| Longer - Term Recruiting Initiatives |                         |  |  |                        |   |
|--------------------------------------|-------------------------|--|--|------------------------|---|
|                                      |                         |  | Cox Media Group - San Antonio Radio<br>KCYY, KKYX, KONO-FM/AM, KTKX, KSMG, KISS  |                        |   |
| April 1, 2017 - March 31, 2018       |                         |  |  |                        |   |
| No.                                  | Date                    | Initiative   | Description  | Scope of Involvement   | Personnel Involved  |
| 1                                    | On-going                | Diverse Job Bank Career Listings -<br>America's Job Exchange | Cox entered into agreement to post all external Job Openings<br>through America's Job Exchange, as well as 4500 affiliated career<br>websites through Direct Employers.  | Broad Outreach         | Cox Talent Acquisition Team   |
| 2                                    | On-going                | Sales Training Program -<br>Center for Sales Strategy        | Sales employees attend training programs to further develop sales<br>skills. Sessions held throughout the year on several different areas<br>of training both on-line and in classroom environment.  | Training Program       | Various sales employees<br>selected each training<br>program.   |
| 3                                    | April 3-June 9,<br>2017 | Cox Mentoring Program  | Co-mentoring program available to all staff; 10 week program with 10<br>employees from San Antonio participating. The goal of the program<br>is to aide employee access to different generations, technology,<br>ideas and departments.  | )<br>Mentoring Program | Ben Reed, Wes Parker,<br>Everett Thompson, Chris<br>Sifuentes, Shawn Morris,<br>Keith Hastings, Stacie<br>Schroeder, Adam Michaels,<br>Justin Shiner, Jim Dyer,<br>Rebecca Gutz, George<br>Hamilton, Tammie Thompson,<br>Ryan Chadek, Jared Sanchez,<br>Roger Allen, Yvonne<br>Gutierrez, Jenny Lee, Aimee<br>Shiner, Jeff Garrison |
| 4                                    | July 5-7, 2017          | LULAC Career Fair  | Participated in the LULAC Career Fair, which offered employers the opportunity to recruit jobseekers within the Latino community. The three day event provided educational and career developmental opportunities from federal agencies. Members of San Antonio Radio staffed a booth, discussed career opportunities with participants and handed out employment information.   |                        | Jay Hickman, Tori Finch,<br>Jennifer Schultz  |
| 5                                    | Nov. 8, 2017            | "Day In A Life" College Challenge                            | Students from Texas A&M University, University of Texas, and Our<br>Lady of the Lake University participated in a "Day in a Life" college<br>challenge. Students spend the morning learning about the different<br>departments and positions in radio. In the afternoon, we present<br>them with a "challenge" and take them through the Design Thinking<br>process. Each team makes a presentation that is judged. The<br>winning team receives \$500 for each student for their education. | Mentoring Program      | Roger Allen, Julie Busse,<br>Ryan Chadek, Sara Chadek,<br>Ric Gonzalez, Rebecca Gutz,<br>Brandi McDaniel, Shawn<br>Morris, Lena Rodriguez,<br>Jennifer Schultz, Kristi<br>Lawson  |
| 6                                    |                         | Texas State Communications Job Fair                          | Participated in the Texas State Communications Job in San Marcos,<br>TX. A leader answered questions about the company, discussed<br>career opportunities with participants and handed out employment<br>information.  |                        | Roger Allen   |