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December 1, 2015 - November 30, 2016 1.

I. VACANCY LIST

See Section II, the "Master Recruitment Source List" ("MRSL") for recruitment source data

Job Title	Recruitment Sources ("RS") Used to Fill Vacancy	RS Referring Hiree	
Senior AE	2, 4-5, 9, 13-18	9	
Outside Account Executive	2, 4-5, 9, 13-18	9	
National Sales Assistant/Administrative Assistant	2-5, 10-18, 21	21	
Senior AE	2-5, 9-10, 12-18	9	
Senior AE	2, 4-5, 9, 13-18	9	
outside account executive	2-5, 7, 10, 12-19	19	
Digital Program Director	2, 4-6, 8, 13-18	6	
outside account executive	1-2, 4-5, 13-19	19	
General Sales Manager (Regional Auto Resp.)	2, 4-5, 9, 13-18, 20	20	
Outside Account Executive	2, 5, 8-9, 13-14, 16-18	9	
Associate Account Executive	2, 5, 13-14, 16-18, 21	21	
Outside Account Executive	2, 5, 9, 13-14, 16-18	9	

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II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
1	Call In	N	1
2	Central Ct State University 1615 Stanley St New Britian, Connecticut 6050 Email: Sershen@ccsu.edu Linda Sershen	N	0
3	Connecticut School of Broadcasting Radio Park Birdseye Rd. Farmington, Connecticut 06063 Phone: 860-232-9988 Fax: 1-860-677-1141 Renee Falcone	N	0
4	CRT Comm Renewal Team 555 Windsor St Hartford, Connecticut 6120 Email: wigginse@crtct.org Miriam Gonzalez	N	0
5	Ct Employment Services 3580 Main St, 1st Floor Hartford, Connecticut 6106 Pat Madigan Manual Posting	N	0
6	Current Employee - Transfer/Promotion	N	1
7	Drop In	N	1
8	E-mail Inquiry	N	2
9	Employee Referral	N	10
10	Fairfield University Career Planning Dolan Hall Fairfield, Connecticut 06430 Phone: 203-254-4081 Fax: 1-203-254-4107 Judy OShea	N	0
11	Former Employee Referral	N	1
12	Goods Entertainment PO Box 1266 Weston, Connecticut 06883 Phone: 203.341.0111 Email: Adam@GoodsEntertainment.com Fax: 1-801-460-3100 Adam Goodman	N	0

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II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
13	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting		0
14	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
15	Manchester Comm Tech College PO Box 1046 Manchester, Connecticut 6045 Email: Cochnio@mcc.commnet.edu Carl Ochnio	N	0
16	Manchester Comm Tech College PO Box 1046 Manchester, Connecticut 6045 Email: rhenderson@mcc.edu Robert Henderson	N	0
17	Manchester Comm Tech College PO Box 1046 Manchester, Connecticut 6045 Email: Jgreene@mcc.commnet.edu Julie Greene	N	0
18	NAACP of Greater Hartford PO Box 1012 Hartford, Connecticut 6143 Joan Gibson Manual Posting		0
19	Non-Employee Referral	N	2
20	Self Referral	N	1
21	Station Website Posting (One or More SEU Stations)	N	5

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III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
1	6/12/2016	Hosting of Job Fair	Hosted a virtual job fair.	2	Intergrated Media PLanner GSM
2	11/18/2016	Participation in scholarship programs	This SEU awarded scholarship money to students from the Connecticut School of Broadcasting from December 2015 to November 30, 2016 in the amount of \$35,357.	1	
3	11/18/2016	Establishment of a mentoring program	This SEU continued a mentoring program throughout 2016 in which students were given the opportunity to gain insight into the SEU's sales department. The students (i) interacted with and shadowed the general sales manager and account executives, and (ii) learned how to place cold calls. The program was directed by the SEU's Director of Sales. Besides this program we also have a Sales Associate program in place were a new sales person is assigned to a seasoned sales person.	2	