Journal Broadcast Group-Milwaukee Operations

WLWK-FM, WTMJ-AM, WTMJ-TV

Annual EEO Public File Report

August 1, 2012-July 31, 2013

The purpose of this EEO Public File Report ("Report") is to comply with Section 73.2080(c)(6) of the FCC's 2002 EEO Rule. This Report has been prepared on behalf of the Station Employment Unit and is required to be placed in the public inspection files of the station and posted on the station's websites, if they have websites.

The FCC's 2002 EEO Rule requires that this Report contain the following information:

- 1. A list of all full-time vacancies filled by the Station(s) comprising the Station Employment Unit during the Applicable Period;
- 2. For each such vacancy, the recruitment source(s) utilized to fill the vacancy (including if applicable, organizations entitled to notification pursuant to Section 73.2080(c)(1)(ii) of the new EEO Rule, which should be separately identified), identified by name, address, contact person, telephone number, fax number and email address (if applicable);
- 3. The recruitment source that referred the hiree for each full-time vacancy during the Applicable Period;
- 4. Data reflecting the total number of persons interviewed for full-time vacancies during the Applicable Period and the total number of interviewees referred by each recruitment source utilized in connection with such vacancies; and
- 5. A list and brief description of the initiatives undertaken pursuant to Section 73.2080(c)(2) of the FCC rules.



Annual EEO Public File Report

Account Manager			
Referral Source	Number of App	olicants Interviewed	Hired?
Employee Referral		1	
Internal Candidate		1	✓
Journal Broadcast Group website		1	
Number of Applicants Interview	ved	3	
Anchor/Reporter			
Referral Source	Number of App	olicants Interviewed	Hired?
Internal Candidate		1	
Other	TVJobs.com	1	✓
Recruiter	Mort Meisner	1	
Recruiter	No Whining Talent	1	
Recruiter	Ns Bienstock	1	
Recruiter	Talent Dynamics	4	
Recruiter	The David Crane Agen	1	
Number of Applicants Interview	ved	10	
Assignment Editor 1			
Referral Source	Number of App	olicants Interviewed	Hired?
Employee Referral		1	
Internal Candidate		1	✓
Other	TVJobs.com	1	
Number of Applicants Interview	ved	3	
Assignment Editor 2			
Referral Source	Number of App	olicants Interviewed	Hired?
Journal Broadcast Group website		1	✓
Unsolicited		1	

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	Word of mouth	Market/Industry	3	
	Number of Applicants Int	erviewed	5	
Assignn	nent Manager			
	Referral Source	Number of Appl	licants Interviewed	Hired?
	Internal Candidate		1	✓
	Internal Candidate		2	
	Journal Broadcast Group w	rebsite	1	
	Number of Applicants Int	erviewed	4	
Associa	te Editor			
	Referral Source	Number of Appl	licants Interviewed	Hired?
	Journal Broadcast Group w	rebsite	2	
	Other	Employee Blog	2	
	Other	Employee Facebook P	2	
	Other	Radio Announcement	1	
	Other	RightWisconsin.com	1	
	Other	Twitter Post	1	✓
	Number of Applicants Int	erviewed	9	
Chief E	ngineer			
	Referral Source	Number of Appl	licants Interviewed	Hired?
	Internal Candidate		1	
	Other	Society of Broadcast E	1	
	Word of mouth	Market/Industry	1	•
	Number of Applicants Int	erviewed	3	
Digital l	Producer-Sports			
	Referral Source	Number of Appl	licants Interviewed	Hired?
	Internal Candidate		1	✓
	Journal Broadcast Group w	rebsite	2	
	Other	Wisconsin Broadcaster	1	
	Word of mouth	Market/Industry	1	

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-		D 1	
Exect	ifive.	Prod	lucer 1

Referral Source	Number of A	pplicants Interviewed	Hired?
Employee Referral		1	✓
Internal Candidate		1	
Journal Broadcast Group website		3	
Other	TVJobs.com	3	
Recruiter	Talent Dynamics	1	
Word of mouth	Market/Industry	1	
Number of Applicants Interview	red	10	

Executive Producer 2

Referral Source	Number of A	pplicants Interviewed	Hired?
Employee Referral		1	
Internal Candidate		4	
Other	TVJobs.com	1	
Recruiter	Talent Dynamics	1	•
Recruiter	Talent Dynamics	1	
Word of mouth	Market/Industry	2	
Number of Applicants Interview	wed	10	

Graphic Artist 1

Referral Source	Number of Ap	plicants Interviewed	Hired?
Employee Referral		1	
Journal Broadcast Group websit	e	1	✓
Other	Big Shoes Network	1	
Word of mouth	Market/Industry	1	
Number of Applicants Interviewed		4	

Graphic Artist 2

Referral Source	Number of Applicants Interviewed	Hired?
Internal Candidate	2	

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	Journal Broadcast Group website		1	
	Other	Big Shoes Network	1	✓
	Other	Big Shoes Network	2	
	Unsolicited		1	
	Number of Applicants Interview	ved .	7	
Interactive	Account Manager 1			
	Referral Source	Number of Appl	icants Interviewed	Hired?
	Internal Candidate		1	
	Journal Broadcast Group website		1	✓
	Journal Broadcast Group website		2	
	Word of mouth	Market/Industry	1	
	Number of Applicants Interview	v ed	5	
Interactive	Account Manager 2			
	Referral Source	Number of Appl	icants Interviewed	Hired?
	Journal Broadcast Group website		1	✓
	Journal Broadcast Group website		4	
	Number of Applicants Interview	ved .	5	
Interactive	Account Manager 3			
	Referral Source	Number of Appl	icants Interviewed	Hired?
	Employee Referral		1	✓
	Word of mouth	Market/Industry	1	
	Number of Applicants Interview	v ed	2	
Interactive	Web Editor			
	Referral Source	Number of Appl	icants Interviewed	Hired?
	Employee Referral		1	
	Internal Candidate		1	✓
	Internal Candidate		1	
	Journal Broadcast Group website		1	
	Word of mouth	Market/Industry	2	

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	Number of Applicants Interviewed		6	
Investigati	ve Reporter			
	Referral Source	Nu	mber of Applicants Interviewed	Hired?
	Internal Candidate		1	✓
	Internal Candidate		1	
	Journal Broadcast Group we	bsite	2	
	Recruiter	No Whining Ta	lent 1	
	Number of Applicants Inte	rviewed	5	
Local Sale	es Manager			
	Referral Source	Nu	mber of Applicants Interviewed	Hired?
	Internal Candidate		1	✓
	Internal Candidate		3	
	Journal Broadcast Group we	bsite	1	
	Word of mouth	Market/Industry	, 1	
	Number of Applicants Inte	rviewed	6	
Managing	Editor			
	Referral Source	Nu	mber of Applicants Interviewed	Hired?
	Employee Referral		1	✓
	Employee Referral		2	
	Number of Applicants Inte	rviewed	3	
News Prod	ducer 1			
	Referral Source	Nu	mber of Applicants Interviewed	Hired?
	Employee Referral		9	
	Internal Candidate		1	✓
	Journal Broadcast Group we	bsite	3	
	Other	Petra Placeme	nt 1	
	Other	TVJobs.com	4	
	Recruiter	Talent Dynamic	cs 3	
	Unsolicited		1	

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\	Word of mouth	Market/Industry	3	
1	Number of Applicants Interview	red	25	
News Produc	cer 2			
]	Referral Source	Number o	of Applicants Interviewed	Hired?
E	Employee Referral		1	
I	nternal Candidate		2	
	Journal Broadcast Group website		1	
(Other	TVJobs.com	1	✓
(Other	TVJobs.com	11	
F	Recruiter	Petra Placement	1	
F	Recruiter	Talent Dynamics	1	
1	Number of Applicants Interview	red	18	
News Produc	cer 3			
]	Referral Source	Number o	of Applicants Interviewed	Hired?
E	Employee Referral		2	
I	nternal Candidate		1	
	Journal Broadcast Group website		1	✓
(Other	TVJobs.com	12	
F	Recruiter	Petra Placement	1	
F	Recruiter	Talent Dynamics	1	
I	Number of Applicants Interview	ed	18	
News Produc	cer 4			
]	Referral Source	Number o	of Applicants Interviewed	Hired?
(Other	Former Employee	1	✓
I	Number of Applicants Interview	ed	1	
News Produc	cer 5			
]	Referral Source	Number o	of Applicants Interviewed	Hired?
E	Employee Referral		1	
	Journal Broadcast Group website		1	✓

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	Other	TVJobs.com	14	
	Number of Applicants In	iterviewed	16	
News Pro	oducer 6			
	Referral Source	Number of App	olicants Interviewed	Hired?
	Internal Candidate		1	✓
	Internal Candidate		1	
	Number of Applicants In	terviewed	2	
Newscas	ter/Reporter 1			
	Referral Source	Number of App	olicants Interviewed	Hired?
	Internal Candidate		1	✓
	Journal Broadcast Group	website	3	
	Word of mouth	Market/Industry	2	
	Number of Applicants In	terviewed	6	
Newscas	ter/Reporter 2			
	D 6 10			
	Referral Source	Number of App	olicants Interviewed	Hired?
	Internal Candidate	Number of App	olicants Interviewed 1	Hired?
				Hired?
	Internal Candidate		1	Hired?
	Internal Candidate Journal Broadcast Group	website	1 2	
	Internal Candidate Journal Broadcast Group of ther	website Wi-Broadcasters.org Market/Industry	1 2 1	
On-Air T	Internal Candidate Journal Broadcast Group v Other Word of mouth Number of Applicants In	website Wi-Broadcasters.org Market/Industry	1 2 1 2	
On-Air T	Internal Candidate Journal Broadcast Group v Other Word of mouth Number of Applicants In	website Wi-Broadcasters.org Market/Industry	1 2 1 2	
On-Air T	Internal Candidate Journal Broadcast Group v Other Word of mouth Number of Applicants In	website Wi-Broadcasters.org Market/Industry	1 2 1 2 6	□ □ >
On-Air T	Internal Candidate Journal Broadcast Group of Other Word of mouth Number of Applicants In Calent Referral Source	website Wi-Broadcasters.org Market/Industry	1 2 1 2 6	□ □ >
On-Air T	Internal Candidate Journal Broadcast Group of Other Word of mouth Number of Applicants In Calent Referral Source Employee Referral	website Wi-Broadcasters.org Market/Industry	1 2 1 2 6 clicants Interviewed 2	Hired?
On-Air T	Internal Candidate Journal Broadcast Group of Other Word of mouth Number of Applicants Internal Source Employee Referral Internal Candidate	website Wi-Broadcasters.org Market/Industry	1 2 1 2 6 clicants Interviewed 2 1	Hired?
On-Air T	Internal Candidate Journal Broadcast Group of Other Word of mouth Number of Applicants Internal Source Employee Referral Internal Candidate Internal Candidate	website Wi-Broadcasters.org Market/Industry tterviewed Number of App	1 2 1 2 6 Policants Interviewed 2 1 2	Hired?

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D1		
Photo	ournal	181

	Referral Source	Nun	nber of Applicants Interviewed	Hired?
	Internal Candidate		1	
	Journal Broadcast Group website		1	✓
	Journal Broadcast Group website		5	
	Number of Applicants Interview	ved	7	
Photojou	rnalist/Editor			
	Referral Source	Nun	nber of Applicants Interviewed	Hired?
	Journal Broadcast Group website		4	
	Other	TVJobs.com	1	✓
	Other	TVJobs.com	1	
	Number of Applicants Interview	ved	6	
Production	on Specialist			
	Referral Source	Nun	nber of Applicants Interviewed	Hired?
	Employee Referral		1	
	Internal Candidate		1	✓
	Journal Broadcast Group website		5	
	Word of mouth	Market/Industry	1	
	Number of Applicants Interview	ved	8	
Reporter				
	Referral Source	Nun	nber of Applicants Interviewed	Hired?
	Internal Candidate		1	
	Other	TVJobs.com	1	
	Recruiter	Talent Dynamics	s 1	✓
	Word of mouth	Market/Industry	2	
	Number of Applicants Interview	ved	5	
Senior A	ccount Executive			
	Referral Source	Nun	nber of Applicants Interviewed	Hired?

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✓
wed Hired?
✓
wed Hired?
✓
wed Hired?
wed Hired?
wed Hired?
□ ∨
□ ∨
□ ∨
□ ∨

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	Other	2		
	Number of Applicants Into	erviewed	8	
Video Ed	ditor 2			
	Referral Source	Number of App	licants Interviewed	Hired?
	Employee Referral		1	
	Internal Candidate		1	•
	Journal Broadcast Group we	ebsite	3	
	Other	Wisconsin Broadcaster	1	
	Number of Applicants Into	erviewed	6	
Web Pro	ducer			
	Referral Source	Number of App	licants Interviewed	Hired?
	Internal Candidate		1	✓
	Internal Candidate		1	
	Journal Broadcast Group we	ebsite	1	
	Word of mouth	Market/Industry	2	
	Number of Applicants Into	erviewed	5	
Grand To	otal		273	

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RECRUITMENT SOURCES UTILIZED DURING REPORTING PERIOD

Sorted by contact method

Email

Organization	Address	City, State, Zip	Phone	Fax	Email	Contact Person	Job Sent
American Broadcasting School XXX- Requested to be added 1/21/2009	712 N. Watson Road, Ste. 200 ,	Arlington, TX 76011	(817) 695-2474	(817) 695- 2838	michelle@radios		Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
	2320 South 19th St.	Tacoma, WA 98405	253-680-7752		contact 12/11/07 fmonroe@bates. ctc.edu Updated 4/8/09 to skmiller@bates. ctc.edu	Broadcast Production Technologies Instructor **New 12/11/07 Fred Monroe;	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer

Cardinal Stritch College	6801 North Yates Road	Milwaukee, 53217	414-410-4157	career@stritch.e du	Angela	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
Carroll College		Waukesha, WI 53186	262-524-7624	6/19/09- wyc@Carrollu.e		Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
Central Michigan University XXX - Requested to be added 5-15- 06		Mount Pleasant, MI 48859	989-774-3851	orlik1pb@cmich. edu	Peter B. Orlik, PH.D.	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer

Collective Talent XXX - requested to be added 6/2/2011	1721 Richardson Place	Tampa, FL 33606	813-254-9695	bille@mid			Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
Collens College XXX - Requested to be added 4/28/2011	4750 S 44th Place	Phoenix, AZ 85040	480-446-1112	aroberts of college.e	<u>du</u> S	•	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
Emerson College XXX- Requested to be added 5-15- 06	113 Gray St.	Arlington, MA 2476	781-646-1077	careers@on.edu a 10/26/11 mary_sul emerson added 12	dded C , rd llivan@ 1 .edu N 2/21/11 a	emoved 12/21/11 Mary Sullivan added 12/21/11	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer

Goodwill Industries	6055 N. 91st ST.	Milwaukee, WI 53225	414-353-6400	414-358- 4298	human.resource s@goodwillsew. com (New Method of contact added 2/7/05) New Email 2-12-07 lisa.norman@go odwillsew.com	Lisa Norman	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
Hispanic Chamber of Commerce	816 West National Ave.	Milwaukee, WI 53204	414-643-6963	414-643- 6994	mcameron@hcc w.org		Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
Hmong American Friendship Assn.	3824 W. Vliet Street	Milwaukee, WI 53208	414-344-6575	414-344- 6581	pachia@hmong amer.org (added 10/26/05)		Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer

Idaho State University - Department of Mass Communication XXX - Requested to be added 4/28/2011		Pocatello, ID 83209	208-282-6453			Asst. ProfTV Broadcasting	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
Illinois News Broadcasters Association (INBA) / Chicago Headline Club XXX- Requested to be added 7/18/2010	,	Macomb, IL 61455			BoRoWMAQ@a ol.com	Bob Roberts or Jim Gee	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
Interfaith Older Adults Program XXX - Requested to be added on 4- 9-04	600 West Virginia St. Suite 300	·	414-291-7500 ext.233	7510	cbrown@interfait hmilw.org bsmith@interfait hmilw.org(New Contact as of 8- 12-04)		Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer

Marquette University - Broadcast Communication s	1217 W. Wisconsin Ave.	Milwaukee, WI 53233	414-288-3495	414-288- 3923	michael.havice @marquette.edu	Dr. Michael Havice	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
Milwaukee Indian Manpower Council	3134 W. State Street	Milwaukee, WI 53208	414-342-0700	414-342- 0804	darrenkroenke@gmail.com (newemail added 6-14-11)	Doug LaBelle	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
Milwaukee Urban League	2800 West Wright Street	Milwaukee, WI 53210	414-374-5850 Ext. 103	414-374- 1995	employment@t mul.org changed to e-mail notification on 01/16/2012	Delorse Harrington	Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer

Milwaukee School of Engineering	1025 North Milwaukee Street	Milwaukee, WI 53202	414-277-7120	414-277- 7122	heynsb@msoe.e du New Email 4· 4-06: ferraro@msoe.e du		Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
Mississippi State University, Department of Communication XXX - Requested to be added 5/17/05		Mississippi State, MS 39761	662-325-7952	662-325- 3210	kbrown@comm. msstate.edu	Karyn Brown	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
Mount Mary College	2900 North Menomonee River Pkwy.	Milwaukee, WI 53213	414-258-4810		wallscm@mtmar y.edu **new contact 1/18/08 adcardev@mtm ary.edu		Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer

Ohio & Illinois Centers for Broadcasting XXX- Requested to be added 4-03	9885 Rockside Rd., Ste 160	Cleveland, OH 44125	216-503- 5900X1104 (Cleveland) 513-271-6060 (Cincinnati) 630-916-1700 (Lombard, IL) 303-937-7070 (Colorado)		gary@beonair.c om(added 5/10/05) 6/4/10 added: placement.lomb ard@beonair.co m; 4/28/2011 added: lillie.m@beonair. com	Gary James (OH) or Dave Cogozzo (IL) or Mark Lillie (CO)	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
SER-Jobs for Progress	1020-30 West Mitchell Street	Milwaukee, WI 53204	414-649-2640	414-649- 2644	info@serwiscon sin.org valdez@milwauk eeser.org (New Contact as of 8- 17-04)		Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
Social Development Commission	231 West Wisconsin Avenue, #14	Milwaukee, WI 53203			rstockinger@cr- sdc.org mhernandez@cr- sdc.org (new contact as of 8/26/05)		Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer

Tucson Veteran Affairs XXX - Requested to be added 4/27/12; Requested to be removed by Cheryll Frazier 11/15/2012	3601 S. 6th St Ave	Tucson, AZ 85723	520.792.1450		cheryll.frazier@v a.gov	4/30/12: Cheryll Frazier	Account Manager, Chief Engineer, Executive Producer 1, Graphic Artist 1, Interactive Account Manager 1, Interactive Account Manager 2, Investigative Reporter, Managing Editor, News Producer 1, Newscaster/Reporter 1, Photojournalist/Editor, Production Specialist, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
UMOS (United Migrant Opportunity Services)-added for TV postings only on 6/25/07; updated contact 7/7/10	6550 N. 76th St.	Milwaukee, WI 53233	414-486-5281		marian.bright@u mos.org;updated 7/7/10: adhemar.bonnet ti@umos.org	•	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
United Cerebral Palsy of Southeastern Wisconsin XXX Requested to be added on 2- 10-04	7519 W. Oklahoma	Milwaukee, WI 53219	414-329-4500	414-329- 4510	mpayleitner@uc psew.org (New method of contact added 2/08/05)	Roselle Rogers	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer

Colorado at Boulder XXX - Requested to be added as of 4/20/04. Requested to be moved to online posting 9/6/12	Ave. 478UCB	Boulder, CO 80309	303-492-0460		_	6/1/12 Christine MahoneyMi chelle Fulcher	Chief Engineer, Executive Producer 1, Graphic Artist 1, Interactive Account Manager 1, Photojournalist/Editor, Production Specialist, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1
University of North Texas XXX-Requested to be added 5/17/05	PO Box 310589	Denton, TX 76203	940-565-2565	940-369- 7838	Slocum@unt.ed u	of Radio,	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
University of Wisconsin - Green Bay - Careers	2420 Nicolet Drive SS 1916	Green Bay, WI 54311	(920) 465-2163	(920) 465- 2920	susterp@uwgb.e du; eff. 11/20/09: careers@uwgb. edu		Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer

University of Wisconsin – Milwaukee	P.O. Box 413	Milwaukee, WI 53201	414-229-4436		pleshin@uwm.e du	n Department/P	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
,		Madison, WI 53706	608-262-3691	1316 Fax # was wrong it's 608-262- 1361 (1- 15-04 9/25/09: 608- 262-1361	http://journalism. wisc.edu/ (1/6/09) Updated 9/25/09	Hoyt 9/25/09Corinn e Ahrens Graduate	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
University of Wisconsin - Oshkosh Radio, TV & Film XXX - Requested to be added 11-30- 04	800 Algoma Blvd.	Oshkosh, WI 54901	(920) 424-3133		e-mail contact:	Justine Stokes	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk- Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer

Wisconsin Broadcasters Association	44 E. Mifflin Suite 900	Madison, WI 53703	608-255-2600	608-256- 3986	Email all postings (8/11/08) to mendicott@wibroadcasters.org	Torrie Kennedy	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
Wisconsin Job Service/Wiscon sin Job Center/Jobnet		Milwaukee, WI 53209	414-546-3300	414-328- 2580		Employer Order Services Unit	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
YWCA of Greater Milwaukee		Milwaukee, WI 53212	414-374-1800	414-374- 2680	eddie.rogers@y wcamilw.org	Eddie Rogers, HR	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer

Brown College XXX- Requested to be added on 12/20/04	1440 Northland Drive	Mendota Height	651-905-3465	651-905- 3555	Eff. 8/5/09: https://browncoll ege.optimalresu me.com/employ ers/login.php	Rebecca Ewanga(TV Production). Karol Baumeister (Radio)	Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
Concordia College	12800 West Lake Drive	Mequon, WI 53092	262-243-4566	262-243- 4478	Online Postings: www.cuw.edu/ca reers jean.austin@cu w.edu		Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
Journal Broadcast Group Website	· ·	Milwaukee, WI 53212	414-967-5301		ejardee@jrn.co m or arosado@jrn.co m		Account Manager, Anchor/Reporter, Assignment Editor 1, Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account Manager 1, Interactive Account Manager 2, Interactive Account Manager 3, Interactive Web Editor, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, News Producer 2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air Talent, Photojournalist, Photojournalist/Editor, Production Specialist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2, Web Producer

TvJobs.com						for Milwaukee	Anchor/Reporter, Assignment Editor 1, Assignment Editor 2,
						TV only	Assignment Manager, Chief Engineer, Executive Producer 1,
							Executive Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive
							Account Manager 1, Interactive Account Manager 2, Interactive
							Account Manager 3, Investigative Reporter, Managing Editor, News
							Producer 1, News Producer 2, News Producer 3, News Producer 4,
							News Producer 5, News Producer 6, Photojournalist,
							Photojournalist/Editor, Production Specialist, Reporter, Sports
		Oceanside, CA			www.tvjobs.com		Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1,
	P.O. Box 4116	92052	760-754-2115		(website posting)		Video Editor 2, Web Producer
							Account Manager, Anchor/Reporter, Assignment Editor 1,
University of							Assignment Editor 2, Assignment Manager, Associate Editor, Chief
Colorado at						Michelle	Engineer, Digital Producer-Sports, Executive Producer 1, Executive
Boulder XXX -						Fulcher	Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account
Requested to						Manager of	Manager 2, Interactive Account Manager 3, Interactive Web Editor,
be added as of						Communicatio	Investigative Reporter, Local Sales Manager, Managing Editor, News
4/20/04.						ns added	Producer 1, News Producer 2, News Producer 3, News Producer 4,
Requested to					https://www.myin	02/21/12 New	News Producer 5, News Producer 6, Newscaster/Reporter 1,
be moved to					terfase.com/cub	Contact 6/1/12	Newscaster/Reporter 2, On-Air Talent, Photojournalist, , Reporter,
online posting	1511 University	Boulder CO			oulder_journalis	Christine	Senior Account Executive, Video Editor 2, Web Producer
9/6/12	Ave. 478UCB	80309-0478	303-492-0460		m/employer/	Mahoney	
University of	24 Phillips Hall	Iowa City, IA	319-335-1023	319-335-	molly-	Molly	Account Manager, Anchor/Reporter, Assignment Editor 1,
Iowa (Career		52242		1029	rechkemmer@ui	Rechkemmer;	Assignment Manager, Associate Editor, Chief Engineer, Executive
Center) XXX-					owa.edu;	Christine	Producer 1, Executive Producer 2, Graphic Artist 1, Graphic Artist 2,
Requested to					https://www.myin	Wells (Contact	Interactive Account Manager 2, Investigative Reporter, Local Sales
be added					terfase.com/uio	changed	Manager, Managing Editor, News Producer 1, News Producer 2,
5/27/03 NOTE:					wa/employer/	9/14/04)	News Producer 3, News Producer 4, News Producer 5, News
requested					(New method of		Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air
notification					contact as of		Talent, Photojournalist, Photojournalist/Editor, Production Specialist,
only of those					9/14/04);		Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical
vacancies that					website updated		Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
require a					8/22/11:		
college degree					http://uiowa-		
& are Full					csm.symplicity.c		
Time.					om//employers		
i iiiie.							

University of		Eau Claire, WI	715-836-2528		· ,		Account Manager, Anchor/Reporter, Assignment Editor 1,
Wisconsin - Eau Claire		54702			u; eff. 8/5/2010 post online:		Assignment Editor 2, Assignment Manager, Associate Editor, Chief Engineer, Digital Producer-Sports, Executive Producer 1, Executive
Lau Claile					l' .		Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account
					terfase.com/uwe		Manager 1, Interactive Account Manager 2, Interactive Account
					c/employer		Manager 3, Interactive Web Editor, Investigative Reporter, Local
							Sales Manager, Managing Editor, News Producer 1, News Producer
							2, News Producer 3, News Producer 4, News Producer 5, News Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air
							Talent, Photojournalist, Photojournalist/Editor, Reporter, Senior
							Account Executive, Senior Financial Analyst, Sports Reporter/Talk-
							Show Host, Topical Producer/Editor, Video Editor 1, Video Editor 2,
							Web Producer
University of	800 Algoma Blvd.	· ·	920-424-2181		New method of		Account Manager, Associate Editor, Chief Engineer, Executive
Wisconsin - Oshkosh -		54901			contact 8-14-06		Producer 1, Graphic Artist 1, Interactive Account Manager 1,
Careers;					www.uwosh.edu/ career/		Interactive Account Manager 2, Investigative Reporter, Local Sales Manager, Managing Editor, News Producer 1, Newscaster/Reporter
Changed to					0410017		1, Photojournalist, Photojournalist/Editor, Production Specialist,
email posting							Senior Financial Analyst, Sports Reporter/Talk-Show Host, Topical
only November							Producer/Editor, Video Editor 1, Video Editor 2, Web Producer
2012							
Wisconsin					http://www.wisco	Web posting	Account Manager, Anchor/Reporter, Assignment Editor 1,
TechConnect					nsintechconnect.		Assignment Editor 2, Assignment Manager, Associate Editor, Chief
(Wisconsin Technical					com/EmployerLo gin.asp		Engineer, Digital Producer-Sports, Executive Producer 1, Executive Producer 2, Graphic Artist 2, Interactive Account Manager 2,
College system)					giri.asp		Interactive Account Manager 3, Interactive Web Editor, Investigative
							Reporter, Local Sales Manager, Managing Editor, News Producer 1,
							News Producer 2, News Producer 3, News Producer 4, News
							Producer 5, News Producer 6, Newscaster/Reporter 1,
							Newscaster/Reporter 2, On-Air Talent, Photojournalist, Reporter, Senior Account Executive, Senior Financial Analyst, Sports
							Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 2,
	2740 W. Mason	Green Bay, WI		920-498-			Web Producer
	St.	54307	920-498-5528	5655			
Fax							

Silver Spring	5460 North 64th	Milwaukee, WI	414-463-7950	414-463-	Stu Jackson	Account Manager, Anchor/Reporter, Assignment Editor 1,
Neighborhood	Street	53203	Ext. 60	4858 414-		Assignment Editor 2, Assignment Manager, Associate Editor, Chief
Ct.				535-0373		Engineer, Digital Producer-Sports, Executive Producer 1, Executive
				(used this		Producer 2, Graphic Artist 1, Graphic Artist 2, Interactive Account
				fax # as		Manager 1, Interactive Account Manager 2, Interactive Account
				back up		Manager 3, Interactive Web Editor, Investigative Reporter, Local
				when other		Sales Manager, Managing Editor, News Producer 1, News Producer
				fax didn't		2, News Producer 3, News Producer 4, News Producer 5, News
				work)		Producer 6, Newscaster/Reporter 1, Newscaster/Reporter 2, On-Air
						Talent, Photojournalist, Photojournalist/Editor, Production Specialist,
						Reporter, Senior Account Executive, Senior Financial Analyst, Sports
						Reporter/Talk-Show Host, Topical Producer/Editor, Video Editor 1,
						Video Editor 2, Web Producer

Milwaukee EEO Additional Sources					
Contact List 2012 -2013 Organization	<u>Address</u>	Phone	Email/Website	Contact	Job Sent
<u>Organization</u>	P.O. Box 11725	<u>r none</u>	<u>Email/Website</u>	<u>Jontact</u>	Job Sem
	Milwaukee, WI		http://www.bigshoesnet		
Big Shoes Network	53211	414-962-4222	work.com/	Martha Carrigan	Graphic Artist 1, Graphic Artist 2
Facebook			Charlie Sykes Facebook Account	Charlie Sykes	Associate Editor
racebook	152 W. 57th St.,		racebook Account	Charlie Sykes	ASSOCIATE EUITOI
	14th Floor, New		http://www.ifmanageme		
IF Management		212-265-7711		Carol Perry	Anchor/Reporter
	345 North Hetzler				
	Court, Angola, IN,		http://www.ihirebroadca		
iHireBroadcasting		877-798-4854	sting.com/	Online Posting	Chief Engineer
	141 Neff Annex				
	Columbia, MO				
Investigative Reporters & Editors, Inc.		573-882-2042	http://www.ire.org/	Haoyun Su	Investigative Reporter
	PO Box 15, Kent,				l
John Butte & Associates	Ohio 44240	330-672-2309	http://johnbutte.com/	John Butte	Anchor/Reporter
Linkadla			http://www.linkedin.com	Online Posting	Chief Engineer
LinkedIn	PO Box 368,		/	Offilitie Fosting	Criler Erigineer
	Fogelsville, PA		http://lornadave.com/co		
LornaDave Agency		610-248-1317	ntact.html	John Derr	Anchor/Reporter
	1904 Franklin				
	Street, Suite 818,		http://www.media-		
Media Alliance	Oakland, CA 94612	510-684-6853	alliance.org/	Bill LaPlante III	Anchor/Reporter
	26711 Woodward				
	Avenue, Suite 203,		http://www.martmaianar		
Mort Meisner Associates	Huntington Woods, Michigan 48070	248-545-2222	http://www.mortmeisner .com/	Mort Meisner	Anchor/Reporter
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	8844 West Olympic				
	Boulevard, Suite				
	100, Beverly Hills,		http://www.tvtalent.com		
Napoli Management Group		310-385-8222	/sue.html	Sue McInerney/Neeha Curtis	Anchor/Reporter
	2110 Elmwood		http://www.nowhiningtal		
No Whining Talent	•	817-987-3600	ent.com/	Carolyn Kane	Anchor/Reporter, Investigative Reporter
	720 E. Capitol Dr.				
D. 14340	Milwaukee, WI	444.007			
Right Wisconsin Newsletter	53212	414-967-	Charlie Sykes Blog	Charlie Sykes	Associate Editor

	9102 North Merdian				
	St. Suite 150				
	Indianapolis, IN				
Society of Broadcast Engineers	46260	317-846-9000	http://www.sbe.org/	Online Posting	Chief Engineer
	475 Park Avenue		http://www.mediabistro.		
	South, 4th Floor,		com/Steve-		
	New York, New		Swienckowski-		
Steve Swienckowski	York 10016	212-389-2000	profile.html	David Crane	Anchor/Reporter
					Anchor/Reporter, Executive Producer 1,
	600 East Las				Executive Producer 2, Investigative
	Colinas Blvd #100		www.talentdynamics.co	` I	Reporter, News Producer 1, News Producer
Talent Dynamics	Plano, TX 75039	214-640-3121	<u>m</u>	Sandra Connell/JJ Davis	2, News Producer 3
			http://tvandradiojobs.co		
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			http://www.petra-		News Producer 1, News Producer 2, News
Petra Placement			mp.com/En/home.php	Sonja Antonitis	Producer 3
T etta i lacement	P.O. Box 567925		http://www.insideradio.	Sorija Aritoritis	i loducei 3
Inside Radio	Atlanta GA, 31156		com/	Online Posting	Program Director
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	6839 Charter Hills				
602 Communications	Rd. Raleigh, NC			Sandy Lizik	Topical Producer/Editor

Station(s) Claiming Credit: WTMJ-AM, WLWK-FM, WTMJ-TV

Type of activity listed under Outreach Initiative worksheet: #1: Participate in at least four job fair by station personnel who have substantial responsibility in the making of hiring decisions.

Date of station participation: (on date; from date to date) January 23, 2013

Participating employees: Carl Moll, Joe Scialfa

Host/Sponsor of activity: Wisconsin Broadcasters Association

Brief description of activity and station participation: This was a job fair sponsored by the Wisconsin Broadcasters Association. We had a booth and supplied attendees with information regarding current open positions and internships.

Station(s) Claiming Credit: WTMJ TV, WTMJ-AM, WLWK-FM

Type of activity listed under Outreach Initiative worksheet: #1: Participate in at least four job fairs by station personnel who have substantial responsibility in the making of hiring decisions.

Date of station participation: Wednesday, April 10, 2013

Participating employees:

3 Employees Total:

Thom Porterfield – Station Manager and General Sales Manager **Roselia Hernandez** – Research and Program Coordinator **Erin Jardee** – HR Business Partner

Host/Sponsor of activity:

NAB Career Day – Hosted by the NAB Education Foundation In partnership with Broadcast Education Association (Las Vegas Hotel and Casino, Las Vegas, Nevada USA)

Brief description of activity and station participation: The NAB Education Foundation hosted its annual spring Career Day from 10 a.m. to 3 p.m. at the NAB Show. The event is produced in partnership with the Broadcast Education Association. Career Day provides an excellent opportunity for media companies to network with experienced professionals, college students and entry-level job seekers interested in advancing a career in the broadcast industry. JBG set-up an exhibit booth (#103) and participated as a recruiter with valuable positions to fill.

Station(s) Claiming Credit: WTMJ-TV, WTMJ-AM, WLWK-FM

Type of activity listed under Outreach Initiative worksheet: #1: Participate in at least four job fairs by station personnel who have substantial responsibility in the making of hiring decisions.

Date of station participation: (on date; from date to date) June 19, 2013

Participating employees: Mark Le Grand

Host/Sponsor of activity: Wisconsin Broadcasters Association

Brief description of activity and station participation: Ran a station booth and discussed job opportunities at WTMJ-TV and Radio

Station(s) Claiming Credit: WTMJ-TV, WTMJ-AM, WLWK-FM

Type of activity listed under Outreach Initiative worksheet: #5: Establishment of an internship program designed to assist members of the community to acquire skills needed for broadcast employment

Date of station participation: (on date; from date to date) Morning Blend: 8/1/2012-

7/31/2013/News: 6/1/2012 to 5/31/2013

Participating employees: 14 Morning Blend interns/19 News Interns

Host/Sponsor of activity: Journal Broadcast Group, WTMJ-TV- The Morning Blend/ WTMJ-4

TV

Brief description of activity and station participation: Students participating in The Morning Blend/Creative Services program learn and assist in the production of a daily talk show. Interns help with guest coordination, from greeting guests/clients to assisting them with set up and escorting them from green room to studio. They assist in taking photos during the show for later use on social media. They also have the opportunity to learn non-linear editing and assisting in populating our website with content, from writing description to posting video. They also have the opportunity to help write scripts for the show as well as learn about producing the show.

Fall 2012 2- UW MILWAUKEE 1-UW WAUKESHA

Winter Break 2012/2013 1 Ripon College

Spring 2013 1-Alverno 1-Marquette 1 UW-Milwaukee 1-UW Oshkosh

Summer 2013 1-Marquette

- 1-UW-MADISON
- 1- Milwaukee Area Technical College
- 2- UW- MILWAUKEE

There were 19 students that participated in our NEWS department internship program. They help out with all aspects of the newsroom, from working on the assignment desk, to producing, to reporting. On the assignment desk they answer calls, listen to scanners, and help with setting up shoots for the day. While shadowing producers they help write stories, log sound, and assist guests. While shadowing reporters they learn more about interview techniques, shooting, and editing. The goal is to come out of the internship with a demo reel and/or writing samples, depending on their primary area of interest. They also learn a little bit about web posting and radio broadcast.

Summer 2012

- 1 UW-Milwaukee
- 3 UW-Whitewater
- 1 Marquette
- 1 Saint Mary's College
- 1 Syracuse

Fall 2012

1 Marquette 2 UW-Milwaukee Winter 2012 2 UW-Milwaukee

Spring 2013

1 UW-Milwaukee

1 Concordia

1 UW-Madison

Summer 2013

1 University of Oregon

1 Carroll University

1 UW-Parkside

1 Arizona State University

Station(s) Claiming Credit: WTMJ-TV, WTMJ-AM, WLWK-FM

Type of activity listed under Outreach Initiative worksheet: #10: Participation in at least four events or programs sponsored by educational institutions relating to career opportunities in broadcasting.

Date of station participation: (on date; from date to date) January 17, 2013

Participating employees: Karen Brienzo, Radio, TV Staff

Host/Sponsor of activity: Living World Lutheran High School

Brief description of activity and station participation: High school seniors were given a tour of the station and the different departments. After the tour, students had a question and answer session where they were able to discuss different careers in broadcasting. Karen Brienzo also talked about her career as a TV sales representative.

Station(s) Claiming Credit: WTMJ-AM, WLWK-FM, WTMJ-TV

Type of activity listed under Outreach Initiative worksheet: #14: Provision of training management level personnel as to methods of ensuring equal employment opportunity and preventing discrimination.

Date of station participation: (on date; from date to date) January 23, 2013

Participating employees: Carl Moll, Steve Wexler

Host/Sponsor of activity: Wisconsin Broadcasters Association

Brief description of activity and station participation: Attended a seminar on the topics of equal employment opportunity and preventing discrimination.

Station(s) Claiming Credit: WTMJ-TV, WTMJ-AM, WLWK-FM

Type of activity listed under Outreach Initiative worksheet: #14: Provision of training to management level personnel as to methods of ensuring equal employment opportunity and preventing discrimination.

Date of station participation: (on date; from date to date) May 6, 2013

Participating employees: Bill Berra, Dawn Dugle, Diane Irving, Elise Taylor, Amy Jahns, Bev Brannigan, Jon Byman, Michael Gay, Alyssa Kroll, Andy Laird, Tony Lucas, Kent Aschenbrenner, Tom Langmyer, Carl Moll, Tom Sheridan, Jason Bjorson, Tim McCormack, J Pat Miller, Mike O'Brien, Lon Rudolph, Gregg Schraufnagel, Steve Wexler, Brenda Serio

Host/Sponsor of activity: Faith Perkins-VP of HR, and Erin Jardee-HR Business Partner

Brief description of activity and station participation: Faith and Erin presented to the Milwaukee Leadership Team on many different aspects of HR and how these aspects directly affect managers. Specifically, they focused on hiring practices in regards to the EEO/FCC requirements. They discussed the definitions of EEO, FCC, and discrimination in detail. Then went into further detail about the importance of following Journal's hiring process and ensuring managers are managing employee performance and internal personnel movement in a compliant manner.

Station(s) Claiming Credit: WTMJ-TV, WTMJ-AM, WLWK-FM

Type of activity listed under Outreach Initiative worksheet: #14: Provision of training to management level personnel as to methods of ensuring equal employment opportunity and preventing discrimination.

Date of station participation: (on date; from date to date) June 19, 2013

Participating employees: Mark Le Grand

Host/Sponsor of activity: Wisconsin Broadcasters Association

Brief description of activity and station participation: This workshop was titled "Compliance With The FCC's EEO Nondiscrimination and Outreach Regulations – Part 4" held at WBA's summer conference at the Osthoff Resort, Elkhart Lake.

Station(s) Claiming Credit: WTMJ-TV, WTMJ-AM, WLWK-FM

Type of activity listed under Outreach Initiative worksheet: #16: Participation in other activities designed by the station employment unit reasonably calculated to further the goal of disseminating information as to employment opportunities in broadcasting to job candidates who might otherwise be unaware of such opportunities.

Date of station participation: (on date; from date to date) April 18, 2013

Participating employees: Faith Perkins-VP of Human Resources, and Todd Soley-HR Coordinator

Host/Sponsor of activity: MiKE, NEWaukee, Startup Milwaukee, and Milwaukee Art Museum

Brief description of activity and station participation: The One-Eighty Reverse Job Fair is part of Young Professionals week in Milwaukee, organized by NEWaukee, one of the nation's largest and most active young professional organizations. A select group of Milwaukee's leading and rising companies selected a dynamic speaker to take the stage at the event and give a 3 minute pitch on "why they're a good company to work with or work for." Faith Perkins, our VP of HR, was the speaker that represented Journal. Todd Soley and Faith both had many conversations with candidates during the mixer afterwards. The goal was to snag the interest of potential hires, and get startups interested in connecting with them for ideas or as potential customers.

Station(s) Claiming Credit: WTMJ-TV, WTMJ-AM, WLWK-FM

Type of activity listed under Outreach Initiative worksheet: #16: Participation in other activities designed by the station employment unit reasonably calculated to further the goal of disseminating information as to employment opportunities in broadcasting to job candidates who might otherwise be unaware of such opportunities.

Date of station participation: (on date; from date to date) May 22-23, 2013

Participating employees: Markita Jefferson and Maureen Cleator

Host/Sponsor of activity: Media Sales Institute (Ohio University)

Brief description of activity and station participation: The National Association of Broadcasters(NAB) supports and delivers a Media Sales Institute (MSI) in four locations nationwide each year. In May, 2013, Journal Broadcast Group (JBG) attended the event at Ohio University as part of a nationwide recruiting effort.

At this event, two representatives from JBG attended on behalf of our entire organization, and provided all available postings to the class of sales candidates in order to engage them for possible employment in markets of their choosing. While the representatives in attendance are based out of Milwaukee, Wisconsin and Nashville, Tennessee, they were instructed to market the JBG organizational opportunities from all locations to the students. The candidates were from diverse geographic areas, and thus were an excellent pool for consideration in any of our markets that are currently hiring.

The two JBG representatives took and provided notes on all candidates interviewed that were then passed to General Managers for our operating locations via email after the event. In addition, all student resumes were provided via hard copy to all GMs and Sales Managers for all JBG properties at a recent sales training event. All locations were encouraged to strongly consider the MSI candidates for available opportunities based on their expressed desire to launch a career in media sales and their specialized training received through the MSI.