

Exhibit 1

EEO Public File Report for 2016-2017 Reporting Period

Townsquare Media of Lafayette, LLC.  
Equal Employment Opportunity Public File Report  
KTDY-FM, KPFL-FM, KROF-AM, KPFL-AM, KMDL-FM, KHXT-FM  
01/28/2016-01/27/2017

POSITIONS FILLED DURING THE REPORTING PERIOD

Job Title	Sources Used to Fill Position (Numbers correspond to the numbers used in the Recruitment Source List)	Source Referring Hiree
ACCOUNT EXECUTIVE	1-26,31,32,36-39	28
ACCOUNT EXECUTIVE	1-26,31,32,36-39	29

Townsquare Media of Lafayette, LLC.  
 Equal Employment Opportunity Public File Report  
 KTDY-FM, KPFL-FM, KROF-AM, KPFL-AM, KMDL-FM, KHXT-FM  
 01/28/2016-01/27/2017

RECRUITMENT SOURCE LIST

No.	Recruitment Source (Name, address, contact person, telephone number)	Entitled to Vacancy Notification (Y/N)	No. Interviewees Referred During Reporting Period by Source
1	NAACP Contact: Janelle Chagois 604 St. John Street Lafayette, LA 70501 337-233-4262	No	0
2	United Negro College Fund Contact: Sylvia Walker 8260 Willow Oaks Corporate Drive Fairfax, VA 22031 225-820-0165	No	0
3	Urban League of New Orleans Contact: Gilda Ebanks 2912 Canal Street New Orleans, LA 70119 504-620-2332	No	0
4	National Council of Negro Women Contact: Pamela White PO Box 8013 New Orleans, LA 70182 504-827-0050	No	0
5	Army Career and Alumni Program Email: jean.c.gravesciv@mail.mil 7950 Alabama Avenue, Bldg. 2155, Ste. 105 Fort Polk, LA 71459 337-531-1591	No	0

6	<p>LSU</p> <p>Contact: Amy Caillouet</p> <p>1502 Patrick F Taylor Hall Baton Rouge, LA 70803</p> <p>225-578-2162</p>	No	0
7	<p>Website: lafayetteradioadvertising.com</p> <p>Contact: Dave Landry</p> <p>1749 Bertrand Drive Lafayette, LA 70506</p> <p>337-233-6000</p>	No	0
8	<p>LAB</p> <p>Contact: Polly Price Johnson</p> <p>www.broadcasters.org</p> <p>660 Florida Street Baton Rouge, LA 70801</p> <p>225-267-4522</p>	No	0
9	<p>Southern University of Baton Rouge</p> <p>Contact: Tamara Montgomery</p> <p>PO Box 10400 Baton Rouge, LA 70813</p> <p>225-771-4500</p>	No	0
10	<p>Southeastern University</p> <p>Contact: Stormy Bougeois</p> <p>548 Western Avenue Hammond, LA 70402</p> <p>website: www.selu.edu/career</p> <p>985-549-2121</p>	No	0
11	<p>McNeese State University</p> <p>Contact: Cheryl Bellard</p> <p>4205 Ryan Street Lake Charles, LA 70609</p> <p>website: mcneese.edu/career</p> <p>337-475-5612</p>	No	0
12	<p>Delgado Community College</p> <p>Contact: Brian Simon</p> <p>615 City Park Avenue New Orleans, LA 70119</p> <p>email: bsimon@dcc.edu</p> <p>504-671-5000</p>	No	0
13	<p>Our Lady of Holy Cross College</p> <p>Contact: Jennifer Tubwell</p> <p>4123 Woodland Drive New Orleans, LA 70131</p> <p>email: jtubwell@olhcc.edu</p> <p>504-394-7744</p>	No	0

14	Southern University of New Orleans Contact: Joe Marion 6400 Press Drive New Orleans, LA 70126 email: jmarion@suno.edu 504-286-5389	No	0
15	LA Works/Department of Labor Contact: Greg Ganier 1001 N. 23rd Street Baton Rouge, LA 70802 337-948-1377	No	0
16	Allaccess.com POST ONLINE	No	0
17	AMFMJOBS.COM Contact: Mark Holloway PO Box 4116 Oceanside, CA 92052 800-374-0119	No	0
18	University of Louisiana at Lafayette Contact: Kim Billeadeau 104 E. University Avenue Lafayette, LA 70504 337-262-5300 website: careerservices.louisiana.edu	No	0
19	Remington College Contact: Melanie Wallace 118 Rue Fontaine Lafayette, LA 70508 337-981-4010 email: melanie.wallace@remingtoncollege.edu	No	0
20	Grambling University Contact: Johnny Patterson 403 Main Street Grambling, LA 71245 318-274-2346 email millagea@gram.edu	No	0

21	Allaboutcountry.com Contact: Kim Hennes 311 E. Center Avenue Lake Bluff, IL 60044 910-520-9154 email kim@allaboutcountry.com	No	0
22	Traffic Directors Guild of America Contact: Larry Keene 26000 Avenida Aeropuerto Bldg. 114 San Juan Capistrano, CA 92675 949-429-7063 email: tdga@earthlink.net	No	0
23	Freeman School of Business-Tulane Contact: Ira Soloman 7 McAlister Drive Tulane University New Orleans, LA 70118 504-865-5000 email: careers@tulane.edu	No	0
24	Glass Media Contact: James Glass 18920 Misty Lake Drive Cleveland, OH 44136 440-539-0234 radiowatch@glassmedia.biz	No	0
25	Louisiana College Contact: Mercer 1140 College Drive Pineville, LA 71360 318-487-7011 email: mercer@lacollege.edu	No	0
26	LSU Shreveport Contact: Gina Starnes One University Place Room 230 Shreveport, LA 71115 318-797-5062 fax: 318-797-5366	No	0
27	In House Recruitment Contact: Mike Grimsley 1749 Bertrand Drive Lafayette, LA 70506 337-233-6000	No	3

28	KTDY FM, KFTE FM, KHXT FM, KMDL FM, KPEL FM, KPEL AM, KROF AM Contact: Ellen Hopper 1749 Bertrand Drive Lafayette, LA 70506 337-233-6000	No	1
29	Referred by Friend	No	0
30	Professional Reference	No	1
31	Louisiana State University at Eunice Contact: Atina Wright PO Box 1129 Room A-102 Eunice, LA 70535 337-550-1430	No	0
32	National Alliance of State Broadcasters Association website: careerpage.org	No	0
33	Walk In	No	0
34	UL Job Fair Contact: Kim Billeaudeau 104 E. University Avenue Lafayette, LA 70504 337-262-5300	No	0
35	LEDA Job Fair Contact: Ryan Lagrange 211 E. Deval Court Lafayette LA 70506 337-593-1400	No	0
36	Louisiana Job Connection-louisianajobconnection.com POC: Lisa O'Beirne Ryan @ lisa.ryan@la.gov	No	0
37	RAB Contact: Bob Lawrence 1320 Greenway Drive, Ste. 500 Dallas, TX 75038 888-276-2729 email: blawrence@rab.com	No	0
38	INDEED.COM	NO	0
39	LINKED IN	NO	1
	<b>TOTAL INTERVIEWEES DURING 12 MONTH PERIOD</b>		<b>6</b>

Townsquare Media of Lafayette, LLC.  
 Equal Employment Opportunity Public File Report  
 KTDY-FM, KPEL-FM, KROF-AM, KPEL-AM, KMDL-FM, KHXT-FM  
 01/28/2016-1/27/2017

**OUTREACH INITIATIVES**

No.	Type of Outreach Initiative (i.e. internship, job fair, etc.)	Brief Description of Activity (Include date, description of event, nature of SEU's participation in event, and title of station personnel involved)
1	Sponsorship of Job Fair	On Wednesday, February 17, 2016, Townsquare Media Lafayette sponsored Career Connections, a job fair. This job fair is a career day for Acadiana area high school's, 10th graders. Businesses host interactive booths for students to get a better understanding of what industries have to offer.
2	EEO Training of Management	Throughout 2016, our EEO Coordinator, discussed with all of the Brand Managers the procedure for the public file. She covered information regarding public inquiry into viewing the public file and procedures that should be followed to ensure FCC compliance. In attendance were our Operations manager, and Brand Managers
3	Event with Educational Institution	Townsquare Media opened its doors to the University of Louisiana's Communication Students, the tour was led by our General Manager. We walked them thru each station's studio explaining the duties there, also walked thru the business side explaining what each position is required to do. answered any question that came up in each department.
4	Internship Program	Townsquare Media has an established internship program worked out with our local University in which students are allowed to receive credit for their internship through this accredited University's program. This year we had 2 interns take part in this program.
5	Event with Educational Institution	On Sunday, March 8th, KMDL The Dawg led the cub scout pack 455 and their parent, from Broussard, he walked them around the building showing them each station and then sat down and explained the board and how it works. Also let them record their voices on Adobe pretending they were DJ's.
6	Sponsorship of Job Fair	Townsquare Media sponsored the 2016 University of Louisiana Career Fair. We ran a total of 287 commercials promoting the fair on all 7 seven stations during September 19th to October 2, 2016. This job fair allows UL students to gain access to valuable internship opportunities that help advance their careers.
7	Job Fair	Townsquare Media Attended the LEDA Job Fair on May 10th, 2015 from 9am to 3pm at the Cajundome Convention Center. We had the opportunity to meet with hundreds of job seekers. We collected 61 resumes/applications. In attendance were: Our Promotions Director, General Manager, Director of Sales, Sales Manager and KPEL FM Brand Manager.
8	Event with Educational Institution	On July 27, 2016 Our Promotions Director and KPEL FM Brand Manager, toured the station's studios and Business Department with a group of student that attended the Acadiana Symphony Orchestra Summer camp.
9	Job Shadowing	On January 18, 2017 we had a job shadower walk in interested to go to college for communications, he worked with KTDY, Disc Jockey toured with him the business side as well.



Exhibit 2

EEO Public File Report for 2017-2018 Reporting Period

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POSITIONS FILLED DURING THE REPORTING PERIOD

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ACCOUNT EXECUTIVE	1-26,31,32,36-40	39

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2	United Negro College Fund**Returned Mail** Contact: Sylvia Walker 8260 Willow Oaks Corporate Drive Fairfax, VA 22031 225-820-0165	No	0
3	Urban League of New Orleans Contact: Gilda Ebanks 2912 Canal Street New Orleans, LA 70119 504-620-2332	No	0
4	National Council of Negro Women Contact: Pamela White PO Box 8013 New Orleans, LA 70182 504-827-0050	No	0
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36	Louisiana Job Connection- <a href="http://louisianajobconnection.com">louisianajobconnection.com</a> POC: Lisa O'Beirne Ryan @ <a href="mailto:lisa.ryan@la.gov">lisa.ryan@la.gov</a>	No	0
37	RAB Contact: Bob Lawrence 1320 Greenway Drive, Ste. 500 Dallas, TX 75038 888-276-2729 email: <a href="mailto:blawrence@rab.com">blawrence@rab.com</a>	No	0
38	INDEED.COM	NO	0
39	LINKED IN	NO	3
40	<a href="mailto:GLASSDOOR/melina.gozzo@townsquaremedia.com">GLASSDOOR/melina.gozzo@townsquaremedia.com</a>	NO	1
	<b>TOTAL INTERVIEWEES DURING 12 MONTH PERIOD</b>		12

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OUTREACH INITIATIVES

No.	Type of Outreach Initiative (i.e. internship, job fair, etc.)	Brief Description of Activity (Include date, description of event, nature of SEU's participation in event, and title of station personnel involved)
1	Sponsorship of Job Fair	On Wednesday, January 25, 2017, Townsquare Media Lafayette sponsored Career Connections, a job fair. This job fair is a career day for Acadiana area high school's, 10th graders. Businesses host interactive booths for students to get a better understanding of what industries have to offer.
2	EEO Training of Management	Throughout 2017, our EEO Coordinator, discussed with all of the Brand Managers, Director of Sales, Sales Manager the procedure for the public file. She covered information regarding public inquiry into viewing the public file and procedures that should be followed to ensure FCC compliance.
6	Sponsorship of Job Fair	on April 10th, Townsquare Media sponsored the 2017 University of Louisiana Business and Breakfast. This breakfast allowed us to meet with Mass Communication and Marketing students from UL. It helped them to gain access to valuable internship and gather information about job info and opportunities that help advance their careers.
7	Job Fair	Townsquare Media Attended the LEDA Job Fair on May 9th, 2017 at the Cajundome Convention Center. We had the opportunity to meet with hundreds of job seekers. We collected 52 resumes. In attendance were: Our Promotions Director, General Manager, Director of Sales, Sales Manager and KPFL FM Brand Manager.
8	Event with Educational Institution	Our Daddy/Daughter contest winners were toured around our station by our Sales Assistant, Operations Manager, and KTDY Program Director.
9	Job Shadowing	On March 15, 2017 we had a job shadower walk in interested to go to college for communications, he worked with KTDY, Disc Jockey toured with him the business side as well.



Exhibit 3

TOTAL NUMBER OF INTERVIEWEES FOR EACH FULL-TIME VACANCY

01/29/2016 - 01/27/2017

**Account Executive Numbers 1**

**Date hired: 07/11/2016**

Professional Reference – 1

In House Recruitment – 1

KTDY FM, KFTE FM, KHXT FM, KMDL FM, KPEL FM, KPEL AM, KROF AM – 1

**Account Executive Numbers 2**

**Date hired: 10/18/2016**

In House Recruitment – 2

LinkedIn – 1

TOTAL NUMBER OF INTERVIEWEES FOR EACH FULL-TIME VACANCY

01/29/2017 - 01/27/2018

\*\*\* Although there was only one vacancy, two executives were hired

**Account Executive Number 1**

**Date hired: 8/21/2017**

LinkedIn – 1

Glassdoor – 1

LEDA Job Fair – 1

Walk In – 1

KTDY FM, KFTE FM, KHXT FM, KMDL FM, KPEL FM, KPEL AM, KROF AM – 1

In House Recruitment – 1

**Account Executive Number 2**

**Date hired: 9/15/2017**

LinkedIn – 2

Walk In – 2

In House Recruitment – 2

Exhibit 4

Documentation of Recruitment for Vacancies

The following documents are samples of what was sent to each of the organizations listed.  
Please let us know if you would like to receive copies of all of the letters sent.



February 17, 2016

Hispanic Chamber of Commerce  
Attn: Darlene Kattan  
PO Box 58031  
Metairie, LA 70158

Townsquare Media of Lafayette, LA currently has an opening for a full time Media and Digital Sales Executive. We would greatly appreciate if you could please post this opening within your office, for anyone who may be interested.

**Townsquare Media Group  
LA, United States (Lafayette)**

Townsquare Media Lafayette includes well-known brands like 99.9 KTDY, 97.3 The Dawg, Hot 107.9, 105.1 Planet Radio, 96.5 KPEL, Talk Radio 960, and ESPN Sports Radio.

## **JOB OPENING:**

### **Media and Digital Sales Executive**

Are you Commission Driven? Have a sense of what it takes to win? If you want to grow professionally, can move at the speed of light and still have fun - Well then we want to talk with you.

Townsquare Media Lafayette is looking for a dynamic Sales Executive to join our media and digital advertising team. You will be selling local advertising for our innovative stations.

**PLEASE CLICK ON LINK BELOW TO APPLY:**

Link to apply is <http://www.townsquaremedia.com/careers>

## Responsibilities

- Promote and sell advertising programs which may include local radio, digital products such as display, streaming, loyalty programs, e-commerce, and digital marketing services
- Leverage our live event platform to sell sponsorship and sales programs to new and existing clients
- Create new relationships with local and regional businesses in our area
- Inquiring and crafting advertising programs for your clients, both new and existing
- Work with local and corporate marketing teams to develop campaign support materials
- Responsible to accurately project revenues, meet and exceed monthly budgets for all product lines and overachieve annual budgets
- Enters new customer data and other sales contract details for station clients into computer database
- Follow accountabilities set forth by your Sales Manager to help guide you to success achieving monthly sales quotas consistently
- Provide insight and value to executive management to shape the future of our organization

## Qualifications

- Goal oriented and a sense of what it takes to win is essential
- Strong desire to be coached, mentored, and developed while comfortable being an individual contributor
- Comfortable with prospecting and cold calling
- Candidates must demonstrate passion for sales
- Ability to engage clients quickly and develop rapport
- Must be proficient at conducting needs analysis
- Excellent communication and problem-solving skills
- Previous sales experience preferred
- Broadcast/digital sales experience a plus
- Associates/Bachelor's business/marketing-related degree or equivalent experience

**PLEASE CLICK ON LINK BELOW TO APPLY:**

Link to apply is <http://www.townsquaremedia.com/careers>

OR- you can mail resume to:  
Townsquare Media Group, ATTN: Pam Begnaud  
1749 Bertrand Dr.  
Lafayette, LA 70506

## About Us

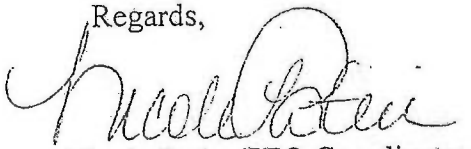
Townsquare Media Group is a diversified media, entertainment and digital marketing services company that owns and operates radio, digital and live event properties. The Company specializes in creating and distributing original entertainment, music and lifestyle content. Its assets include 312 radio stations and over 325 local companion websites in 66 small to mid-sized markets, making it the third largest owner of radio stations, a national portfolio of music and entertainment digital properties reaching over 50 million US unique visitors monthly, including Taste of Country, Diffuser.fm, Ultimate Classic Rock, Loudwire, The FW, GuySpeed, ScreenCrush and PopCrush, approximately 500 live music and non-music events annually, and Seize the Deal, an E-commerce business.

**PLEASE CLICK ON LINK BELOW TO APPLY:**

Link to apply is <http://www.townsquaremedia.com/careers>

OR- you can mail resume to:  
Townsquare Media Group, ATTN: Pam Begnaud  
1749 Bertrand Dr.  
Lafayette, LA 70506

Regards,



Nicole Patin, EEO Coordinator

**TOWNSQUARE MEDIA BROADCASTING, LLC MAINTAINS A DRUG-FREE WORKPLACE AND IS AN EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER. APPLICANTS MUST BE ELIGIBLE TO WORK IN THE U.S. EQUAL OPPORTUNITY EMPLOYMENT POLICY**

The Company provides equal employment opportunities to all employees and applicants without regard to race, color, religious creed, sex, national origin, ancestry, citizenship status, pregnancy, childbirth, physical disability, mental disability, age, military status or status as a Vietnam-era or special disabled veteran, marital status, registered domestic partner or civil union status, gender (including sex stereotyping and gender identity or expression), medical condition (including, but not limited to, cancer related or HIV/AIDS related) or sexual orientation in accordance with applicable federal, state and local laws. In addition, the Company complies with applicable state and local laws governing nondiscrimination in employment in every location in which the Company has facilities. This policy applies to all terms and conditions of employment, including, but not limited to, hiring, placement, promotion, termination, and layoff, recall, and transfer, leaves of absence, compensation and training.





February 17, 2016

Urban League of New Orleans  
Attn: Gilda Ebanks  
2912 Canal St.  
New Orleans, LA 70119

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**PLEASE CLICK ON LINK BELOW TO APPLY:**

Link to apply is <http://www.townsquaremedia.com/careers>



February 17, 2016

Army Career and Alumni Program  
Attn: Tami Culbreath  
7950 Alabama Ave., Bldg. 2155, Ste. 105  
Fort Polk, LA 71459

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February 17, 2016

LSU

Attn: Amy Caillouet  
1502 Patrick F. Taylor Hall  
Baton Rouge, LA 70803

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### **Media and Digital Sales Executive**

Are you Commission Driven? Have a sense of what it takes to win? If you want to grow professionally, can move at the speed of light and still have fun - Well then we want to talk with you.

Townsquare Media Lafayette is looking for a dynamic Sales Executive to join our media and digital advertising team. You will be selling local advertising for our innovative stations.

**PLEASE CLICK ON LINK BELOW TO APPLY:**

Link to apply is <http://www.townsquaremedia.com/careers>



February 17, 2016

Southern University of Baton Rouge  
Attn: Tamara Montgomery  
PO Box 10400  
Baton Rouge, LA 70813

Townsquare Media of Lafayette, LA currently has an opening for a full time Media and Digital Sales Executive. We would greatly appreciate if you could please post this opening within your office, for anyone who may be interested.

**Townsquare Media Group  
LA, United States (Lafayette)**

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February 17, 2016

United Negro College Fund  
Attn: Sylvia Walker/Job Postings  
1805 7<sup>th</sup> St. NW  
Washington, DC 20001

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February 17, 2016

**Southeastern University**  
**Attn: Stormy Bougeois**  
**548 Western Ave.**  
**Hammond, LA 70402**

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Southern University of New Orleans  
Attn: Joe Marion  
6400 Press Dr.  
New Orleans, LA 70126

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## Media and Digital Sales Executive - Lafayette, LA

Sales/Business Development | Lafayette, LA, United States

Like

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- Enters new customer data and other sales contract details for station clients into computer database
- Follow accountabilities set forth by your Sales Manager to help guide you to success achieving monthly sales quotas consistently
- Provide insight and value to executive management to shape the future of our organization

### Qualifications

- Goal oriented and a sense of what it takes to win is essential
- Strong desire to be coached, mentored, and developed while comfortable being an individual contributor
- Comfortable with prospecting and cold calling
- Candidates must demonstrate passion for sales
- Ability to engage clients quickly and develop rapport
- Must be proficient at conducting needs analysis
- Excellent communication and problem-solving skills
- Previous sales experience preferred
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## MEDIA AND DIGITAL SALES EXECUTIVE

Townsquare Media – Lafayette, LA

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Candidates

0

New

0

Reviewed

0

Phone  
Screened

0

Interviewed

0

Offer Made

0

Hired

0

Rejected

Views: 0

Candidates: 0

Status: Open – [pause](#)

Created: Feb 19

This job will be visible on Indeed shortly.

[View all \(excluding Rejected\) – Add Candidate](#)

### Job Description

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Townsquare Media Group, ATTN: Pam Begnaud

1749 Bertrand Dr.

Lafayette, LA 70506

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Job Type: Full-time

Required education:

- Associate

We have set up application questions for your job.

Candidates will be asked to give a "yes" or "no" response to the following questions:

- Have you completed the following level of education: **Associate?**



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# MEDIA AND DIGITAL SALES EXECUTIVE NEEDED

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**No voiceover, voicetracking, or other business plugs, please!**

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## MEDIA AND DIGITAL SALES EXECUTIVE NEEDED

Dbby becky2014 » Fri Feb 19, 2016 2:13 pm

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Townsquare Media Group, ATTN: Pam Begnaud  
1749 Bertrand Dr.  
Lafayette, LA 70506  
Regards,

Nicole Patin, EEO Coordinator  
becky2014

Posts: 2  
Joined: Mon Jun 16, 2014 8:59 am  
Private message  
Top

1 post • Page 1 of 1

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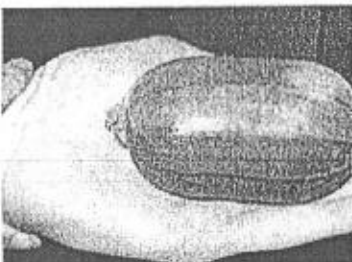
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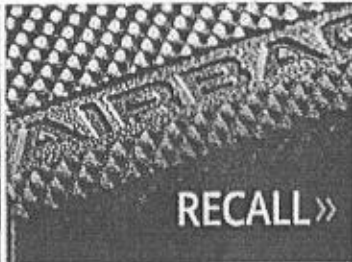
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The following documents are samples of what was sent to each of the organizations listed.  
Please let us know if you would like to receive copies of all of the letters sent.



June 15, 2016

**LEDA**  
**Attn: Ryan Lagrange**  
**211 East Deval Court**  
**Lafayette, LA 70506**

Townsquare Media of Lafayette, LA currently has an opening for a full time Media and Digital Sales Executive. We would greatly appreciate if you could please post this opening within your office, for anyone who may be interested.

Regards,

A handwritten signature in cursive script, appearing to read "Nicole Patin".

Nicole Patin, EEO Coordinator



## Responsibilities

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Nicole Patin, EEO Coordinator

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The Company provides equal employment opportunities to all employees and applicants without regard to race, color, religious creed, sex, national origin, ancestry, citizenship status, pregnancy, childbirth, physical disability, mental disability, age, military status or status as a Vietnam-era or special disabled veteran, marital status, registered domestic partner or civil union status, gender (including sex stereotyping and gender identity or expression), medical condition (including, but not limited to, cancer related or HIV/AIDS related) or sexual orientation in accordance with applicable federal, state and local laws. In addition, the Company complies with applicable state and local laws governing nondiscrimination in employment in every location in which the Company has facilities. This policy applies to all terms and conditions of employment, including, but not limited to, hiring, placement, promotion, termination, and layoff, recall, and transfer, leaves of absence, compensation and training.



June 15, 2016

NAACP  
Attn: Janelle Chagois  
604 St. John St.  
Lafayette, LA 70501

Townsquare Media of Lafayette, LA currently has an opening for a full time Media and Digital Sales Executive. We would greatly appreciate if you could please post this opening within your office, for anyone who may be interested.

Regards,

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Nicole Patin, EEO Coordinator



June 15, 2016

United Negro College Fund  
Attn: Sylvia Walker  
1805 7<sup>th</sup> St. NW  
Washington, DC 20001

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Nicole Patin, EEO Coordinator



**June 15, 2016**

**Hispanic Chamber of Commerce  
ATTN: Darlene Kattan  
PO Box 58031  
Metairie, LA 70158**

Townsquare Media of Lafayette, LA currently has an opening for a full time Media and Digital Sales Executive. We would greatly appreciate if you could please post this opening within your office, for anyone who may be interested.

Regards,

A handwritten signature in dark ink, appearing to read "Nicole Patin". The signature is fluid and cursive, with a large initial "N" and "P".

Nicole Patin, EEO Coordinator



**June 15, 2016**

**Urban League of New Orleans  
Attn: Gilda Ebanks  
2912 Canal St.  
New Orleans, LA 70119**

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Regards,

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Nicole Patin, EEO Coordinator



June 15, 2016

**National Council of Negro Women**  
**Attn: Pamela White**  
**PO Box 8013**  
**New Orleans, LA 70182**

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June 15, 2016

**Army Career and Alumni Program  
Attn: Tami Culbreath  
7950 Alabama Ave., Bldg. 2155, Ste 105  
Fort Polk, LA 71459**

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Nicole Patin, EEO Coordinator



**Nicole Patin**

---

**From:** Nicole Patin  
**Sent:** Wednesday, June 15, 2016 4:13 PM  
**To:** Mallory Blaszcak  
**Subject:** job opening- Media and Digital Sales Executive

Good Afternoon Mallory-

Lafayette, LA has a job opening for a full time Media and Digital Sales Executive, can you please post this opening to jobvite for us?

Will you need script for it? Or do you have some you can use?

**Nicole Patin**  
**Traffic Assistant**  
**Townsquare Media Group**  
**Ph. 337.233-6000 Ext.219**  
**E-MAIL: [nicole.patin@townsquaremedia.com](mailto:nicole.patin@townsquaremedia.com)**  
**[www.townsquaremediagroup.com](http://www.townsquaremediagroup.com)**

Townsquare Media does not discriminate in advertising sales based on race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, will be rejected.



Home Stations Sales Teams More

## Job Opportunities

### Account Executive/Sales Person

Townsquare Media, a group of seven Lafayette radio stations is accepting applications for a salesperson. This position will be filled with a person that brings to the table a high level of enthusiasm, experience in advertising sales on a local and agency level, a track record of success in new business development, a positive attitude, professional demeanor and a willingness to learn and implement our system for achieving the results our advertisers expect.

#### Essential Duties and Responsibilities

- Promote and sell radio advertising, digital products, events and promotional programs to existing clients on your account list.
- Develop additional accounts by consistently cold-calling and creating relationships with new advertising customers.
- The majority of your time will be spent on the street meeting, inquiring and crafting advertising programs for your clients, both new and existing.
- Prepares advertising schedules, promotional plans, sales literature, proposals, and sales contracts.
- Responsible to accurately project revenues, meet and exceed monthly budgets for all product lines and overachieve annual budgets.
- Enters new customer data and other sales contract details for station clients into computer database.
- Follow accountabilities set forth by your Sales Manager to help guide you to success.
- Investigates and resolves client issues.

Like 77

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### EEO

Townsquare Media Lafayette is an Equal Employment Opportunity organization. For questions regarding our policy you can visit our page [here](#).



### Townsquare Media

Townsquare Media Lafayette is part of the Townsquare Media family of media companies that cover the U.S. from coast to coast. Learn more about



If you're looking for a career, then you'll want to consider Townsquare Media. Townsquare Media offers tremendous opportunity; health, dental, and life insurance, a flex plan, and the opportunity to earn an income you can be proud of. If you would like Townsquare Media to consider you as part of their team, send your resume to: Townsquare Media, 1749 Bertrand Drive, Lafayette, La 70506 or fax it to 337-234-7360, attention Sales Manager. You can also apply online.

Townsquare Media is an equal opportunity employer.

our company.

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1749 Bertrand Dr., Lafayette, LA 70506. (337) 233-6000

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New Orleans, LA 70119

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**Townsquare Media Group  
LA, United States (Lafayette)**

Townsquare Media Lafayette includes well-known brands like 99.9 KTDY, 97.3 The Dawg, Hot 107.9, 105.1 Classic Rock, 96.5 KPEL-FM, Talk Radio 960, and ESPN Sports Radio 1420AM

**JOB OPENING:**

**Media and Digital Sales Executive**

Are you commission driven? Have a sense of what it takes to win? If, you want to grow professionally, can move at the speed of light and still have fun- Well then we want to talk with you!

Townsquare Media Lafayette is looking for a dynamic Sales Executive to join our media and digital advertising team. You will be selling local advertising for our innovative stations.

**Please click on the link below to apply:**

Link to apply is <http://www.townsquaremedia.com/careers>



July 13, 2017  
National Council of Negro Women  
Attn: Pamela White  
PO Box 8013  
New Orleans, LA 70182

Townsquare Media of Lafayette, LA currently has an opening for a full time Media and Digital Sales Executive. We would greatly appreciate if you could please post this opening within your office for anyone who may be interested.

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**Please click on the link below to apply:**

Link to apply is <http://www.townsquaremedia.com/careers>

a br  
-FA

TM





July 13, 2017  
Army Career and Alumni Program  
7950 Alabama Ave., Bldg. 2155, ste 105  
Fort Polk, LA 71459

Townsquare Media of Lafayette, LA currently has an opening for a full time Media and Digital Sales Executive. We would greatly appreciate if you could please post this opening within your office for anyone who may be interested.

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**Please click on the link below to apply:**

Link to apply is <http://www.townsquaremedia.com/careers>



July 13, 2017

LSU

Attn: Amy Caillouet

1502 Patrick F. Taylor Hall

Baton Rouge, LA 70803

Townsquare Media of Lafayette, LA currently has an opening for a full time Media and Digital Sales Executive. We would greatly appreciate if you could please post this opening within your office for anyone who may be interested.

**Townsquare Media Group  
LA, United States (Lafayette)**

Townsquare Media Lafayette includes well-known brands like 99.9 KTDY, 97.3 The Dawg, Hot 107.9, 105.1 Classic Rock, 96.5 KPEL-FM, Talk Radio 960, and ESPN Sports Radio 1420AM

**JOB OPENING:**

**Media and Digital Sales Executive**

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**Please click on the link below to apply:**

Link to apply is <http://www.townsquaremedia.com/careers>



July 13, 2017

RAB

Attn: Bob Lawrence

1320 Greenway Dr., Ste 500

Dallas, TX 75038

Townsquare Media of Lafayette, LA currently has an opening for a full time Media and Digital Sales Executive. We would greatly appreciate if you could please post this opening within your office for anyone who may be interested.

**Townsquare Media Group  
LA, United States (Lafayette)**

Townsquare Media Lafayette includes well-known brands like 99.9 KTDY, 97.3 The Dawg, Hot 107.9, 105.1 Classic Rock, 96.5 KPEL-FM, Talk Radio 960, and ESPN Sports Radio 1420AM

**JOB OPENING:**

**Media and Digital Sales Executive**

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Link to apply is <http://www.townsquaremedia.com/careers>

## Job Opening- Media and Digital Sales Executive

Townsquare Media Group  
LA, United States (Lafayette)

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### JOB OPENING:

Media and Digital Sales Executive

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Townsquare Media Lafayette is looking for a dynamic Sales Executive to join our media and digital advertising team. You will be selling local advertising for our innovative stations.

PLEASE CLICK ON LINK BELOW TO APPLY:

Link to apply is <http://www.townsquaremedia.com/careers>

### Responsibilities

- Promote and sell advertising programs which may include local radio, digital products such as display, streaming, loyalty programs, e-commerce, and digital marketing services
- Leverage our live event platform to sell sponsorship and sales programs to new and existing clients
- Create new relationships with local and regional businesses in our area

- Inquiring and crafting advertising programs for your clients, both new and existing
- Work with local and corporate marketing teams to develop campaign support materials
- Responsible to accurately project revenues, meet and exceed monthly budgets for all product lines and overachieve annual budgets
- Enters new customer data and other sales contract details for station clients into computer database
- Follow accountabilities set forth by your Sales Manager to help guide you to success achieving monthly sales quotas consistently
- Provide insight and value to executive management to shape the future of our organization

#### Qualifications

- Goal oriented and a sense of what it takes to win is essential
  - Strong desire to be coached, mentored, and developed while comfortable being an individual contributor
  - Comfortable with prospecting and cold calling
  - Candidates must demonstrate passion for sales
  - Ability to engage clients quickly and develop rapport
  - Must be proficient at conducting needs analysis
  - Excellent communication and problem-solving skills
  - Previous sales experience preferred
  - Broadcast/digital sales experience a plus
  - Associates/Bachelor's business/marketing-related degree or equivalent experience
- PLEASE CLICK ON LINK BELOW TO APPLY:

Link to apply is <http://www.townsquaremedia.com/careers>

OR- you can mail resume to:

Townsquare Media Group

ATTN: Frank Malambri

1749 Bertrand Dr.

Lafayette, LA 70506

About Us

Townsquare Media Group is a diversified media, entertainment and digital marketing services company that owns and operates radio, digital and live event properties. The Company specializes in creating and distributing original entertainment, music and lifestyle content. Its assets include 312 radio stations and over 325 local companion websites in 66 small to mid-sized markets, making it the third largest owner of radio stations, a national portfolio of music and entertainment digital properties reaching over 50 million US unique visitors monthly, including Taste of Country, Diffuser.fm, Ultimate Classic Rock, Loudwire, The FW, GuySpeed, ScreenCrush and PopCrush, approximately 500 live music and non-music events annually, and Seize the Deal, an E-commerce business.

PLEASE CLICK ON LINK BELOW TO APPLY:

Link to apply is <http://www.townsquaremedia.com/careers>

OR- you can mail resume to:

Townsquare Media Group

ATTN: Frank Malambri

1749 Bertrand Dr.

Lafayette, LA 70506

APPLY

## Nicole Patin

---

From: Nicole Patin  
Sent: Friday, July 21, 2017 2:59 PM  
To: 'Ryan LaGrange'  
Subject: RE: Job Opening at Townsquare Media

Thank you!

From: Ryan LaGrange [mailto:ryanl@lafayette.org]  
Sent: Friday, July 21, 2017 2:54 PM  
To: Nicole Patin <Nicole.Patin@townsquaremedia.com>  
Subject: Re: Job Opening at Townsquare Media

Sure

Ryan LaGrange  
Manager of Workforce Development  
Lafayette Economic Development Authority (LEDA)  
Sent from my iPhone

On Jul 21, 2017, at 2:52 PM, Nicole Patin <Nicole.Patin@townsquaremedia.com> wrote:

Hi Ryan-

Could you please post the attached job opening within your office, I would greatly appreciate it!

Thank you and have a great weekend!  
Nicole Patin

**Nicole Patin- Traffic Assistant**  
Townsquare Media Lafayette  
Office: 337-233-6000 ext 219 |  
KMDL | KTDY | KFTE | KHXT | KPEL-FM | KPEL-AM | KROF  
+ web + events + mobile = Main Street's Growth Engine

<image001.png>

<HOT 107 job opening.docx>

Page 65

What townsquare  
job title, keywords or company  
Where Lafayette, LA  
city, state, or zip

Senior Media and Digital Sales Executive  
Advanced Job Search  
Townsquare Media 148 reviews - Lafayette, LA  
Commission

Page 1 of 2 jobs

Upload your resume - Let employers find you

Apply Now

Save this job

My recent searches

- sales - Lafayette, LA - 487 new
- accounting - Lake Charles, LA - 30 new

» clear searches

Sort by:  
relevance - date

Distance:

within 25 miles

Salary Estimate

- \$100,000

Job Type

- Commission
- Full-time

Location

- Lafayette, LA
- Townsquare jobs nationwide

Company

- Townsquare Media

Experience Level

- Entry Level
- Mid Level

Director of Sales

Townsquare Media - 148 reviews - Lafayette, LA  
Additionally, Townsquare also operates Townsquare Cares, a non-profit organization that seeks to better the lives of troops and their families...

Easily apply

30+ days ago - save job - more...

Senior Media and Digital Sales Executive

Townsquare Media - 148 reviews - Lafayette, LA  
Townsquare Media Group. Additionally, Townsquare also operates Townsquare Cares, a non-profit organization that seeks to better the lives of troops and their...

Easily apply

30+ days ago - save job - more...

» Post your resume - It only takes a few seconds

Related Forums: Director of Sales - Lafayette, Louisiana

Salaries in Lafayette, LA: Director of Sales salary

Townsquare Media Group  
LA, United States (Lafayette)  
Townsquare Media Lafayette includes well-known brands like 99.9 KTDY, Talk Radio 960, Hot 107.9, and more!

Media and Digital Sales Executive

Are you Commission Driven? Have a sense of what it takes to win? If you want to grow professionally, can move at the speed of light and still have fun - Well then we want to talk to you.

Townsquare Media Lafayette is looking for a dynamic sales executive to join our media and digital advertising team. You will be selling local advertising for our innovative stations.

Responsibilities

- Prospect for qualified local and regional businesses; conduct thorough Customer Needs Analysis (C N A); present and close appropriate marketing solution programs. These programs may include any of Townsquare Media's many assets for clients: Broadcast and Online radio, digital products such as display, streaming, loyalty programs, e-commerce, audience extension and digital marketing services.
- Leverage our live event platform through sponsorship and sales programs to new and existing clients.



Exhibit 5

Documentation of Recruitment Initiatives

## OUTREACH ACTIVITY DESCRIPTION FORM

Year: 2016

Name of Activity: Career Connections 2016

### Description of Initiative:

Townsquare Media Sponsored a job fair for local high school 10<sup>th</sup> graders. It was held at Cajundome Convention Center in Lafayette, LA on Wednesday, February 17, 2016 from 9am to 2pm. This job fair is a career day for the students to get a better understanding of what industries have to offer. This was sponsored by all of our stations.

The following were representatives of Townsquare Media:

Frank Malambri, Director of Sales  
Pam Begnaud, Sales Manager  
Dawn Richard, Promotions Director

## JOB FAIR/ EEO REPORT

**\*\*PLEASE COMPLETE AND RETURN TO NICOLE FOR EACH JOB FAIR WE ATTEND/SPONSOR FOR EEO REPORT\*\***

NAME OF JOB FAIR: Career Connections 2016

DATE OF FAIR: Wed  
2/17/16

LOCATION OF FAIR: Cajundome Convention Center

### DESCRIPTION OF FAIR:

This job fair is a career day for 10<sup>th</sup> graders.  
Businesses host interactive booths for students to get  
a better understanding of what industries have to offer.

TSM EMPLOYEES WHO ATTENDED: Sponsored by all stations

# CAREER CONNECTIONS

*For the community, by the community*

## CAREER CONNECTIONS 2016

A special thanks to our sponsors and partners who make this event possible.

### SCHOLARSHIP SPONSOR:

***United States Marine Corps***

### FELLOWSHIP SPONSOR:

*Clark Services*

*Lafayette Schools Credit Union*

### PROFESSORSHIP SPONSORS:

*Acadiana Society of Human Resource Management*

*Region IV Workforce Development Boards*

*IBERIABANK*

*Moss Motors*

*Republic Services*

### MEDIA SPONSOR:

*Townsquare Media*

### TECHNOLOGY SPONSOR:

*WOW Technologies*

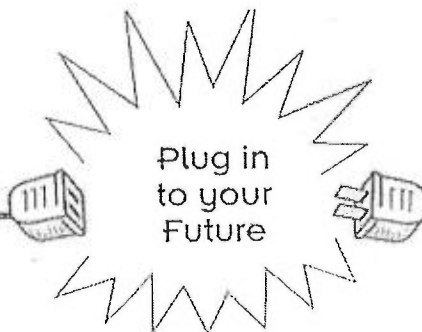
### EVENT PARTNERS:

*United Way of Acadiana*

*University of Louisiana at Lafayette*

### Fiscal Agent:

*South Louisiana Community College*



## OUTREACH ACTIVITY DESCRIPTION FORM

Year: 2016

Name of Activity: Training of Management

### Description of Initiative:

Nicole Patin, EEO Coordinator, reviews at least once a quarter any new EEO issues and FCC regulations. Direction is given on hiring practices and how to prevent discrimination. All management are directed to use Nicole as a resource should they have any questions regarding acceptable processes in connection with hiring.

## OUTREACH ACTIVITY DESCRIPTION FORM

Year: 2016

Name of Activity: Station Tours

### Description of Initiative:

On April 8th, 2016 from 10:30am-12:30pm, Mike Grimsley toured the UL Communication Students throughout our radio station both business and each station studios. He showed them each stations studio and how they operate, he showed them each business office and what the responsibilities are.

TOWNSQUARE MEDIA  
FIELD TRIPS/STATION TOURS

\*\*\*PLEASE COMPLETE AND RETURN TO NICOLE FOR EACH FIELD TRIP/TOUR YOU GIVE FOR EEO YEARLY REPORT\*\*\*

STATION: AHH

DATE: 4/8/16

TIME: 10:30 - 12:30

VISITOR: UH Communications Students

TOUR GUIDE: Mike Grimsley

## OUTREACH ACTIVITY DESCRIPTION FORM

Year: 2016

Name of Activity: Internship Program

### Description of Initiative:

Townsquare Media has an internship program worked out with the local University to target students who are actively pursuing a career in broadcasting. They get hands on experience and are able to train for a career in radio. The following is a list of students that participated in the internship and the dates of their internship, which resulted in class credit. Here is a list of interns we hosted this year:



INTERN/TRAINEE AGREEMENT

Intern/Trainee's Full Name: \_\_\_\_\_ SSN: \_\_\_\_\_

Address: \_\_\_\_\_  
(Street Address, City, State, Zip)

Parent or Legal Guardian (if under 18): \_\_\_\_\_

Emergency Contact: \_\_\_\_\_  
(Name, Relationship, and Phone Number)Term of Internship: From (Start date) May 30, 2016 to (End date) at the completion of 180 hours\*Educational Facility Carencro High School  
Providing Academic Credit: Academy of  
(\*If Applicable) (Facility Name, Contact Person, and Phone Number)  
Information Technology

\*A copy of the Letter of Internship from the educational facility providing academic credit must be attached to this Agreement.

Once completed, retain one copy of this signed agreement for your Department, give one copy to the local Business Manager, and one copy to the Townsquare Media Corporate Human Resources Dept.; provide a copy to Intern/Trainee for his/her records.

The Intern/Trainee (and/or Parent or Legal Guardian) agrees that the Intern/Trainee's participation in Townsquare Media's internship program does not create an employer/employee relationship between Townsquare Media, LLC (the "Company") and Intern/Trainee, and therefore Intern/Trainee is not entitled to any of the benefits that the Company provides to its employees. These benefits include, but are not limited to, health insurance, life insurance, pension and profit sharing, unemployment compensation insurance, and the Company's workers' compensation policy.

The Intern/Trainee (and/or Parent or Legal Guardian) acknowledges that the Intern/Trainee has volunteered for the term set forth above to serve as an Intern/Trainee and to perform services for the Company without compensation with the express understanding that the Intern/Trainee receives \*academic credit from a bona fide educational facility which may include, but is not limited to, a university, community college, trade school or high school. The Intern/Trainee (and/or Parent or Legal Guardian) understands that the Company reserves the right to terminate any internship at any time.

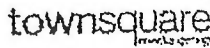
The Intern/Trainee (and/or Parent or Legal Guardian) understands that Intern/Trainee is not entitled to a job with the Company at the completion of the internship. Intern/Trainee (and/or Parent or Legal Guardian) understands that Intern/Trainee is not eligible to win prizes or participate in Company contests. Intern/Trainee (and/or Parent or Legal Guardian) understands that Intern/Trainee has no authority to bind the Company in any matter.

The Intern/Trainee (and/or Parent or Legal Guardian) agrees to release, indemnify and hold harmless the Company and its respective officers, directors, agents, representatives, and employees (referred to collectively as "Releases") from any claim arising out of any injury as a result of the internship, including, without limitation, any and all claims, actions, damages, liabilities, injury and loss that in any way are caused by, arise out of, or result from the negligence, gross negligence, or recklessness of the Company and/or Releases. Intern/Trainee (and/or Parent or Legal Guardian) agrees to defend, indemnify and hold harmless the Company and/or Releases from any and all such claims, actions, damages, liabilities, injury or loss.

\_\_\_\_\_  
Signature of Intern Date: 4/7/16

If you are under eighteen (18) years of age, your parent or legal guardian must sign below.

\_\_\_\_\_  
(Signature of Parent or Legal Guardian) Date: 4/7/16



## INTERN/TRAINEE AGREEMENT

Intern/Trainee's Full Name: \_\_\_\_\_

SSN: \_\_\_\_\_

Address: \_\_\_\_\_

(Street Address, City, State, Zip)

Parent or Legal Guardian (if under 18): \_\_\_\_\_

Emergency Contact: \_\_\_\_\_

(Name, Relationship, and Phone Number)

Term of Internship: From (Start date) \_\_\_\_\_

to (End date) \_\_\_\_\_

\*Educational Facility

Providing Academic Credit: \_\_\_\_\_

(\*If Applicable)

(Facility Name, Contact Person, and Phone Number)

\*A copy of the Letter of Internship from the educational facility providing academic credit must be attached to this Agreement.

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Signature of Intern

Date: \_\_\_\_\_

If you are under eighteen (18) years of age, your parent or legal guardian must sign below.

(Signature of Parent or Legal Guardian)

Date: \_\_\_\_\_

## OUTREACH ACTIVITY DESCRIPTION FORM

Year: 2016

Name of Activity: Station Tours

### Description of Initiative:

On March 6<sup>th</sup>, 2016 at 1:30pm Rob Reidel, DJ for KMDL FM, toured with the Cub Scouts pack 455 and their parents from Broussard, LA. He showed them each stations studio and how they operate. He also allowed them to record their voices to pretend they were disc jockeys.

Nicole Patin

---

**From:**  
**Sent:** Wednesday, March 9, 2016 2:11 AM  
**To:** Nicole Patin  
**Subject:** FW: Cub Scout tour

You had asked us to report station tours as part of Quarterly Issues. So here is one of them.

**From:**  
**Sent:** Tuesday, March 08, 2016 6:58 AM  
**To:**  
**Subject:** Cub Scout tour

This will confirm that on Sun Mar 6th The cub scouts of Pack 455 in Broussard came to the radio station for a tour. It began approx 1:30 and I walked them and their parents around the building showing them each station and then sat down and explained the board and how it works. Also let them record their voice on Adobe pretending their were DJ's.

Thanks again for allowing this to happen and if you need anymore information, please let me know.

WDD.

Sent from Yahoo Mail for iPhone

## OUTREACH ACTIVITY DESCRIPTION FORM

Year: 2016

Name of Activity: UL Career Fair

### Description of Initiative:

Townsquare Media Sponsored a job fair for at the University of Louisiana at Lafayette. It was held at B.I. Moody III, in Lafayette, LA. We ran a total of 287 commercials promoting the job fair on all 7 of our radio stations during the dates of September 19<sup>th</sup> 2016 thru October 2, 2016. This job fair allow the students at University of Louisiana at Lafayette students to have access to internship opportunities to further help their careers upon graduation college.

## 2016 University Of Louisiana Career Fair

September 19, 2016 to October 2, 2016

### KFTE

Recorded Spots – 42  
Total Value: \$2,100

### KPEL-Am

Recorded Spots – 38  
Total Value: \$950

### KTDY

Recorded Spots – 42  
Total Value: \$4,200

### KHXT

Recorded Spots – 39  
Total Value: \$1,950

### KPEL-FM

Recorded Spots – 42  
Total Value: \$3,360

### KMDL

Recorded Spots – 42  
Total Value: \$4,200

### KFROF-AM

Recorded Spots – 42  
Total Value: \$1,050

*Total Promotional Value Received: \$17,810*

## OUTREACH ACTIVITY DESCRIPTION FORM

Year: 2016

Name of Activity: LEDA JOB FAIR

### Description of Initiative:

Townsquare Media attended the LEDA Job Fair on May 10<sup>th</sup>, 2016 from 9:00am-3:00pm, at Cajundone Convention Center. Townsquare Media had the opportunity to meet with hundreds of job seekers. We collected 63 resumes/applications.

In attendance as representatives of Townsquare Media were the following:

Dawn Richard-Promotions Director  
Mike Grimsley- General Manager  
Frank Malambri- Director of Sales  
Pam Begnaud- Sales Manager  
Rob Kirkpatrick- KPEL FM Brand Manager

## JOB FAIR/ EEO REPORT

**\*\*PLEASE COMPLETE AND RETURN TO NICOLE FOR EACH JOB FAIR WE ATTEND/SPONSOR FOR EEO REPORT\*\***

**NAME OF JOB FAIR:** LEDA Job Fair

**DATE OF FAIR:** May 10, 2016

**LOCATION OF FAIR:** Cajundome Convention Center

**DESCRIPTION OF FAIR:** All Industry Job Fair

**TSM EMPLOYEES WHO ATTENDED:**

Dawn Richard, Promotions Director

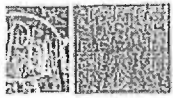
Frank Malambri, Director of Sales

Pam Begnaud, Sales Manager

Rob Kirkpatrick, KPEL Brand Manager

Mike Grimsley, General Manager





21<sup>st</sup> annual

# LEDA JOB FAIR

Participating Companies as of 5/6/16

- |   |  |
|---|--|
| 2 Academic Partnerships                             | 36 Lafayette Parish Sheriff's Office                   |
| 2 Acadian Companies                                 | 67 Leading Health Care of LA                           |
| 7 Acadiana Area Career College                      | 10 Lemoine Company, The                                |
| 1 Advantage Staffing                                | 51 Liberty Mutual                                      |
| 2 Affordable Home Furnishings                       | 12 Lowe's  |
| 3 AFLAC   | 95 LUS Fiber   |
| 5 Alternative Home Care Specialists                 | 27 M&M Sales Company                                   |
| 5 Ameri-Force Craft Services                        | 7 MidSouth Bank  |
| 3 Aramark   | 32 Morgan Stanley                                      |
| 2 Aramark Remote Workplace Services                 | 45 New York Life Insurance                             |
| 3 Arc of Acadiana                                   | 84 Opelousas General Health System                     |
| 3 Averitt Express                                   | 64 Outreach Center for Women & Children                |
| 5 Bayou Companies                                   | 89 Panda Express                                       |
| 5 Bell Helicopter                                   | 87 Pelican Pointe Healthcare & Rehabilitation Facility |
| 5 Biltmore Health Services                          | 15 Physicians Mutual                                   |
| 5 Burger King- Strategic Restaurants                | 30 PPG Industries                                      |
| 3 Cellular Sales                                    | 23 Premier Staffing                                    |
| 4 CGI   | 70 Primerica Financial                                 |
| 2 Christus Health                                   | 50 Republic National Distributing                      |
| 2 Cintas  | 83 Republic Services                                   |
| 6 Cleco Corporation                                 | 48 Rotolo Consultants                                  |
| 8 Compass Health                                    | 77 S&S Sprinkler                                       |
| 8 Computer World                                    | 46 Satellite Country                                   |
| 3 Copy & Camera Technologies                        | 55 Schilling Distributing                              |
| 6 Corner Store                                      | 18 Schumacher Clinical Partners                        |
| 4 Daily Advertiser                                  | 37 Sears Home Improvement                              |
| 9 Delta Media                                       | 52 Share Care USA                                      |
| 9 Doerle Food Services                              | 91 South Louisiana Community College                   |
| 3 Effort Staffing                                   | 65 Southwind Healthcare & Rehabilitation               |
| 3 Enhancesoft                                       | 2 Spherion   |
| 2 Ernest P. Breau Electrical                        | 71 Sterling Automotive Group                           |
| 0 Evangeline Downs Racetrack Casino & Hotel         | 5 Stuller  |
| 5 Franciscan Missionaries of Our Lady Health System | 68 Superheat FGH Services                              |
| 7 Goldin Metals                                     | 8 Townsquare Media                                     |
| 7 Hardee's  | 59 Unitech Training Academy                            |
| 4 Home Bank   | 76 U.S. Army   |
| 1 Home Furniture                                    | 31 Verizon Wireless                                    |
| 4 IBERIABANK  | 85 Waffle House/Miller Properties                      |
| 1 Infinity College                                  | 11 WAITR   |
| 9 KADN Fox 15/KLAF NBC                              | 17 Walgreens   |
| 9 KATC TV 3   | 39 Wal-Mart Inc.                                       |
| 4 Keaty Real Estate                                 | 34 Weeks Marine  |
| 6 Keller Williams Realty                            | 62 Westaff   |
| 3 KLFY News 10                                      | 40 Whitney Bank  |
| 1 Lafayette Consolidated Government                 | 80 Winn-Dixie  |
| 1 Lafayette Fire Department                         | 14 Worknet Staffing                                    |
| 8 Lafayette Parish Communication District           |  |

Thanks to our  
sponsors



Lafayette Business & Career  
Solutions Center  
WIB 40 and WIB 41

Event Sponsor



## Job Seeker Seminars

- 10:00 a.m. Interview Techniques  
- Laurie J. James
- 11:00 a.m. How to Write a Powerful  
Résumé- Danielle Dayries
- 1:00 p.m. 5 Things You Need to Do After  
the Job Fair- Facet



Held in the Seminar Room at  
the rear of the exhibit hall.

## OUTREACH ACTIVITY DESCRIPTION FORM

Year: 2016

Name of Activity: Station Tours

### Description of Initiative:

On July 27th, 2016 at 10:15am, Dawn Richard and the KPEL FM brand manager toured the Acadiana Symphony Orchestra Summer Camp children throughout each stations studio showing how each work, also brought them through the business side of the building explaining to them what each office did.

TOWNSQUARE MEDIA  
FIELD TRIPS/STATION TOURS

\*\*\*PLEASE COMPLETE AND RETURN TO NICOLE FOR EACH FIELD TRIP/TOUR YOU GIVE FOR EEO YEARLY REPORT\*\*\*

**STATION:** KTDY, KMDL, KPEL, KFTE, KHXT, KPEL-AM

**DATE:** 7/27/2016

**TIME:** 10:15am

**VISITOR:** Acadiana Symphony Orchestra Summer  
Camp

**TOUR GUIDE:** Dawn Richard, Promotions Director  
and Rob Kirkpatrick, KPEL Brand Manager

## OUTREACH ACTIVITY DESCRIPTION FORM

Year: 2016

Name of Activity: Job Shadowing Event with Educational Institution

### Description of Initiative:

Townsquare Media continues to have a job-shadowing program. The students who participate in the job-shadowing program get to spend a day learning all about broadcasting and job opportunities in the field of broadcasting. The following students participated in the job-shadowing program:

1/18/17

townsquare

Job Shadowing

INTERN/TRAINEE AGREEMENT

Intern/Trainee's Full Name: \_\_\_\_\_

SSN: \_\_\_\_\_

Address: \_\_\_\_\_  
(Street Address, City, State, Zip)

Parent or Legal Guardian (if under 18): \_\_\_\_\_

Emergency Contact: \_\_\_\_\_  
(Name, Relationship, and Phone Number)

Term of Internship: From (Start date) 1/18/17 to (End date) 1/18/17

\*Educational Facility  
Providing Academic Credit: N/A \_\_\_\_\_  
(\*If Applicable) (Facility Name, Contact Person, and Phone Number)

\*A copy of the Letter of Internship from the educational facility providing academic credit must be attached to this Agreement.

Once completed, retain one copy of this signed agreement for your Department, give one copy to the local Business Manager, and one copy to the Townsquare Media Corporate Human Resources Dept.; provide a copy to Intern/Trainee for his/her records.

The Intern/Trainee (and/or Parent or Legal Guardian) agrees that the Intern/Trainee's participation in Townsquare Media's internship program does not create an employer/employee relationship between Townsquare Media, LLC (the "Company") and Intern/Trainee, and therefore Intern/Trainee is not entitled to any of the benefits that the Company provides to its employees. These benefits include, but are not limited to, health insurance, life insurance, pension and profit sharing, unemployment compensation insurance, and the Company's workers' compensation policy.

The Intern/Trainee (and/or Parent or Legal Guardian) acknowledges that the Intern/Trainee has volunteered for the term set forth above to serve as an Intern/Trainee and to perform services for the Company without compensation with the express understanding that the Intern/Trainee receives \*academic credit from a bona fide educational facility which may include, but is not limited to, a university, community college, trade school or high school. The Intern/Trainee (and/or Parent or Legal Guardian) understands that the Company reserves the right to terminate any internship at any time.

The Intern/Trainee (and/or Parent or Legal Guardian) understands that Intern/Trainee is not entitled to a job with the Company at the completion of the internship. Intern/Trainee (and/or Parent or Legal Guardian) understands that Intern/Trainee is not eligible to win prizes or participate in Company contests. Intern/Trainee (and/or Parent or Legal Guardian) understands that Intern/Trainee has no authority to bind the Company in any matter.

The Intern/Trainee (and/or Parent or Legal Guardian) agrees to release, indemnify and hold harmless the Company and its respective officers, directors, agents, representatives, and employees (referred to collectively as "Releases") from any claim arising out of any injury as a result of the internship, including, without limitation, any and all claims, actions, damages, liabilities, injury and loss that in any way are caused by, arise out of, or result from the negligence, gross negligence, or recklessness of the Company and/or Releases. Intern/Trainee (and/or Parent or Legal Guardian) agrees to defend, indemnify and hold harmless the Company and/or Releases from any and all such claims, actions, damages, liabilities, injury or loss.

Signature of Intern \_\_\_\_\_

Date: Jan. 18, 2017

If you are under eighteen (18) years of age, your parent or legal guardian must sign below.

\_\_\_\_\_  
(Signature of Parent or Legal Guardian)

Date: \_\_\_\_\_

## OUTREACH ACTIVITY DESCRIPTION FORM

Year: 2017

Name of Activity: Career Connections 2017

### Description of Initiative:

Townsquare Media Sponsored a job fair for the local high school 10<sup>th</sup> graders. It was held at the Cajundome Convention Center in Lafayette, LA on Wednesday, January 25, 2017 from 9a- 2p This job fair is a career day for the students to get a better understanding of what industries have to offer. This was sponsored by all of our stations.

We placed a booth there with valuable information for the students to take and read over when it comes to being in the profession of broadcast/on-Air Personalities.

# CAREER CONNECTIONS

For the community, by the community

## Career Connections 2017 Wednesday, January 25, 2017 • 9:00 a.m. - 2:00 p.m.

Reserve your booth at Career Connections today. Your **\$150 booth** includes the following: one 10'x10' pipe and drape booth with company ID sign, one skirted table and two chairs, free internet connectivity, free parking, and two continental breakfast tickets and two lunch tickets.

**\*\*Electrical** is available for an additional cost directly through the Cajundome at [cajundomeordering.com](http://cajundomeordering.com) or check here ☐ to have the form emailed.\*\*

Company Townsquare Media  
Address 1749 Beteard DR  
Contact Dawn Richard  
Email dawn.richard@townsquaremedia.com  
Phone 337-233-6000  
Fax \_\_\_\_\_

Occupations to be highlighted on-air personality

If a vehicle will be displayed,  
provide vehicle dimensions \_\_\_\_\_

All exhibitors are requested to have **interactive (hands-on)** exhibits. Because this is a career expo and not a recruiting fair, promotional materials are not necessary. Educational materials (career data sheets) are encouraged.

If you need additional items, they may be purchased separately. Please indicate the quantity needed below and include payment at the time of order. Items ordered at show will be billed at a higher rate.

Items	Quantity	Price	Total
Booth	1	@ \$150.00	
Skirted tables		@ \$20.00	
Chairs		@ \$2.00	
10' booth carpet		@ \$20.00	
Lunch tickets		@ \$12.00	
Total amount due			

☐ MasterCard ☐ Visa ☐ American Express ☐ Discover

Credit Card # \_\_\_\_\_  
Exp. Date \_\_\_\_\_ CVV \_\_\_\_\_  
Name on Card \_\_\_\_\_  
Billing Address \_\_\_\_\_  
City, State Zip \_\_\_\_\_

For more registration info contact Debbie at (337) 257-1886

Fax or email completed registration to:  
(337) 981-5375 or [dburkheiser@gmail.com](mailto:dburkheiser@gmail.com)

Pay by check via mail:

Career Connections  
c/o Kelly Greene  
South Louisiana Community College  
1101 Bertrand Drive  
Lafayette, LA 70506

Checks payable to: South Louisiana Community College

Plug in  
to your  
Future

Please let us know if your company does not wish to participate this year. No further contact will be made.

## OUTREACH ACTIVITY DESCRIPTION FORM

Year: 2017

Name of Activity: Training of Management

### Description of Initiative:

Nicole Patin, EEO Coordinator, reviews at least once a quarter any new EEO issues and FCC regulations. Direction is given on hiring practices and how to prevent discrimination. All management are directed to use Nicole as a resource should they have any questions regarding acceptable processes in connection with hiring.



## OUTREACH ACTIVITY DESCRIPTION FORM

Year: 2017

Name of Activity: Business & Breakfast at the University of Lafayette

### Description of Initiative:

Townsquare Media attended Business and Breakfast at the University of Lafayette. This was held at Moody Hall on campus. We were able to meet with marketing and mass communication students. Give them some insight for this field. We collected 10 resumes.

Frank Malambri

4/10/17

**From:**  
**Sent:** Friday, April 7, 2017 1:44 PM  
**To:**  
**Subject:** FW: Business & Breakfast at the University of Lafayette; Monday, April 10th 8:00am

**From:**  
**Sent:** Monday, April 03, 2017 4:13 PM  
**To:**

**Subject:** Business & Breakfast at the University of Lafayette; Monday, April 10th 8:00am

Good Afternoon Everyone,

Details regarding our venture at the University of Lafayette on Monday, April 10th. Please arrive at Moody Hall no later than 8:00 am. The event is from 8:30 am to 10:30 am. Parking will be available at Girard Park Circle for us that day...if you need to drop off any items at the Moody Building, they will arrange to have graduate assistants help before the event. (You will need to let me know by Friday before 12n) LAB will be providing donuts, coffee, juice, and water. We will have marketing students as well as the mass comm students attending. I have secured some rooms at the DoubleTree by Hilton the rate will be \$79.00 for Sunday night for those of you that will be traveling from out of town. Please call 800-222-8733 (the LAB Code is LBC) use that code to get the rate.

You will have a six foot table with two chairs. Below is a map of the campus. Please let me know if you have any questions or concerns.

[Campus Map](#)

President / CEO



Bringing Community Service Home  
660 Florida Street, Baton Rouge, LA 70801  
PHONE (225) 267-4522 FAX (225) 267-4329

## OUTREACH ACTIVITY DESCRIPTION FORM

Year: 2017

Name of Activity: LEDA JOB FAIR

### Description of Initiative:

Townsquare Media attended the LEDA Job Fair on May 9<sup>th</sup>, 2016 from 9:00am-3:00pm, at Cajundome Convention Center. Townsquare Media had the opportunity to meet with hundreds of job seekers. We collected 51 resumes/applications.

In attendance as representatives of Townsquare Media were the following:

Dawn Richard-Promotions Director  
Mike Grimsley- General Manager  
Frank Malambri- Director of Sales  
Pam Begnaud- Sales Manager



2017 LEDA Job Fair  
Tuesday, May 9, 2017  
Cajundome Convention Center  
Lafayette

### REGISTER NOW FOR THE 2017 LEDA JOB FAIR

LEDA's annual job fair is the premier job recruitment event in Acadiana—connecting Louisiana employers with thousands of qualified job seekers. Whether your hiring needs are modest or substantial, LEDA's one-day job fair is a cost-effective solution to help you meet your hiring goals. The event will be heavily promoted through an extensive marketing campaign, including paid advertisements on regional radio and print media, in addition to online marketing.

**Booth Fee: Early Bird Special (by March 31): \$175 per booth April 1 or later: \$200 per booth**  
The job fair package includes a 8'x10' pipe-and-drape booth, a skirted table, two chairs, company sign, electrical outlet, Wi-Fi internet connection, and buffet lunch and refreshments for two.\* Space is limited, and applications for booth space will be accepted first-pay, first-assigned. Registration must be received by Tuesday, May 2 to ensure that your company is included on the job seeker directory. \*Other equipment/available. See below.

Payments can be made by check or credit card. Credit card payments can be emailed to \_\_\_\_\_ or faxed with the application to \_\_\_\_\_  
9, Attn: \_\_\_\_\_ e. Check payments (payable to LEDA) may be sent by mail with the application to: LEDA, Attn: Ryan LaGrange, 211 E. Devalcourt Street, Lafayette, LA 70506

Please check one:

☐ I would like to apply for a booth for the 2017 LEDA Job Fair.

☐ I do not wish to participate in the 2017 LEDA Job Fair. Please keep my name on your Job Fair email list.  
(Complete only Company name and Contact information).

### 2017 LEDA Job Fair Exhibitor Registration

Company name as it is to appear on all Job Fair materials: <u>Townsquare Media</u>		Contact Name: <u>Dawn Richard</u>	
E-mail: <u>dawn.richard@townsquaremedia.com</u>		Phone: <u>337-233-6000</u>	Fax:
Mailing Address: <u>1749 Bertrand Dr</u>		City, State Zip: <u>Lafayette, LA 70506</u>	
Type of positions available: (check all that apply) <input checked="" type="checkbox"/> Full-time <input checked="" type="checkbox"/> Part-time <input type="checkbox"/> Summer <input type="checkbox"/> Internship			
Job Titles: (required) <u>Sales, Air-Talent</u>			
Health Benefits: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		Base Salary: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
Exhibitor Personnel to be issued lunch tickets: (First 2 provided free unless only one is listed, additional tickets \$20 each, paid in advance). List additional names on back.			
Name: _____ (free)		Name: _____ (\$20)	
Name: _____ (free)		Name: _____ (\$20)	
Fees for additional equipment: Prices below are for advanced orders. Any floor orders placed the day before or the day of the Job Fair are based on availability and will have an additional \$5 fee.			

2x6 skirted table(s) @ \$25 ea	\$	<table><tr><td>Booth total:</td><td>\$</td></tr><tr><td>Lunch total:</td><td>\$</td></tr><tr><td>Equip. total:</td><td>\$</td></tr><tr><td>Total due:</td><td>\$</td></tr></table>	Booth total:	\$	Lunch total:	\$	Equip. total:	\$	Total due:	\$
Booth total:	\$									
Lunch total:	\$									
Equip. total:	\$									
Total due:	\$									
2x8 skirted table(s) @ \$ 25 ea	\$									
Folding chair(s) @ \$2 each	\$									
Optional booth carpet only \$40 (carpet with pad underneath \$60)	\$									
Optional padded chair \$5 each	\$									
Other booth equipment @ \$_____ each Contact Ryan at (337) 593-1405 for information on equipment/pricing)	\$									

If paying by credit card: <input checked="" type="checkbox"/> Visa <input type="checkbox"/> MC <input type="checkbox"/> Discover <input type="checkbox"/> American Express	
Credit Card #	CVV#:
Exp. Date:	Signature:

LEDA Job Fair Policy : Positions offered must not involve up-front fees or other amounts (application fees or purchasing kits) payable by job seeker. Usual and customary licensing fees or certifications are acceptable. Positions may not require a monetary investment by the job seeker at any time. Multi-level marketing positions, business opportunities including email processors, Project 21 and/or other work at home positions are not permitted. Franchise, pyramid scheme, club membership, distributorship or sales representative agency arrangement or other business opportunities that require an up-front or periodic payment, require recruitment of other members, sub-distributors or sub agents are not permitted.

Signed: Dawn Richard

Title: 2/23/17

# Leda Job Fair

Company Name as it is to appear on all Job Fair materials: Townsquare Media

Contact Name: Dawn Richard

Email Address: [dawn.richard@townsquaremedia.com](mailto:dawn.richard@townsquaremedia.com)

Phone: 337-233-6000

Fax:

Mailing Address: 1749 Bertrand Dr

City, State Zip: Lafayette  
LA 7506

Types of Positions Available (Check all that apply): Full-time

Job Titles: Sales

Health Benefits?: Yes

Base Salary?: No

Name (Free): Dawn Richard

Name (Free): 1

Name (\$20):

Name (\$20):

Name (\$20):

B. Lunch Subtotal (\$): 0

2x6 skirted table(s) \$25 each:

2x8 skirted table(s) \$25 each:

Folding chair(s) \$2 each:

Padded chair(s) \$5 each:

Booth carpeting - no padding \$40:

Booth carpeting - padding included \$60:

C. Equipment Subtotal (\$): 0

D. Total Amount Due, Add Subtotals A, B & C (\$): sponsor

Payment Type: Payment will follow by check

## OUTREACH ACTIVITY DESCRIPTION FORM

Year: 2017

Name of Activity: Station Tours

### Description of Initiative:

On July 20<sup>th</sup>, 2017 the winners of our Daddy/Daughter contest were given a tour of our 7 station studios given by our sales assistants, sales manager, and KTDY program director. They were shown how each stations studio operates and were available to any questions they may have had

TOWNSQUARE MEDIA  
FIELD TRIPS/STATION TOURS

\*PLEASE COMPLETE AND RETURN TO NICOLE FOR EACH FIELD TRIP/TOUR YOU GIVE\*\*

STATION:

KTPY

DATE:

7-20-17

TIME:

5:00

VISITOR:

Daddy Daughter

TOUR GUIDE:

Lisa Bruce CG

34 Daddy / Daughters

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WHAT'S HOT: KTBY APP SUMMER CAMPS BIRTHDAYS FINANCIAL ADVISOR JANET'S JOKES LEGAL AUTHORITY CONTEST RULES

# DADDY/DAUGHTER NIGHT CONTEST

JAYCEE | July 10, 2017

RVD via Getty Images

SHARE ON TWITTER



SHARE ON FACEBOOK



99.9 KTDY presents **Daddy/Daughter Night**, July 20, 2017, courtesy of Spa Mizan and Freddy's Frozen Custard & Steakburgers!

Lafayette Limo and Trolley will whisk away the 16 winning Daughters and their Dads to have a Daddy/Daughter night, beginning at Spa Mizan on Kaliste Saloom. The daughters will be getting pampered while the dads will be helping so they can learn more about hair styling and manicures and pedicures!

After the pampering at Spa Mizan, Lafayette Limo and Trolley will take the winners to Freddy's Frozen Custard and Steakburgers on Bertrand Drive for dinner and dessert! While at Freddy's, everyone will have the opportunity to get a selfie with storybook characters.

---

ADVERTISEMENT

**Circus by Sam Edelman Raquel Cork Wedge Sandals**

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Ad By [macy's.com](http://macy's.com)

---

It's a great night for bonding between dad and daughter, or uncle, big brother, grandpa – regardless of the relationship, it will be a fun night for all!

It's the Daddy/Daughter Night, courtesy of Spa Mizan, Freddy's Frozen Custard & Steakburgers on Bertrand Drive, Lafayette Limo and Trolley and 99.9 KTDY.

SUBMIT

## OUTREACH ACTIVITY DESCRIPTION FORM

Year: 2017

Name of Activity: Job Shadowing Event with Educational Institution

Description of Initiative:

Townsquare Media continues to have a job-shadowing program. The students who participate in the job-shadowing program get to spend a day learning all about broadcasting and job opportunities in the field of broadcasting. The following students participated in the job-shadowing program:

3/15/17-

townsquare

INTERN/TRAINEE AGREEMENT

*Job Shadowing*

Intern/Trainee's Full Name: \_\_\_\_\_ SSN: \_\_\_\_\_

Address: \_\_\_\_\_  
(Street Address, City, State, ZIP)

Parent or Legal Guardian (if under 18): \_\_\_\_\_

Emergency Contact: \_\_\_\_\_  
(Name, Relationship, and Phone Number)

Term of Internship: From (Start date) 15 MARCH 2017 to (End date) \_\_\_\_\_

\*Educational Facility  
Providing Academic Credit: SOUTH LA C.C. \_\_\_\_\_  
(\*If Applicable) (Facility Name, Contact Person, and Phone Number)

\*A copy of the Letter of Internship from the educational facility providing academic credit must be attached to this Agreement.

Once completed, retain one copy of this signed agreement for your Department, give one copy to the local Business Manager, and one copy to the Townsquare Media Corporate Human Resources Dept.; provide a copy to Intern/Trainee for his/her records.

The Intern/Trainee (and/or Parent or Legal Guardian) agrees that the Intern/Trainee's participation in Townsquare Media's internship program does not create an employer/employee relationship between Townsquare Media, LLC (the "Company") and Intern/Trainee, and therefore Intern/Trainee is not entitled to any of the benefits that the Company provides to its employees. These benefits include, but are not limited to, health insurance, life insurance, pension and profit sharing, unemployment compensation insurance, and the Company's workers' compensation policy.

The Intern/Trainee (and/or Parent or Legal Guardian) acknowledges that the Intern/Trainee has volunteered for the term set forth above to serve as an Intern/Trainee and to perform services for the Company without compensation with the express understanding that the Intern/Trainee receives \*academic credit from a bona fide educational facility which may include, but is not limited to, a university, community college, trade school or high school. The Intern/Trainee (and/or Parent or Legal Guardian) understands that the Company reserves the right to terminate any internship at any time.

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The Intern/Trainee (and/or Parent or Legal Guardian) agrees to release, indemnify and hold harmless the Company and its respective officers, directors, agents, representatives, and employees (referred to collectively as "Releases") from any claim arising out of any injury as a result of the internship, including, without limitation, any and all claims, actions, damages, liabilities, injury and loss that in any way are caused by, arise out of, or result from the negligence, gross negligence, or recklessness of the Company and/or Releases. Intern/Trainee (and/or Parent or Legal Guardian) agrees to defend, indemnify and hold harmless the Company and/or Releases from any and all such claims, actions, damages, liabilities, injury or loss.

Signature of Intern \_\_\_\_\_ Date: 15 MARCH 2017

If you are under eighteen (18) years of age, your parent or legal guardian must sign below.  
\_\_\_\_\_  
(Signature of Parent or Legal Guardian) Date: \_\_\_\_\_