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June 1, 2018 - May 31, 2019

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
Account Executive	1-5, 7-8, 10-14, 16, 18-38, 40	36
Sales Support	1, 3-5, 7-8, 10-14, 16, 18-35, 37, 39-40	39
Associate Account Executive	1, 3-5, 7-8, 10, 12-14, 16-35, 37, 39-40	39
Associate Account Executive	1, 3-5, 7-8, 10, 12-14, 16-35, 37, 39-40	17
Account Executive	1-5, 7-16, 18-35, 37, 39-40	39
Account Executive	1-5, 7-16, 18-35, 37, 39-40	9
Outside Account Executive	6	6

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period	
Baltimore Vet Center 1777 Reisterstown Road Suite 199 Baltimore, Maryland 21208 1 Phone: 410-764-9400 Url: http://www.2.va.gov Fax: 1-410-764-7780 Paula Wolff		N	0	
2	Community College of Baltimore 800 South Rolling Road Baltimore, Maryland 21228 Phone: 443-840-4435 Email: sholliday@ccbcmd.edu Sarah Holiday	N	0	
3	Community of Hope 1717 Massachusetts Avenue NW Suite 805 Washington, District of Columbia 20036 Phone: 202-407-7750 Url: http://www.communityofhopedc.org/ Email: bsimpson@cohdc.org Brittany Simpson	Y	0	
4	Connecticut School of Broadcasting 611 Route 46 West, Suite 102 Hasbrouck, New Jersey 7642 Phone: 201-288-7900 Url: http://www.gocsb.com Email: Efierstein@gocsb.com Fax: 1-201-288-7901 Micahel Ryan	Y	0	
Coppin State University 2500 W. North Avenue Baltimore, Maryland 21216 Phone: 410.951.3919 Email: CareerServices@coppin.edu Fax: 1-410-951-3920 Linda Beowie		N	0	
6	Exigent Circumstances	N	1	

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period	
7	George Washington University Div. of HR/Foggy Bottom Campus 2033 K Street NW Suite 220 Washington DC, Washington 20052 Phone: 202-994-6495 Url: http://www.gwu.edu Email: ChrisRoy@Gw.edu Fax: 1-202-994-9680 Christine Roy	N	0	
8	Georgetown University 37th and O Street NW Washington DC, Washington 20057 Phone: 202-687-3578 Url: http://www.georgetown.edu Email: acp78@georgetown.edu Allynn Powell	N	0	
9	Glass Door - Not Directly Contacted by SEU	N	1	
10	Goucher College 1021 Dulaney Valley Road Baltimore, Maryland 21204 Phone: 410-337-6224 Email: career@goucher.edu n/a n/a	N	0	
11	Hispanic Committee of Virginia 5827 Columbia Pike Suite 200 Falls Church, Virginia 22041 Phone: 703-671-5666 ext 32 Url: http://www.hcva.org Fax: 1-703-671-2325 Stella Clavijo	N	0	
12	Howard University 525 Bryant Street NW Suite 109 Washington DC, Washington 20059 Phone: 202-806-7513 Url: http://www.howard.edu Email: Huocrecruit@gmail.com Fax: 1-202-462-4267 Ladi Sanu	N	0	

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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	N	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	1	
15	Indeed.com - Not Directly Contacted by SEU	N	1	
16	Inside Radio P.O. Box 567925 Atlanta, Georgia 31156 Phone: (800) 248-4242 x708 Email: kevin@insideradio.com Fax: 1-877-270-3998 Kevin Owens	N	0	
17	Internal Transfer/Promotion	N	1	
18	Japanese American Citizens League 1850 M Street NW Suite 1100 Washington DC, Washington 20036 Phone: 202-223-1240 Url: http://www.jacl.org Email: policy@jacl.org Fax: 1-202-296-8082 Career Services	N	0	
19	Jewish War Vets of the USA 1 Ivory Crest Court Baltimore, Maryland 21209 Phone: 410-653-5577 Url: http://www.jwv.org Email: Burtnick@erols.com Fax: 1-410-653-2334 Erwin Burtnick	N	0	

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period	
20	Korean Community Service Center 7700 Little River Turnpike #406 Annandale, Virginia 22003 Phone: 703-354-6345 Url: http://www.kcsgw.org Email: lienhickey@gmail.com Fax: 1-703-354-6391 Lien Hickey	N	0	
21	Loyola University Maryland 4501 N. Charles Street Baltimore, Maryland 21210 Phone: 410-617-2000 Email: mdemanss@loyola.edu Fax: 1-410-617-5125 na na	N	0	
22	McDaniel College 2 College Hill Westminister, Maryland 21157 Phone: 410-871-3305 Url: http://www.mcdaniel.edu/undergraduate/the-mcdaniel Email: CEO@mcdaniel.edu na na	N	0	
23	Montgomery College RA 108 51 Mannakee Rockville, Maryland 20850 Phone: 240-567-5062 Url: http://cms.montgomerycollege.edu Email: jeanie.hale@montgomerycollege.edu Jeanie Hale	N	0	
24	Morgan State University 1700 East Cold Spring Lane Baltimore, Maryland 21251 Phone: 443-885-3333 x3110 Email: careers@morgan.edu Fax: 1-443-885-8267 Earlene Goodson	N	0	
25	National Association of Broadcasters 1771 N Street NW Washington, District of Columbia 20036 Phone: 202-429-5498 Email: nmann@nab.org Fax: 1-202-429-5343 Career Services	N	0	

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period	
26	Notre Dame of Maryland University 4701 North Charles Street Baltimore, Maryland 21210 Phone: 410-532-5387 Url: http://www.ndm.edu/offices-and-services/career-cen Email: career@ndm.edu Tia Lewis	N	0	
27	Omega Studios' School of Applied Recording Arts & Sciences 5609 Fishers Lane Rockville, Maryland 20852 Phone: 301-230-9100 Url: www.omegastudios.com Email: robert@omegastudios.com Robert Adams	Y	0	
28	Organization of Chinese American Women 4641 Montgomery Avenue Suite 208 Bethesda, Maryland 20814 Phone: 301-907-3898 Url: http://www.ocawwomen.org Email: Maryland@ocawwomen.org Fax: 1-301-907-3899 Christina Wong Poy	N	0	
29	Salisbury University 1101 Camden Avenue Salisbury, Maryland 21801 Phone: 410-543-6000 Email: swcareer4@salisbury.edu Fax: 1-410-546-6910 Daquan Mincy	N	0	
30	Silver Spring Vet Center 10411 Motor City Dr. 5th Floor Bethesda, Maryland 20817 Phone: 240-395-1428 Email: Wayne.Miller3@va.gov Wayne Miller	N	0	
31	Stevenson University 1525 Greenspring Valley Road Stevenson, Maryland 21153 Phone: 443-352-4477 Email: careerservices@stevenson.edu Fax: 1-443-352-4475 n/a na	N	0	

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period	
32	Towson University Career Center 7800 York Road Suite 206 Towson, Maryland 21252 Phone: 410-704-3459 Url: http://www.towson.edu/careercenter Email: careercenter@towson.edu Fax: 1-410-704-3459 Corey Dunning	N	0	
33	United Black Fund 2500 Martin Luther King Jr. Avenue SE Washington DC, Washington 20020 Url: http://www.ubfinc.org Email: UnitedBlackFund@ubfinc.org Career Services	Y	0	
34	University of District of Columbia 4200 Connecticut Ave NW Washington DC, Washington 20008 Phone: 202-274-5800 Url: http://www.udc.edu Email: ljwilliams@udc.edu Lydia Williams	N	0	
35	University of Maryland Baltimore County 1000 Hilltop Circle Baltimore, Maryland 21250 Phone: 410-455-3906 Email: jallen@umbc.edu Fax: 1-410-455-1075 Joan Allen	N	0	
36	Walk In/Self-Referral	N	1	
37	Wider Opportunities for Women 1001 Connecticut Ave NW S-930 Washington DC, Washington 20036 Phone: 202-464-1596 Url: http://www.wowonline.org Email: vstaples@wowonline.org Fax: 1-202-464-1660 Vivian Staples	N	0	

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
38	Wilson HCG 400 N Ashley Drive #3000 Tampa, Florida 33602 Phone: 813-984-3900 Dan Glozer Manual Posting	N	0
39	Word of Mouth Referral	N	4
40	www.mediagignow.com 717 Green Valley Road Suite 200 Greensboro, North Carolina 27408 Phone: 336-553-0620 Url: http://www.mediagignow.com Email: customerservice@mediagignow.com MediaGigNow.com	N	0
	TOTAL INTERVIEWS OVER REPO	RTING PERIOD:	10

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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	7/23/2018	Establishment of a mentoring program	Our SEU established a mentoring program for junior Account Executives in order to advance their sales careers. Our senior Account Executives guide the mentees (Associate Account Executives), providing professional development and skills, including help with sales calls and procedural matters, as well as help with sales events and career guidance. Four employees were selected to participate in this year-long mentoring program.	4	AE AE Associate AE Associate AE
2	11/27/2018	Participation in events or programs sponsored by educational institutions	An Account Executive of our SEU spoke to a group of marketing students at Towson University about the benefits and opportunities that are available in broadcast sales & marketing. He also answered questions that were asked by the students.	1	Account Executive
3	2/6/2019	Participation in events or programs sponsored by educational institutions	Students from Towson University visited our SEU for an in depth tour of our studios and learned about different careers in the various departments. This includes programming, promotions, engineering and sales.	3	Promotions Director Program Director On Air Talent
4	3/22/2019	Participation in events or programs sponsored by educational institutions	Students from Mercy High School visited our SEU for an in depth tour of our studios and learned about different careers in the various departments. This includes programming, promotions, engineering and sales.	2	Promotions Coordinator Program Director
5	4/29/2019	Participation in events sponsored by community groups	A member of our SEU's Programming team spoke to a group of 300 attendees ranging from ages 17-75 at the Fellowship of Christian Athletes 5th Annual Victory Celebration about how he got into radio and that he keeps the practices he learned from the FCA and uses them in his job and life. He also spoke about the potential opportunities in radio along with the benefits.	1	Programming Production Support

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III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
6		or programs sponsored by educational institutions	Students from Towson University visited our SEU for an in depth tour of our studios and learned about different careers in the various departments. This includes programming, promotions, engineering and sales.		Promotions Coordinator On Air Talent