPlus employers in terms of employment

Profile of JobsPlus and non JobsPlus employers in terms of employment*I

			Calle	
JobsPlus		non JobsPlus		
Incidence of employing new employees last 12 months		Incidence of employing new employees last 12 months	Plus 34%	
Number of employees employed in last 12 mts using <u>JobsPlus scheme</u>	FROM DEASP TAG	Number of employees employed in last 12 mts **		
One	(73%)	One	(31%)	
Two	(13%)	Two	(24%)	
Three	(6%)	Three	(13%)	
Four plus	(7%)	Four plus	(32%)	
Average	1.7	Average	5.9	
JobsPlus employees age		New employees age **		
Inder 25	(16%)	Under 25	57%	
5-35 yr.s	(48%)	25-35 yr.s	F.C0/	
6-49 yr.s	(27%)	36-49 yr.s	56%	
0 plus yr.s	(9%)	50 plus yr.s	9%	

^{*}JobsPlus data from tagged information, non JobsPlus captured in course of interview

^{**} caution small base N=133

Profile of JobsPlus and non JobsPlus employers in terms of employment*II

			-aution			
JobsPlus		non JobsPlus Incidence of employing new 249/				
Incidence of employing new employees last 12 months		Incidence of employing new employees last 12 months	34%			
JobsPlus employees pre employment unemployment status	FROM DEASP TAG	New employees pre employment unemployment status **				
Employed in other positions	-	Employed in other positions	74%			
Unemployed for less than 12 months	60%	Unemployed for less than 12 months	46%			
Unemployed for 12 -24 months	51%	Unemployed for 12 -24 months	4%			
Unemployed for 24-36 months	43%	Unemployed for 24-36 months	1%			
Unemployed for 36 months plus	42%	Unemployed for 36 months plus	2%			

^{*}JobsPlus data from tagged information, non JobsPlus captured in course of interview

^{**} caution small base N=133



