Apple Valley Broadcasting, Inc. Response to EEO Audit Letter dated February 26, 2021 Exhibit 3: Copy of 2020 EEO Public File Report

#### September 30, 2020

#### KAPP 35.1, KAPP 35.2, KAPP 35.3, KAPP 35.4, KAPP 35.5, KAPP 35.6, KAPP 35.7, KVEW 42.1, KVEW 42.2, KVEW 42.3, KVEW 42.4, KVEW 42.5, KVEW 42.6, and KVEW 42.7

#### 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: KAPP 35.1, KAPP 35.2, KAPP 35.3, KAPP 35.4, KAPP 35.5, KAPP 35.6, KAPP 35.7, KVEW 42.1, KVEW 42.2, KVEW 42.3, KVEW 42.4, KVEW 42.5, KVEW 42.6, and KVEW 42.7 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
Producer/Director KVEW	11/20/19	EEO Recruiter List	Indeed.com	Indeed.com – 2 Employee Referral - 1	3
Account Executive – KVEW*	02/10/20	EEO Recruiter List	Indeed.com	Indeed.com – 6 Employee Referral – 1	8*
Account Executive KVEW*	02/24/20	Indeed.com	Employee Referral	Outside referral - 1	0
MMJ KVEW	2/10/20	EEO Recruiter List LinkedIn	Agent	Employer Initiated – 3 Talent Agent – 1 Employee Referral – 1	5
Receptionist/Admin/Traffic Assistant KVEW	2/19/20	EEO Recruiter List	Employee Referral	Employee Referral – 1 Indeed.com – 1 Station website - 1	3
Morning Producer KVEW	4/7/20	EEO Recruiter List Facebook	Facebook	Facebook - 1 Indeed.com - 3	4
Anchor/MMJ	6/29/20	EEO Recruiter List Facebook	Station website	Station website – 1 Employer Initiated - 3 Facebook – 2	6
Digital Account & Project Manager	7/29/20	EEO Recruiter List	Indeed.com	Indeed.com – 2 Internal applicant – 1	3
MMJ	<u>8/17/20</u>	EEO Recruiter List Facebook	Employee Referral	Employee Referral – 1 Indeed.com – 2 Handshake – 1	4

\* Same applicant pool

Total Number of Persons Interviewed for All Full-Time Vacancies Filled During	
the Past Year (this will be a raw number):	36

Referral Sources	# of Interviewees Referred
Indeed.com	16
Employer Initiated	6
KAPP/KVEW Employee Referral	5
Facebook	3
Station website	2
KAPP/KVEW Internal Applicant	1
Outside Referral	1
Agent	1
Handshake	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 (Sales only openings)	AdAbilities Lucy Rice Director of Talent and Recruitment 6290 Ronald Reagon Drive, Suite 121 Lake St Louis, MO 63367 Phone: 314-276-2017 Email: lucy@adabilities.com Website: www.adabilities.com		Sales Manager notifies her when we have openings	
2	Arizona State University Tempe, AZ 85281 Phone: 480-965-2100 <u>https://asu-csm.symplicity.com/employers</u> Website: handshake.com		Handshake	
3 (News only openings) (Updated contact name 09/18/20 KS)	King5 News Joyce Taylor c/o KING TV 1501 First Avenue South Seattle, WA 98134 Phone: 206-448-3853 Email: <u>itaylor@king5.com</u> Website: www.king5.com		Email	
4	ACRS Employment & Training Serices Yong Lim Oshie, Program Supervisor 3639 Martin Luther King Jr. Way S. Seattle, WA 98144 Phone: 206-695-7590 Email: yonglim@acrs.org Website: www.acrs.org		Email	
5 (Engineering, Technical openings only)	Bates Technical CollegeJob Services, Shirley Miller1011 S. Yakima AvenueTacoma, WA 98405-4895Phone:253-680-7240Fax:253-680-7187Email:jobservices@bates.ctc.eduWebsite:www.bates.ctc.edu		Email	
6 (Engineering, Technical openings only)	Bates Technical College Ken Witkoe, Instructor 1011 S. Yakima Avenue Tacoma, WA 98405-4895 Phone: 253-680-7761 Email: <u>kwitkoe@bates.ctc.edu</u> Website: www.bates.ctc.edu		Email	
7 (Engineering, Technical openings only) (Updated Roland's email 9/18/20 KS)	Bates Technical CollegeRoland Robinson, Instructor1011 S. Yakima AvenueTacoma, WA 98405-4895Phone:253-680-7754Email:rrobinson@batestech.eduWebsite:www.bates.ctc.edu		Email	

.

8	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	Email
9	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: Handshake.com		Handshake
<b>10</b> Added 09/23/20	Breezy HR 1534 Oak St., Suite 301 Jacksonville, FL 32204 Phone: 844-9273399 Email: support@breezyhr.com Website: Breezyhr.com		Website
11 (News only openings)	California Chicano News Media Assn. (CCNMA) Sylvia Wells Office Manager 3800 S. Figueroa Street Los Angeles, CA 90037-1206 Phone: 213-743-4960 Email: sylvia@ccnma.org Website: http://ccnma.org/		Email
12	Carroll College Career Services 1601 N. Benton Avenue Helena, MT 59625 Phone: 406-447-5532 Email: careers@carroll.edu Website: Handshake.com		Handshake
13	Central Washington University Career Services 400 E. University Way Ellensburg, WA 98926 Phone: 509-963-1921 Email: career@cwu.edu Website: www.cwu.edu		Email
14	Central Washington University Department of Communications Cynthia Mitchell – Digital Journalism Advisor, The Observer Bouillon 229 400 E. University Way Ellensburg, WA 98926 Phone: 509-963-1063 Email: mitchelc@cwu.edu Website: www.cwu.edu		Email

15	Central Washington University Film and Video Studies Jon Ward, Co Director of Film and Video Studies OR Liahan Armstrong, Co Dir. of Film & Video Studies Bouillon 224 OR L&L 403F 400 E. University Way Ellensburg, WA 98926 Phone: 509-963-2893 or 509-963-3178 Email: jonward@cwu.edu or lotus@cwu.edu Website: http://www.cwu.edu		Email	
16	Central Washington University Terri Reddout Communications Studies, Central NewsWatch 400 E. University Way Ellensburg, WA 98926 Phone: 509-963-1921 Email: terri.reddout@cwu.edu Website: www.cwu.edu		Email	
17	City University of Seattle Career Planning & Placement 1190 NE First Street Bellevue, WA 98005 Phone: 206-239-4576 Email: alumni@cityu.edu Website: http://www.cityu.edu/		Email	
18	Colorado Media School Terry Cuff 404 S. Upham Street Lakewood, CO 80226 Phone: 303-937-7070 Email: tcuff@beonair.com Website: www.beonair.com		Email	
19	Collective Talent Michael Bille 1721 Richardson Place Tampa, FL 33606 Phone: 813-254-9695 Email: bille@michaelsmedia.com Website: www.collectivetalent.com	Yes	Email	
20 (Updated contact name and email on 09/17/20 KS)	Columbia Basin College Student Employment Center Rob Perez 2600 N. 20 <sup>th</sup> Avenue Pasco, WA 99201 Phone: 509-542-4718 Fax: 509-544-2029 Email: <u>studentemployment@columbiabason.edu</u> Website: www.Columbiabasin.edu		Email	
21	Eastern Washington University Career Services Nate Bryant, Employer Relations Mgr 114 Showalter Hall Cheney, WA 90004-2431 Phone: 509-359-6058 Fax: 509-359-6940 Email: careers@ewu.edu Website: https://www.ewu.edu		Email	

22	Eastern Washington University African American Education Program Dr. Scott Finnie - Director			
	204 Monroe Halll Cheney, WA 90004-2420 Phone: 509-359-6152 Email:sfinnie@ewu.edu Website: https://www.ewu.edu		Email	
23	Eastern Washington University Chicano Education Program Dr. Elisa Facio - Director 203 Monroe Hall Cheney, WA 90004 Phone: 509-359-6146 Email: efacio@ewu.edu Website: https://www.ewu.edu		Email	
24	Eastern Washington University Department of Theatre and Film Pete Porter – Chair of Theatre& Film Department and Associate Professor RTV107 Cheney, WA 90004 Phone: 509-359-6388 Email: pporter@ewu.edu Website: https://www.ewu.edu		Email	
25	Eastern Washington University Women's Studies Center – Micki Werner 526 5 <sup>th</sup> Street, MS 166 Cheney, WA 99004-2431 Phone: 509-359-2847 Website: www.ewu.edu		Letter	
26 (Updated 6/25/20 KS)	Eastern Washington University Journalism Program Bill Stimson 526 Fifth St Cheney, WA 90004 Phone: 509-359-6034 Email: wstimson@ewu.edu Website: https://www.ewu.edu	Yes	Email	
27	Edmonds Community College 2000 68 <sup>th</sup> Ave. W Lynnwood, WA 98036 Phone: 425-640-1256 Fax: 425-640-1121 Email: <u>careeractioncenter@edcc.edu</u> Website: www.collegecentral.com/edcc		Website	
28	Fort Simcoe Job Corps Center Jacque Green 40 Abella Lane White Swan, WA 98952 Phone: 509-874-2244 Fax: 509-874-2342 Email: green.jacque@jobcorps.org Website: www.fortsimcoe.jobcorps.gov		Email	1

29	Gonzaga University Career Center & GAMP		website																									
	Karen Franks-Harding E. 500 Boone Ave. – MSC 2462 Spokane, WA 99258																											
	Phone: 509-313-4234																											
	Fax: 509-313-5872																											
	Email: franks-harding@gonzaga.edu Website: handshake.com																											
30	Idaho State University Career Center																											
	Museum Building, Room 418																											
	Campus Stop 8108		Hendekaka																									
	Pocatello, ID 83209		Handshake																									
	Phone: 208-282-2380																											
	Fax: 208-282-4611 Email: careers@isu.edu																											
	Website: http://www.isu.edu/	- 61																										
31	Illinois Media School																											
	Career Services																											
	Don Clark, Career Services Director		Email																									
	530 South State Street Chicago, IL 60605																											
	Phone: 312-884-8000																											
	Email: dclark@beonair.com																											
	Website: www.beonair.com			_																								
32	Indeed.com		a Storage																									
	6433 Champion Grandview Way Building 1		Website	16																								
	Austin, TX 78750																											
33	KAPP/KVEW Website																											
	P.O. Box 1749/601 N. Edison																											
	Yakima, WA 98907/Kennewick, WA 99336 Phone: 509-453-0351/509-735-8369		Website	Website	Website	Website	Website	Website	Website	Website	Website	Website	Website	Website	Website	Website	Website	Website	Website	Website	Website	Website	Website	Website	Website	Website	Website	2
	Website: www.yaktrinews.com																											
34	KAPP TV/KVEW	1																										
	All Employees/Employee Referrals/Internal		Posted on																									
	Applicants/Employer Initiated P.O. Box 1749/601 N. Edison		Company																									
	Yakima, WA 98907/ Kennewick, WA 99336	5	Bulletin	12																								
	Phone: 509-453-0351/ 509-735-8369		Board																									
	Fax: 509-453-3623																											
	Website: www.yaktrinews.com																											
35	KXLY TV Wendy Peter. Human Resources																											
	500 W. Boone Avenue																											
	Spokane, WA 99201	Ver	Free 2																									
	Phone: 509-324-4000	Yes	Email																									
	Email: wendyp@kxly.com																											
	Website: www.kxly.com																											
36	Lewis-Clark State College																											
	Career & Advising Services																											
	Reid Centennial Hall, Room 208																											
	Lewiston, ID 83501 Phone: 208-792-2313		Handshake																									
	Fax: 208-792-2313																											
	Email: dlybyer@lcsc.edu																											
	Website: http://www.lcsc.edu/																											

37	Media Line		
	Rick Iler		1 A C 1 A 1
	P. O. Box 51909		Email
	Pacific Grove, CA 93950 Phone: 800-237-8073		
	Email: jobs@medialinetalent.com		
	Website: www.medialine.com		1 · · · · · · · · · · · · · · · · · · ·
38	Montana State University		
	Allen Yarnell Center for Student Success		
	177 Strand Union Building		Email
	P. O. Box 174180		Linan
	Bozeman, MT 59717-4180		
	Phone: 406-994-7627		
	Fax: 406-994-5488		
	Email: success@montana.edu		
39	Website: http://www.montana.edu Morgan Murphy Media - WISC TV		
39	Jeff VerVoort		
	Human Resources		
	7025 Raymond Road		1
	Madison, WI 53719	Yes	Email
	Phone: 608-271-5142		
	Fax: 608-278-5568		
	Email: jvervoort@wisctv.com		
	Website: www.channel3000.com		
40	Oregon Association of Broadcasters	1	
40	Bob Singer	1	
	3422 NW Bryce Canyon Ln.		
	Bend, OR 97703		And the second
	Phone: 503-443-2299		Email
	Email: theoab@theoab.org		
	Website: www.theoab.org		
41	(Updated 05/20) Oregon State University		
3.2	The Career Development Center		
	Rachel Finch – Employer Relations Manager		
	B008 Kerr Administration Building		Handahaka
	Corvallis, OR 97331-2127		Handshake
	Phone: 541-737-4085	5 C	
	Fax: 541-737-0532		
	Email: career.services@oregonstate.edu	(in the second s	
42	Website: www.http://oregonstte.edu Pacific Lutheran University		
	Career Connections		
	Jody Horn – Recruiting and Outreach Manager		Website
	Ramstad Hall, Room 112		website
	Tacoma, WA 98447-0003		
	Phone: 253-536-5104		
	Fax: 253-536-5104		
	Email: career@plu.edu		
	Website: http://www.plu.edu		
	https://myinterfase.com/plu/employer/home.aspx		

43	Portland State University Advising & Career Services Ann Mestrovich – Assistant Director/Employer		Email and	
	Relations Coordinator P. O. Box 751 – ACS Portland, OR 97207-0751 Phone: 503-725-4005 Fax: 503-725-5373 Email: careerconnect@pdx.edu		Handshake	
44	Website: http://pdx.edu/ Queen B Radio Wisconsin, Inc Herb Cody 51 Means Drive Platteville, WI 53818 Phone: 608-349-2014 Fax: 608-349-2002 Email: hcody@queenbradio.com	Yes	Email	
45	Website: www.news8000.com Queen B Television, LLC, dba WKBT-TV Kevin Knerzer 141 S. 6 <sup>th</sup> Street			
(Updated contact information 08/25/20 KS)	LaCrosse, WI 54601 Phone: 608-782-4678 Fax: 608-782-4674 Email: kknerzer@wkbt.com Website: www.news8000.com	Yes	Email	
46	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: Handshake.com		Handshake	
47	Seattle University Career Services 901 12 <sup>th</sup> Avenue PO. Box 222200 Seattle, WA 98122 Email: CareerServices@Seattleu.edu Website: https://seattleu- csm/sumplicity.com/employers		Handshake	
48 Engineering, Technical openings only)	Society of Broadcast Engineers 9102 North Meridian Street Suite 150 Indianapolis, IN 46260 317-846-9000 Website: sbe.org/sections/jl_submit.php		Website	
49	Southern Oregon University Office of Career Connections Hannon Library 113A 1250 Siskiyou Boulevard Ashland, OR 97520 Phone: 541-552-6131 Website: Handshake.com		Handshake	

50 Updated	Dir. Career Svcs., Nancy Shiner 26700 Lahser Road Southfield, MI 48033	1.000	5.14
May 2020	Phone:248-358-9000Email:nshiner@specshoward.eduWebsite:www.specshoward.edu	Yes	Email
51	The Evergreen State College Career Development Center Library 2153 2700 Evergreen Parkway NW Olympia, WA 98505 Phone: 360-867-6193 Fax: 360-867-5343 Email: careerdevelopment@evergreen.edu Website: http://evergree.edu/		Email
52	TVJobs.com Mark Holloway P. O. Box 4116 Oceanside, CA 92052 Phone: 760-754-8177 Fax: 760-754-2115 Email: jobs@tvjobs.com Website: www.tvjobs.com		Website
53	University of Idaho Career Services Idaho Commons Room 334 875 Perimeter Dr. MS2534 Moscow, ID 83844-2534 Phone: 208-885-6121 Fax: 208-885-2816 Email: careerservices@uidaho.edu Website: <u>https://www</u> .uidaho.edu/career-services Job Board: https://uidaho.joinhandshake.com		Handshake
54	University of Idaho School of Journalism and Mass Media Diane McGarry 875 Perimeter Drive MS 3178 Moscow, ID 83844-3178 Phone: 208-885-6458 Fax: 208-885-6450 Email: dmcgarry@uidaho.edu Website: http://www.uidaho.edu/class/jamm		Email
55	University of Montana School of Journalism Denise Dowling 32 Campus Dr., Don Anderson Hall Missoula, MT 59812 Phone: 406-243-4001 Email: denise.dowling@mso.umt.edu Website: www.jour.umt.edu		Handshake
56	University of Oregon Career Center Employment Services Specialist 1200 University of Oregon Eugene, OR 97403-1200 Phone: 541-346-3214 Fax: 541-346-6038 Email: jobs@uoregon.edu Website: <u>https://career.uoregon.edu/employers</u>		Website

57	University of Washington Office of Minority Affairs Ruth Shigemi Box 355845 Seattle, WA 98195-5845 Phone: 206-221-2842 Fax: 206-543-2746 Email: rshigemi@u.washington.edu Website: www.uw.edu	Email
58	Walla Walla Community College Career & Employment Services Center 500 Tausick Way Walla Walla, WA 99362 Phone: 509-527-4262 Fax: 509-524-4795 Website: http://www.wwcc.edu/	Website
59	Washington State Association of BroadcastersKeith Shipman724 Columbia Street NW, Suite 310Olympia, WA 98501Phone: 360-705-0774Fax: 360-705-0873Email: kshipman@wsab.orgWebsite: www.wsab.org	Email
60	Washington State Commission on HispanicAffairsP. O. Box 40924Olympia, WA 98504Phone: 360-725-5661Email: hispanic@cha.wa.govWebsite: http://cha.wa.gov/	Email
61	Washington State University         Murrow College of Communication         Student Services         Angela Schweigert         PO Box 642530         Pullman, WA 99164-2530         Phone:       509-335-7333         Email:       communication@wsu.edu         Angela.schweigert@wsu.edu         sstout@wsu.edu	Email and Handshake
62	Website:       www.murrow.wsu.edu         Washington State University         Tri Cities Campus         Julie Nelson         2170 University Drive         Richland, WA 99352         Phone:       509-372-7201         Email:       janelson@tricity.wsu.edu         Website:       www.hrs.wsu.edu	Email
63	Western Washington University Career Services Center Jenny Spurgin, Employer Outreach Manager 516 High Street Bellingham, WA 98225-9002 Phone: 360-650-3240 Fax: 360-350-3293 Email: careers@wwu.edu Website: <a href="http://www.wwu.edu">http://www.wwu.edu</a>	Email

64	Worksource of Yakima Carol Cauthron 306 Division Street Yakima, WA 98902 Phone: 509-574-0163 Email: ccauthron@esd.wa.gov Website: www.WorkSourceWA.com	Website
65	Worksource of Columbia Basin 815 N. Kellogg Street, Suite B Kennewick, WA 99336-8007 Phone: 509-734-5947 Website: www.WorkSourceWa.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	Facebook 1 Hacker Way Menlo Park, CA 94025 650-308-7300 Facebook.com		Self posted	3
2	Agent		Website	1
3	Handshake.com www.joinhandshake.com		Emailed	1
4	Outside Referral			1



- 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.
- HR and GM participate in EEO Self-Assessment meetings throughout the year to review our recruitment methods and outreach activities.
- January 21, 2020, our Traffic Manager/Engineering Supervisor attended the Quarterly meeting of the Tri Tech Community Skills Center as a member of the Advisory Council for High School level Audio/Video Production classes at Tri Tech.
- On February 27, 2020, Kiana Tilley attended the FUSE Career Fair at the Spokane Convention Center. Four Universities, one unbeatable recruitment event. Eastern Washington University, Gonzaga University, Washington State University Spokane and Whitworth University.
- July 28, 2020 Worked with a local employment agency to promote a Drive-through job fair during the pandemic.
- Assisted a senior from Chiawana High School who was representing the Tri-Cities region on the WA DECA State Officer Team as State President. Her fundraising presentation was canceled due to COVID so she came to the station for assistance to record her presentation. While she was here, she toured the station, learned about different departments, and saw firsthand how our broadcasting equipment worked (lav mic, teleprompter, director recording with our equipment, etc.).
- Established training programs designed to enable station personnel to acquire skills that could qualify them for higher level positions. Training included:

DATE	PARTICIPANTS	Training Provider:	TRAINING
Oct. 10, 2019	Chief Engineer and Programming Assistant	Syncbak system	Online Syncbak training
Jan. 9, 2020	VP/GM, GSM, Digital Sales Manager, Local Sales Manager and Account Executives	YAS (Your Agency Solution)	Online Digital Sales Training
Jan. 21, 2020	VP/GM, GSM, Digital Sales Manager, Local Sales Manager and Account Executives	Jim Doyle & Assoc.	Shark Tank with Tom Ray
Jan. 26 & 27, 2020	GSM	Jim Doyle & Assoc.	Boot Camp: Sales Leadership in the New TV Business
Jan. 28, 2020	Local Sales Manager and Account Executives	YAS (Your Agency Solution).	Online Digital Sales Training with "Dataxu".

DATE	PARTICIPANTS	Training Provider:	TRAINING	
Feb. 4, 2020	Receptionist/Traffic Assistant	Nielsen, Comscore	Online Nielsen and Comscore training.	
Feb. 20, 2020	HR	Morgan Murphy Media stations	Breezy HR online training session.	
Feb. 26, 2020	VP/GM, National Sales Manager, Traffic Manager, Sales Assistant, Digital Assistant	KATZ	Learned how to use the new KATZ station portal for orders and avails (online)	
Mar. 5, 2020	Account Executive	2 <sup>nd</sup> Street	Voting Brackets Live Online	
Mar. 13, 2020	2 Account Executive and Digital Assistant	Google Ad Manager	GAM Reporting (online)	
Mar. 19, 2020	VP/GM, GSM, Local Sales Manager and Account Executives	Jim Doyle & Assoc.	Dealing with Disruptions (webinar)	
Mar. 19, 2020	National Sales Manager, GSM and Account Executive	Strata	Strata Training (online)	
Mar. 23-27, 2020	GSM, Account Executives	2 <sup>nd</sup> Street	Delivering Measurable Results to your Advertisers (webinar)	
Mar. 24, 2020	GSM, Account Executives	YAS	Prospecting Strategies (webinar)	
Mar. 25, 2020	GSM, Account Executives	YAS	Sales Success (webinar)	
Mar. 26, 2020	GSM, Account Executives	YAS	Big Spenders, Big Results (webinar)	
Mar. 27, 2020	VP/GM, GSM, Account Executives	JDA	Q1 Money Call (webinar)	
Apr. 1, 2020	GSM, Account Executives	2 <sup>nd</sup> Street	Proven Tips for Email Growth During Covid 19 (webinar)	
Apr. 2, 2020	VP/GM, GSM, Account Executives	YAS .	Cookie Cutter Advertising (webinar)	
Apr. 7, 2020	VP/GM, GSM, Account Executives	Wide Orbit	Sales (online)	
Apr. 8, 2020	Receptionist/Traffic Assistant, Traffic Manager	Wide Orbit	Traffic (online)	
Apr. 9, 2020	GSM, Sales Assistant, National Sales Mgr, Traffic Manager	Wide Orbit	Traffic 2 (online)	
Apr. 10, 2020	GSM, Local Sales Mgr., National Sales Mgr., Traffic Manager	Wide Orbit	Managers (online)	
Apr. 10, 2020	VP/GM, GSM, Account Executives	2 <sup>nd</sup> Street	34 Advertisers to call on Now (webinar)	
Apr. 10, 2020	VP/GM, GSM, Local Sales Manager	Rumple	Training for Managers (online)	
Apr. 15, 2020	GSM, Sales Assistant, Traffic Manager	STRATA	General Training (online)	
Apr. 15, 2020	Account Executive	Adepti	General Training (online)	
Apr. 17, 2020	VP/GM, GSM, Local Sales Manager	Rumple	Training for Managers (online)	
Apr. 23, 2020	GSM, Local Sales Mgr, Account Executives	TVB	Hot Categories & Successful Advertisers (webinar)	
Apr. 23, 2020	Account Executives	2 <sup>nd</sup> Street	How to Save Time & Drive Revenue w/Turnkey (webinar)	
Apr. 24, 2020	VP/G, GSM, Account Executives	Rumple	General Training (online)	
Apr. 29, 2020 May 1, 2020	Account Executive VP/GM, GSM, Account Executives	TVB	Focus on Mortgage Advertising (webinar)	
May 1, 2020	VP/GM, GSM, Account Executives	TVB Rumple	Selling During Extraordinary Times (webinar) General Training (online)	
May 15, 2020	Mgr VP/GM, GSM, Account Executives	JDA Kumpie	Money Call (webinar	
May 20, 2020	GSM, Account Executive, Sales Assistant	YAS	Tapclicks (online)	
May 29, 2020 May 29, 2020	VP/GM, Gen. Sales Manager, Yakima local Mgr	Rumple	General Trianing (online)	
une 3, 2020	VP/GM, GSM, Account Executives	JDA .	Tom Ray: The Next New Normal	
une 25, 2020	VP/GM, National Sales Mgr, Sales Assistant, Traffic Manager	WSAB	Political Broadcasting Refresher - Preparing for 2020 Election (webinar)	

DATE	PARTICIPANTS	Training Provider:	TRAINING
July 13, 2020	VP/GM, GSM, Account, Local Sales Mgr., Account Executives	TVB	The Rebound Link (webinar)
July 15, 2020	Local Sales Mgr., Sales Assistant	NeoFill	Admin Training (online)
July 15, 2020	GSM, Sales Assistant	JDA	Sales Manager's Overview of "On Demand" (online)
July 21, 2020	VP/GM, GSM, Account Executives	YAS	Prospecting (online)
July 22, 2020	GSM, Account Executives	NeoFill	Auction Sales Team Training (online)
July 23, 2020	VP/GM, GSM, Account Executives	Tom Ray (JDA)	The Pandemic Power Consumer (webinar
July 24, 2020	VP/GM, GSM	Rumple	Cleaning up Rumple from the effects of Covid (online)
July 29, 2020	VP/GM, GSM, Account Executives	JDA	On Demand Overview (online)
Aug. 5, 2020	VP/GM, GSM, Account Executives	YAS	Web Team intro (online)
Aug. 19, 2020	Gen Sales Mgr, National Sales Mgr	WSAB	Political File Compliance (webinar)
Aug. 19, 2020	General Manager	EML MMM	EML Training for Morgan Murphy
Aug. 19, 2020	GSM, Digital Acct. Mgr	YAS	Platform/Process Walk through (online)
Aug. 20, 2020	GSM, Digital Acct. Mgr	Adepti	General (onlilne)
Aug. 20, 2020	GSM	SND	Training (online)
Sept. 2, 2020	GSM	Wide Orbit	Suite of Digital Audio Products/Task Force/Streaming demo (webinar)
Sept. 9, 2020	GSM	Wide Orbit	Media Sales Demo (online)
Sept. 17, 2020	VP/GM, GSM, Account Executives	YAS	Sales training/prep for week of Oct. 19 (online)