KXLY 4.1, KXLY 4.2, KXLY 4.3, KXLY 4.4, KXLY 4.5, KXLY 4.6, KXLY4.7, KXLY AM, KXLY FM, KHTQ FM, KZZU FM, KEZE FM, KVNI AM, and KXLX AM 2019 – 2020 ANNUAL EEO PUBLIC FILE REPORT

The purpose of this EEO Public File Report ("Report") is to comply with Section 73.2080(c)(6) of the FCC's EEO Rule. This Report has been prepared on behalf of the Station Employment Unit that is comprised of the following stations: KXLY 4.1, KXLY 4.2, KXLY 4.3, KXLY 4.4, KXLY 4.5, KXLY 4.6, KXLY4.7, KXLY AM, KXLY FM, KHTQ FM, KZZU FM,

KEZE FM, KVNI AM, and KXLX AM and is required to be placed in the public inspection files of these stations and posted on their websites.

The information contained in this report covers the time period beginning October 1, 2019 – September 30, 2020 (the "Applicable Period").

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

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

For the purposes of this Report, a vacancy was deemed "filled" not when the offer was extended but when the hiree accepted the job offer. A person was deemed "interviewed" whether he or she was interviewed in person, over the telephone or by e-mail.

2020 EEO Public File Report October 1, 2019 – September 30, 2020

Job Title	Date Position Filled	Recruitment Sources Used	Hire Source	Referral Sources of Interviewees	# of Inter- views
Digital & TV AE*	10/24/19 2/7/20	EEO Recruiter List LinkedIn	Craigslist KXLY.com	Outside Referral – 2 Indeed.com – 10 Craigslist - 1	16*
Digital & TV AE* Digital & TV AE*	6/25/20	Linkedin	Indeed.com	Employee Referral – 2 KXLY.com - 1	
Morning Show Reporter/MMJ**	12/4/19	EEO Recruiter List Facebook LinkedIn	Facebook	Internal Applicant – 1 Employee Referral – 2 Indeed.com – 1 Facebook – 2 ASU – 1 KVEW - 1	8**
Morning Producer/MMJ**	12/10/19	EEO Recruiter List Facebook LinkedIn	Employee Referral	Employee Referral - 1 Facebook - 1 ASU – 1	3**
Master Control Operator	1/11/20	EEO Recruiter List	Indeed.com	Indeed.com – 4 Employee Referral – 1 Spokanehelpwanted.com – 1	6
Radio/Digital AE	1/22/20	EEO Recruiter List Facebook LinkedIn	Employee Referral	Indeed.com – 2 Employee Referral – 1	3
MMJ	1/28/20	EEO Recruiter List Facebook LinkedIn	KVEW	KVEW-TV (sister station)	1**
Digital Media/Radio Sales Asst.	2/27/20	EEO Recruiter List Facebook LinkedIn	Indeed.com	Craigslist - 2 LinkedIn - 1 Indeed - 1 Employee Referral 1 MMM Career page 1 Handshake.com - 1	7
Digital Sales Assistant*	8/5/20	EEO Recruiter List	Indeed.com	Indeed.com – 3	4.4
Digital Sales Assistant*	action to find the	EEO Recruiter List		Breezy - 1	4*
920 On-Air Co-Host	8/5/20	EEO Recruiter List Monster	Employee referral	Employee referral -2 Monster – 1 Indeed.com – 1	4
MMJ	9/5/20	EEO Recruiter List LinkedIn Twitter TV Newscheck	Outside referral	Outside referral – 1 LinkedIn – 1 Agent – 1 Employer initiated - 3	6

^{*} Same applicant pool

^{**} Same applicant pool

Total Number of Persons Interviewed for All Full-Time Vacancies Filled D	uring
the Past Year (this will be a raw number):	58

Referral Sources	# of Interviewees Referred
Indeed.com	22
KXLY Employee Referral	10
Employer Initiated	3
Facebook	3
Outside Referral	3
Craigslist	3
LinkedIn	2
ASU	2
KVEW	2
KXLY.com	1
KXLY Internal Applicant	1,
Handshake	1
Agent	1
Monster.com	1
Morgan Murphy Media career page	1
Breezy HR	1
Spokanehelpwanted.com	1

EEO RECRUITER LIST 10/1/2019-9/30/2020

Number	Contact Information	Did source request notification	Notify via:	# of interviewees referred by source
1	AARP Foundation Work Search Sandra Moore Karen Johnson 222 W. Mission Ave., Suite 118 Spokane, WA 99207 Phone: 509-325-7712 Fax: 509-325-7729 Email: sjmoore@aarp.org and kejohnson@aarp.org Website: www.jobsaarp.org	Yes	Email	
2	Arizona State University Career Center 522 N. Central Ave., Suite 110 Phoenix, AZ 85004-2165 Phone: 602-496-1213 Fax: 602-496-1255 Email: dpccareerservices@asu.edu Website: www.asu.edu		Website	2
3	Big Bend Community College Bonnie Jeffrey, Career Services Coordinator 7662 Chanute Street NE Moses Lake, WA 98837-3299 Phone: 509-793-2069 Fax: 509-762-2696 Email: bonniej@bigbend.edu Website: www.bigbend.edu	Yes	Website	
4	Boise State University Career Center 1910 University Drive Boise, ID 83725-1310 Phone: 208-426-1747 Fax: 208-426-3437 Email: career@boisestate.edu Website: http://www.boisestate.edu/		Website	
5 Added Aug. 2020	Breezy HR 1534 Oak St., Suite 301 Jacksonville, FL 32204 Phone: 844-9273399 Email: support@breezyhr.com Website: Breezyhr.com		Website	1

6	Central Washington University Kristina Paquette – Employer Relations/Events/Marketing Bouillon 206 400 E. University Way Ellensburg, WA 98926-7499 Phone: 509-963-1921 Fax: 509-963-1921 Email: career@cwu.edu Website: http://www.cwu.edu/		Website	
7	Central Washington University Department of Communication Cynthia Mitchell – Journalism Advisor, The Observer Liahna Armstrong – Co-Director Film and Video Studies Jon Ward – Co-Director Film and Video Studies Bouillon 229 400 E. University Way Ellensburg, WA 98926 Phone: 509-963-1063 Email: mitchelc@cwu.edu lotus@cwu.edu jonward@cwu.edu Website: http://www.cwu.edu/		Email	
8	City of Spokane Civil Service 808 W. Spokane Falls Blvd., 4th Floor Spokane, WA 99201 Phone: 509-625-6160 Fax: 509-625-6077 Email: civilservice@spokanecity.org Website: www.spokanecity.org		Email	
9 Updated May 2020	Collective Talent Michael Bille 5134 Sandy Beach Ave. Siesta Key, FL 34242 Phone: 813-494-4555 Email: bille@michaelsmedia.com Website: www.collectivetalent.com	Yes	Email	
10	Eastern Washington University Career Services Nate Bryant, Employer Relations Mgr. 114 Showalter Hall Cheney, WA 99004-2431 Phone: 509-359-6058 Fax: 509-359-6940 Email: careers@ewu.edu Website: www.ewu-csm.symplicity.com/employers		Website	
11	Eastern Washington University African American Education Program Dr. Scott Finnie – Director 204 Monroe Hall Cheney, WA 99004-2420 Phone: 509-359-6152 Email: sfinnie@ewu.edu Website: https://www.ewu.edu/		Email	

12	Eastern Washington University Chicano Education Program Dr. Elisa Facio – Director 203 Monroe Hall Cheney, WA 99004 Phone: 509-359-6146 Email: efaciio@ewu.edu Website: https://www.ewu.edu/		Email	
13	Eastern Washington University Journalism Program Bill Stimson 526 Fifth St. Cheney, WA 99004 Phone: 509-359-6034 Email: wstimson@ewu.edu Website: www.ewu.edu	Yes	Email	
14	Eastern Washington University Women's Studies Center – Lisa Logan 207F Monroe Hall Cheney, WA 99004 Phone: 509-359-2898 Email: Ilogan83@ewu.edu Website: www.ewu.edu		Email	
15	ENSO Employment Service Ryan Newell 508 W. 6th Ave., #400 Spokane, WA 99204 Phone: 509-475-5263 Fax: 509-326-8188 Email: ryan@enso.ws Website: www.enso.ws/	Yes	Email	
16	Full Sail University Ellis Martinez Audio Arts & Entertainment Industry Executive 3300 University Blvd. Winter Park, FL 32792 Phone: 407-551-2023/407-414-1639	Yes	Website	-
17	Gonzaga University Career Center & GAMP Karen Franks-Harding E. 502 Boone Ave MSC 2462 Spokane, WA 99258 Phone: 509-313-4234 Fax: 509-313-5872 Email: franks-harding@gonzaga.edu Website: www.zagtrax.net		Website	

18	Goodwill Inc. Tammy Bown - Community Employment Job Coach 130 East Third Ave. Spokane, WA 99202 Phone: 509-232-1136 x4445 Fax: 509-444-4371 Email: TammyB@giin.org Website: www.DiscoverGoodwill.org	Yes	Email	
19	Idaho State Association of Broadcasters Connie Searles 1674 W. Hill Road, Suite 3 Boise, ID 83702 Phone: 208-345-3072 Email: isba@idahobroadcasters.org Website: www. idahobroadcasters.org		Email	
20	Indeed.com 7501 N. Capital of Texas Highway, Bldg. B Austin, TX 78731 Phone: 800-462-5842 Website: www.indeed.com		Website	22
21	KAPP TV/KVEW TV Kati Schreck 601 N Edison Kennewick, WA 99336 Phone: 509-735-8369 Email: katis@kappkvew.com Website: yaktrinews.com	Yes	Email	2
22	KXLY Broadcast Group All Employees/Employee Referrals/Internal applicants/Employer initiated/Walk ins 500 West Boone Avenue Spokane, WA 99201 Phone: 509-324-4000 Website: kxly.com		Email	14
23	KXLY.com 500 West Boone Avenue Spokane, WA 99201 Phone: Website: www.kxly.com		Website	1
24	Media Match Inc. P.O. Box 48220 Los Angeles, CA 90048 Phone: N/A Email: info@media-match.com Website: www.media-match.com/usa/media		Website	

25 Updated	Medialine Talent Rick Iler			
May 2020	2515 Sparrow Crest Dr. Katy, TX 77494 Phone: 913-217-0685 Email: jobs@medialinetalent.com Website: www.medialinetalent.com		Email	
26	Montana State University Allen Yarnell Center for Student Success 177 Strand Union Building P.O. Box 174180 Bozeman, MT 59717-4180 Phone: 406-994-7627 Fax: 406-994-5488 Email: success@montana.edu Website: http://www.montana.edu/		Website	
27 Updated May 2020	Morgan Murphy Media - WISC-TV Human Resources Jeff Ver Voort Kate Doty 7025 Raymond Rd. Madison, WI 53719 Phone: 608-277-5142 Fax: 608-278-5568 Email: jvervoort@wisctv.com kate@embtv.com Website: www.channel3000.com	Yes	Email	1
28	North Idaho College Career Services Carla Madison 1000 W. Garden Ave. Coeur d'Alene, ID 83814 Phone: 208-625-2364 Fax: 208-769-3292 Email: career@nic.edu Website: www.nic.edu/career		Website	
29 Updated May 2020	Oregon Association of Broadcasters Bob Singer 3422 NW Bryce Canyon Ln. Bend, OR 97703 Phone: 503-443-2299 Email: theoab@theoab.org Website: www.theoab.org		Email	
30	Oregon State University The Career Development Center Rachel Finch – Employer Relations Manager B008 Kerr Administration Building Corvallis, OR 97331-2127 Phone: 541-737-4085 Fax: 541-737-0532 Email: Career.Services@oregonstate.edu Website: http://oregonstate.edu/		Website	

32 Updated August 2020	QueenB Radio Wisconsin, Inc. Herb Cody 51 Means Drive Platteville, WI 53818 Phone: 608-349-2014 Fax: 608-349-2002 Email: hcody@queenbradio.com QueenB Television, LLC, dba WKBT-TV Kevin Knerzer 141 S. 6th St. LaCrosse, WI 54601 Phone: 608-782-4678 Fax: 608-782-4674 Email: kknerzer@wkbt.com Website: www.news8000.com	Yes	Email Email	
33	Seattle Pacific University Center for Career and Calling Lori Brown – Employer Relations Manager 3307 Third Ave. W., Suite 216 Seattle, WA 98119 Phone: 206-281-2485 Email: spucareercenter@spu.edu Website: http://spu.edu/		Website	
34	Skils-Kin Program Coordinator Amanda Vazquez 4004 E. Boone Avenue Spokane, WA 99202 Phone: 509-326-6760 Fax: 509-327-3316 Email: avazquez@skils-kin.org Website: www.skils-kin.org	Yes	Email	
35 Updated May 2020	Specs Howard School of Media Arts Dir. Career Svcs., Nancy Shiner 26700 Lahser Road Southfield, MI 48033 Phone: 248-358-9000 Email: nshiner@specshoward.edu Website: www.specshoward.edu	Yes	Email	
36	Spokane Community College Off Campus Programs Career Transitions Program Denise McKinnon 2917 W. Fort George Wright Dr. Spokane, WA 99224 Phone: 509-279-6039 Fax: 509-279-6070 Email: DeniseMcKinnon@scc.spokane.edu Website: www.iel.spokane.edu		Email	

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37	Spokane Craigslist		
	1381 9 th Ave.		
	San Francisco, CA 94122	Website	3
	Phone: 415-566-6394	Website	, ,
	Website: www.spokane.craigslist.org		
	Troportational agencia ag		
38	Community Colleges of Spokane (SFCC/SCC)		
	Career & Student Employment		
	Mindy Smith		
	3410 W. Fort George Wright Drive		
	Spokane, WA 99224	Website	
	Phone: 509-533-3540		
	Fax: 509-533-4563		
	Email: mindy.smith@spokanefalls.edu		
	Website: myinterfase.com/spokanefalls/employer		
39	SpokaneHelpWanted.com		
55	11 Abrams Road		
	Central Valley, NY 10917		_
	Phone: 800-365-8630		1
	Email: EmployerSupport@RegionalHelpWanted.com	Website	
	Website: www.spokanehelpwanted.com		
40	TVJobs.com/AMFMJobs.com		
	Mark Holloway		
	PO Box 4116		
	Oceanside, CA 92052		
	Phone: 760-754-8177	Email	
	Fax: 760-754-2115		
	Email: jobs@tvjobs.com		
	Website: www.tvjobs.com		
	vvebsite. www.tvjobs.com		
41	United States Air Force		
	Discovery Center		
	Maureen J. Lebel		
	4 West Castle Street		
	Fairchild AFB, WA 99011		
	Phone: 509-247-2246	Email	
	Fax: 509-247-5099		
	Email: maureen.lebel@us.af.mil		
	Website: www.fairchildfamilysupport.org		
	www.nanomidianiiysupport.org		
42	University of Idaho		
	Career Services		
	Idaho Commons Room 334		
	875 Perimeter Dr. MS 2534	141-1-14-	
	Moscow, ID 83844-2534	Website	
	Phone: 208-885-6121		
	Fax: 208-885-2816		
	Email: careerservices@uidaho.edu		
	Website: www.uidaho.edu/career-services		
	Job Board: https://uidaho.joinhandshake.com		

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43	University of Montana			
	School of Journalism			
	Denise Dowling			
	32 Campus Dr., Don Anderson Hall			
			Website	
	Missoula, MT 59812		***************************************	
	Phone: 406-243-4001			
	Email: denise.dowling@mso.umt.edu			
	Website: www.jour.umt.edu			
44	University of Oregon			
	Career Center			
	Employment Services Specialist			
	1200 University of Oregon			
	Eugene, OR 97403-1200			
	Dhono: 541 246 2214		Website	
İ	Phone: 541-346-3214			
	Fax: 541-346-6038			
	Email: jobs@uoregon.edu			
	Website: www.uocareer.uoregon.edu			
45	University of Washington			
	Office of Minority Affairs			
	Ruth Shigemi			
	Box 355845			
	Seattle, WA 98195-5845		P* *1	
	Phone: 206-221-2842		Email	
	Fax: 206-543-2746		Ì	
	Email: rshigemi@u.washington.edu			
	Mehaita: Managamaga.washington.coa			
	Website: <u>www.uw.edu</u>			
	Machington State Appr of Brands			
46	Washington State Assn of Broadcasters			
	Keith Shipman			
	724 Columbia St. NW, Suite #310			
	Olympia, WA 98501			
	1		Email	
	T .			
	Fax: 360-705-0873		İ	
	Email: kshipman@wsab.org			
	Website: www.wsab.org			
47	Washington State University			
7,	Academic Success and Career Services		1	
	P.O. Box 641061			
	Pullman, WA 99164-1061		Website	
	Phone: 509-335-6000		**CD3IC	
	Fax: 509-335-4015			
	Email: employer.relations@wsu.edu	İ		
	Website: https://wsu.edu/			
	11000110. Https://wow.odd/			
	Mechington State University			
48	Washington State University			
	Murrow College of Communication			
	Student Services			
İ	Angela Schweigert			
1	PO Box 642530			
Updated		Yes	Email	
May	Pullman, WA 99164-2530	162	Lilidii	
•	Phone: 509-335-7333			
2020	Email: communication@wsu.edu			
	Angela.schweigert@wsu.edu		1	
1	sstout@wsu.edu		1	
1				
	Website: www.murrow.wsu.edu			

49	Whitman College Career Center Margaret Ely 280 Boyer Avenue Walla Walla, WA 99362 Phone: 509-527-5183 Fax: 509-527-5934 Email: jobs_internships@whitman.edu Website: www.whitman.edu	Website	
50	Whitworth University Career Services Andrew Pyrc 300 West Hawthorne Rd. Spokane, WA 99251 Phone: 509-777-3272 Fax: 509-777-3731 Email: careerservices@whitworth.edu Website: www.whitworth.edu	Website	
51	WorkSource Spokane Jeff Miller - Business Solutions 130 S. Arthur Spokane, WA 99202 Phone: 509-532-3136 Fax: 509-532-3066 Email: jemiller@esd.wa.gov Website: www.go2worksource.com	Website	

OTHER REFERRAL SOURCES

10/1/2019 - 9/30/2020

Number	Contact Information	Did source request notification	Notify via:	# of interviewees referred by source
1	Outside Referrals	N		3
2	Monster.com	N		1
3	Handshake	N		1
4	Agent	N		1
5	Facebook	N		3
6	LinkedIn	N		2

EEO OUTREACH INITIATIVES October 1, 2019 - September 30, 2020

- Participated in general outreach efforts by such means as job banks or Internet programs such as those described in the model program developed by NASBA.
- Established an internship program in the News department designed to assist college students in acquiring skills needed for broadcast employment.
- Conducted 7 tours of the TV and Radio studios for numerous schools, organizations, and civic groups to give them a behind-the-scenes look at the broadcast industry.
- Provided 1 job shadow opportunity for students to observe employees during the course of their work day for exposure to different broadcasting jobs.
- TV sales participates in a formal mentorship program for entry level sales account executives.
- HR, TV GM and Radio Market Manager participate in EEO Self-Assessment meetings throughout the year to review our recruitment methods and outreach activities.
- 2/27/20 FUSE Career Fair –Sales and Radio Promotions attended the FUSE career fair at the Spokane Convention Center. They talked with students from Eastern Washington University, Gonzaga University, Washington State University-Spokane, and Whitworth University about career opportunities at KXLY.
- 10/10/19 MMJ spoke to broadcasting students at Gonzaga to do mock interviews so students can practice their interview skills as an MMJ.
- 10/1019 KXLY Engineer met with District 81 Skills Center board to discuss television classes at the Skills Center. Reviewed curriculum and certification requirements.
- 10/24/19 –Anchor spoke to communication students at Gonzaga about careers in broadcasting.
- 11/12/19 Anchor spoke to Selkirk Middle School students about investigative journalism. They
 watched and reviewed clips of various KXLY news stories.
- 11/15/19 News Director spoke to an upper level class at Gonzaga on public policy and government and the role of a journalist in that environment.
- 11/16/19 MMJ met with a Gonzaga freshman to discuss careers in broadcasting and important classes to take. She also received a tour of the station.
- 12/2/19 Spokane Falls Community College students from Graphic Design Program visited the station for a tour and to speak with graphics, creative services and news production employees about careers in broadcasting.
- 1/23/20 KXLY Engineer attended a meeting at District 81 Skills Center to help plan TV Production curriculum that would be beneficial to students and valuable to future employers.

- 2/5/20 Digital Content Manager spoke with Gonzaga's Public Relations class. They were learning
 about how to market their pitches to news stations and talked about what goes into a good pitch, what
 news stations are looking, etc.
- March 2020 3 anchors visited Sunrise Elementary School and read to elementary school students for Read Across America Day and also discussed careers in TV Broadcasting.
- April 2020 Anchor taught an online class for Gonzaga's Broadcasting Journalism 101 class. They did
 a virtual station tour and talked about careers in broadcasting and how news works behind the scenes.
- 6/16/20 KXLY engineer attended, via Zoom, the bi-yearly meeting for TV Communication and Animation class at the Skills Center. Reviewed learning options during the COVID-19 situation and how to conduct classes in the fall.
- 8/11/20 and 8/13/20 Operations Manager created videos and answered questions for the Cub Scouts. He was able to virtually show them Master control, Post-1 and the newsroom.
- September 2020 News Director presented the station's election plan to a webinar on elections put on by the Trusted News Network
- 9/15/20 Evening Anchor attended and emceed the 2020 AAPI Democracy summit for Asian Pacific Islander Coalition of WA
- 9/23/20 and 9/29/20 News Director spoke with college students from WSU Murrow College of Communication about news, getting that first job and, mostly, how the newsrooms have adapted in the age of COVID.
- Established training programs designed to enable station personnel to acquire skills that could qualify them for higher level positions. Training included:

2019

HR attended various training sessions including: Employment Law, Conducting Internal Investigations, WA state paid leave program

HR attended WSAB's License Renewal webinar

Radio and TV Sales staff and management attended Rumple training

HR attended WSAB's webinar on Workplace Safety – how to address an active shooter situation

News Production staff cross training for directing duties

News Director attending a webinar on newsroom hiring by RTDNA

2020

TV Sales AEs and management attended Tom Ray Prospecting training, Tom Conway training on Developing New business, TVB Replacing Auto training, Rumple training, Doyle Leads, TVB New categories, Tom Ray Leads, Strata.

Radio Sales attended Phase3 Digital training

National/Regional Sales Coordinator attended KATZ training

HR attended a webinar regarding Pending Federal Leave Benefits Related to COVID-19, FFCRA webinar, FFCRA and FMLA webinar

National/Regional Sales Coordinator and Sales Assistant attended WideOrbit training

March – Radio sales attended various webinars including Digital Prospecting Strategies, Digital Sales Success, Adapt/Evolve/Prevail

April – Radio sales attended various webinars including YAS training, MS Teams training, Wide Orbit training

HR attended webinar regarding FCC Issues for Broadcasters During the Pandemic, SHRM's How Employers are Preparing Their Workforces for a Return to the Workplace webinar, WA/ID Return to Work Guidelines

April – TV Sales attended sales webinars including: Digital coaching sessions, WideOrbit, Rumple new CRM system.

HR attended ADP Virtual Summit which included the following topics: Redefining the Future of Work, Managing and Activating Talent in the New World of Work, Navigating Regulations and Staying compliant, Hear from Industry-Leading Strategic Advisors

HR attended WSAB's webinar Protest and Civil Unrest Coverage – Preparation, Safety and Know Your Rights as a Broadcast Journalist

HR attended TVB Next Women training webinar

May - Radio Sales department attended training on Rumple - MDT and Impressions May - TV Sales and management department attending the following training: TVB category update, update on Social News Desk, Rumple training webinar, Doyle Category webinar, TVB Metrics webinar, TVB Home Improvement category webinar, TVB Next Women training TV and Radio sales staff (sales, traffic) attended WSAB's Political Advertising webinar HR attended a webinar on Employer Law - Protocol for Positive COVID-19 Test in the Workplace

Radio Sales AE attended training on Prospecting, YAS, BIA/Sales Fuel Webinar – 4th quarter planning

TV National/Regional Sales Coordinator attended another political webinar and WideOrbit training

Radio sales team (managers, AEs, traffic, assistance, accounting) attending WideOrbit upgrade training

TV AE attended webinar from TVB on Diagnosing Sales Opportunities in Health Care and Unlock Big Revenue and Engagement by 2nd Street

News Director participates in RTDNAs Sweeps training. Training is 2x a week for 2 months.

News Director attended RTDNA's Inclusive Journalism webinar

News Director participated in an elections prep webinar through "Trusting News"

News director took part in a webinar called "Do You Qualify as an Ally" put on by the Freedom Forum Institute and the Power Shift Project

Throughout the year, Radio AE participated in the following training:

Advertisers Buying Now | Market Opportunity 3/19/2020 - YAS

Prospecting 3/24/2020 YAS Digital

Cookie Training/Digital/Ashley - 4/2/2020

OPEN FOR BUSINESS - The Advertiser Perspective//RAB - 6/8/2020

OPEN for BUSINESS - The Impact on Radio Listeners//RAB - 5/27/2020

BUSINESS UNUSUAL - Engaging Local Clients//RAB 5/12/2020

BUSINESS UNUSUAL - Open for Business...//RAB 4/29/2020

BUSINESS UNUSUAL - Leading for Success...Dave Ramsey//RAB 4/21/2020

BUSINESS UNUSUAL - Work from Home Strategies...4/8/2020//RAB

HR attended GSI's webinar on assisting employees for this year's back to school challenges Radio Music Director and On-Air talent attended webinars on Livestreaming Video 101 (July) and Show Prep: The Missing Link webinar (July)

Accounting Manager attended the following training:

6/4/20 –Media trends, update, cybersecurity, the effect of streaming on traditional media 7/5/20 – Digital revenue, industry updates, consumer trends, music licensing and digital taxation

8/10/20 — Entertainment subscriptions, interactive programming, private company reporting updates, residual payments, working capital management, entertainment choices in the home, alternative sources of revenue, tax for non-tax professionals, the sales/credit relationship, and finance effectiveness