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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 | |
|--|--|-----------------------|--|
| Outside Account Executive | 2, 4-8, 11-15, 20-28, 30-32, 34-40 | 39 | |
| Outside Account Executive | 2, 4-8, 11-15, 20-28, 30-32, 34-40 | 14 | |
| Sales Support | 2, 4-8, 11-13, 15, 19-23, 26, 28, 30-32, 34-35, 37-38, 40 | 19 | |
| Digital Sales Specialist | 2, 4-8, 11-13, 15-16, 20-23, 26, 28, 30- 32, 34-35, 37-38, 40 | 16 | |
| Come Rock With Us - Account Executive | 2, 4-8, 11-13, 15, 18, 20-24, 26-28, 30- 32, 34-35, 37-40 | 39 | |
| Come Rock With Us - Account Executive | 2, 4-8, 11-13, 15, 18, 20-24, 26-28, 30- 32, 34-35, 37-40 | 39 | |
| Come Rock With Us - Account Executive | 2, 4-8, 11-13, 15, 18, 20-24, 26-28, 30- 32, 34-35, 37-40 | 18 | |
| Sales Associate AE | 2, 4-8, 11-13, 15, 20-24, 26, 28, 30-32, 34-35, 37-38, 40 | 24 | |
| National Sales Promotion Coordinator | 2-13, 15, 20-25, 28, 30-35, 37-38, 40 | 25 | |
| Promotions Coordinator | 2, 4-5, 7-8, 11-13, 15, 20-23, 28, 30-32, 34-35, 37-40 | 39 | |
| Digital Content Manager | 1-2, 4-8, 11-13, 15, 18, 20-23, 28-32, 34-35, 37-38, 40 | 18 | |
| DC101 Elliot in the Morning Associate Producer | 2, 4-8, 11-15, 20-23, 28, 30-32, 34-35, 37-38, 40 | 14 | |
| Sales Support | 2, 5-8, 10-12, 15, 18, 20-23, 28, 30-32, 34-35, 37-38, 40 | 18 | |
| Program Director - WBIG/WWDC | 5-6, 8, 11-13, 15, 17, 20-23, 28, 30-32, 34-35, 37-38, 40 | 17 | |
| Sales Support | 2, 5-8, 11-13, 15, 18, 20-23, 28, 30-32, 34-35, 37-38, 40 | 18 | |

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| RS Number | RS Information | Source Entitled to Vacancy Notification? (Yes/No) | No. of Interviewees Referred by RS Over Reporting Period | |
|--------------|---|--|---|--|
| 1 | All Access 24955 Pacific Coast Highway, C303 Malibu, California 90265 n/a n/a Manual Posting | N | 0 | |
| 2 | Baltimore Vet Center 1777 Reisterstown Road Suite 199 Baltimore, Maryland 21208 Phone: 410-764-9400 Url: http://www.2.va.gov Fax: 1-410-764-7780 Paula Wolff | N | 0 | |
| 3 | Careerbuilder.com c/o Wilson HCG 400 N Ashley Dr #3000 Tampa, Florida 33602 Kristine Diamonti Manual Posting | N | 0 | |
| 4 | 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 | |
| 5 | 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 | |
| 6 | Forty Plus of Greater Washington 1718 P Street NW Washington DC, Washington 20036 Phone: 202-387-1582 Url: http://www.40plus-dc.org Email: jobpostings@40plusdc.org Fax: 1-202-387-7669 Career Services | N | 0 | |

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| RS Number | PS Intermetion | | No. of Interviewees Referred by RS Over Reporting Period |
|---|---|---|---|
| 7 | George Mason University 4400 university Drive – M/S 3 B6 Fairfax, Virginia Phone: 703-993-4021 Url: http://www.gmu.edu/ Email: jbarrice@gmu.edu Fax: 1-703-993-2361 James Barricelli | N | 0 |
| 8 | 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 |
| 9 | Georgetown University 37th and O Street NW Washington DC, Washington 20057 | | 0 |
| 10 | Greater Washington Workforce Development Collaborative 1201 15th Street NW Suite 420 Washington, District of Columbia 20005 Greater Washington Workforce Development Manual Posting | N | 0 |
| Hispanic Committee of Virginia 5827 Columbia Pike Suite 200 Falls Church, Virginia 22041 Phone: 703.671.5666 Url: http://www.hcva.org Email: sclavijo@hcva.org Fax: 1-703-671-2325 Stella Clavijo | | 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 |
|--------------|---|--|---|
| 12 | 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 |
| 13 | 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 |
| 14 | Indeed.com - Not Directly Contacted by SEU | N | 2 |
| 15 | Inside Radio Texas Phone: 800-640-8852 Email: genemckay@insideradio.com Gene McKay | N | 0 |
| 16 | Internal Candidate | N | 1 |
| 17 | Internal Hire | N | 1 |
| 18 | Internal Transfer/Promotion | N | 4 |
| 19 | Internet Ad-not directly contacted by SEU | N | 1 |
| 20 | 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 |
| 21 | 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 | |
|--------------|---|--|---|--|
| 22 | 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 | |
| 23 | Lehigh University, Center for Journalism Coppee Hall 33 Coppee Dr. Bethlehem, Pennsylvania 18015 Phone: 610-758-6198 Email: rcf2@lehigh.edu Fax: 1-610-758-4454 Jack Lule | N | 0 | |
| 24 | LinkedIn c/o Wilson HCG 400 N Ashley Drive #3000 Tampa, Florida 33602 Kristine Diamonti Manual Posting | N | 1 | |
| 25 | LinkedIn / Word of Mouth | N | 2 | |
| 26 | 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 | |
| 27 | On Air Announcements (One or More SEU Stations) 1801 Rockville Pike 5th floor Rockville, Maryland 20852 Phone: 240-747-2706 Alice Pollock Manual Posting | N | 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 | |

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| RS Number | RS Information | Source Entitled to Vacancy Notification? (Yes/No) | No. of Interviewees Referred by RS Over Reporting Period |
|--------------|--|--|---|
| 29 | RAMP (Radio and Music Pros) Los Angeles, California Kevin Carter Manual Posting | 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 | Southeast Asian Resource Action Center 1628 16th Street NW 3rd Floor Washington DC, Washington 20009 Phone: 202-667-4690 Url: http://www.searac.org Email: searac@searac.org Fax: 1-202-667-6449 Fam Sawchao | N | 0 |
| 32 | Towson University Career Center 7800 York Road Suite 206 Towson, Maryland 21252 Phone: 410-704-2233 Url: http://www.towson.edu/careercenter Email: careercenter@towson.edu Fax: 1-410-704-4359 Corey Dunning | N | 0 |
| 33 | Twitter c/o Wilson HCG 400 N Ashley Drive #3000 Tampa, Florida 33602 Kristine Diamonti Manual Posting | N | 0 |
| 34 | 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 |

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| United Planning Organization 301 Rhoda Island Avenue NW Washington DC, Washington 20001 Phone: 202-238-4600 Url: http://www.upo.org Email: info@upo.org Regina Parker University of District of Columbia 4200 Connecticut Ave NW Washington DC, Washington 20008 Phone: 202-274-5800 Url: http://www.udc.edu Email: doneviere,battle@udc.edu Lydia Williams 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 Women Empowered Against Violence 1422 K Street NW Washington DC, Washington 20005 Phone: 202-452-9550 Url: http://www.wavevincorp.com Email: weavedcinfo@gmail.com Fax: 1-202-452-8255 Liz Harens 39 Word of Mouth Referral N 6 www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 40 Phone: 336-553-0620 N 0 0 | RS Number | RS Information | Source Entitled to Vacancy Notification? (Yes/No) | No. of Interviewees Referred by RS Over Reporting Period |
|--|--------------|---|--|---|
| A200 Connecticut Ave NW Washington DC, Washington 20008 Phone : 202-274-5800 | 35 | 301 Rhoda Island Avenue NW Washington DC, Washington 20001 Phone: 202-238-4600 Url: http://www.upo.org Email: info@upo.org | N | 0 |
| 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 Women Empowered Against Violence 1422 K Street NW Washington DC, Washington 20005 Phone : 202-452-9550 Url : http://www.weaveincorp.com Email : weavedcinfo@gmail.com Fax : 1-202-452-8255 Liz Harens So | 36 | 4200 Connecticut Ave NW Washington DC, Washington 20008 Phone: 202-274-5800 Url: http://www.udc.edu Email: doneviere,battle@udc.edu | N | 0 |
| 1422 K Street NW Washington DC, Washington 20005 Phone : 202-452-9550 Url : http://www.weaveincorp.com Email : weavedcinfo@gmail.com Fax : 1-202-452-8255 Liz Harens | 37 | 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 | N | 0 |
| www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 40 Phone: 336-553-0620 N 0 | 38 | Women Empowered Against Violence 1422 K Street NW Washington DC, Washington 20005 Phone: 202-452-9550 Url: http://www.weaveincorp.com Email: weavedcinfo@gmail.com Fax: 1-202-452-8255 Liz Harens | N | 0 |
| 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 40 Phone: 336-553-0620 N 0 | 39 | Word of Mouth Referral | N | 6 |
| Url: http://www.mediagignow.com Email: customerservice@mediagignow.com MediaGigNow.com | 40 | 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone: 336-553-0620 Url: http://www.mediagignow.com Email: customerservice@mediagignow.com | N | 0 |

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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 | 7/11/2019 | Participation in events or programs sponsored by educational institutions | Our SEU took a group of middle school students from Bridges Program at St. Paul's on a tour of our studios and soundstage learned about careers in radio sales, traffic, promotions, programming and finance departments. | 3 | Event Specialist Finance Specialist RVP of Operations TTWN |
| 2 | 7/22/2019 | Participation in events or programs sponsored by educational institutions | Our SEU hosted a group of students from various HBCU's in the DC area who are interested in radio & communcations. The group was given a tour of the studios and learned about careers in radio sales, promotions, programming and finance departments. | 1 | Event Specialist Traffic Manager Marketing Director |
| 3 | 12/20/2019 | Participation in events or programs sponsored by educational institutions | Charles H Colgan HS tour - winner of WASH contest | 1 | Promotions |
| 4 | 2/28/2020 | Participation in events or programs sponsored by educational institutions | Our SEU participated in a career day at Richard Montgomery High School along with 130 other presenters. Gave a presentation on experience working in radio and how to start your career in the field. | 1 | HOT995 DJ |
| 5 | 3/4/2020 | Participation in events or programs sponsored by educational institutions | Ballou HS Studio Tour | 1 | Promotion Event Manager |
| 6 | 4/28/2020 | | In April, 2020, one of our SEUs Managers took the Value Diversity Training Course provided by iHeartMedia Learning Center. The online course emphasized the many ways in which a diverse workforce and a culture of inclusion are a source of strength for an organization. | 1 | VP Intergrated sales |