

LRS RADIO LICENSING LLC EEO PUBLIC FILE REPORT

This report covers vacancy recruitment data for the period February 1, 2017 through January 31, 2018

1. Employment Unit: LRS Radio, LLC

2. Unit members (Stations and Communities of License): WBAZ-Bridgehampton NY
WBEA- Southold NY
WEHM-Manorville NY
WEHN-East Hampton NY

3. EEO Contact Information for Unit Member:

<u>Mailing address:</u> Long Island Radio Broadcasting PO Box 157 760 Montauk Highway Watermill, NY 11976	<u>Telephone Number:</u> 631-267-7800 <u>Contact Person/Title:</u> Ana Dezso/Business Manager <u>E-Mail Address:</u> anadezso@libroadcasting.com
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4. List of Full-Time Job Vacancies Filled By Each Station in the Employment Unit:

<u>Job Title</u>	<u>Recruitment Source Referring Person Hired</u>
Account Executive	Word of mouth
Account Executive	Radio Consultant
Account Executive	Indeed.com
Production Director	In-house

Long Island Radio Broadcasting, operating stations WBAZ-FM, WBEA-FM, WEHM-FM AND WEHN-FM is an Equal Opportunity Employer.

7A. Job Title: Account Executive

Referral Source of Hire: 1

Inner Office Posting	S. Bitis	Water Mill NY	0	No
HR of the Hamptons	Maryann Tupper 631-283-6415	168 Hill Street Southampton NY 11968	0	No
NAACP E.End Chapter	Lucious Ware 631-283-2326	33 Flying Point Road Southampton NY 11968	0	No
EE Woman's Network	Paula Daniel 631-258-6780	PO Box 1277 Riverhead NY 11901	0	No
Shinnecock Indian Nation	Lance Gumbs 631-283-6143	PO Box 1286 Southampton NY 11968	0	No
Retreat Incorporated	Kathy Schad 631-324-0943	13 Goodfriend Drive East Hampton NY 11937	0	No
NYS Dept of Labor	Jim Dingle 1-888-4-nysdol	168-46 91St. Avenue Jamaica NY 11432	0	No
Five Towns College	Kristy O'Rourke 631-424-7000	305 North Service Road Dix Hills NY 11746	0	No
Hofstra University	Elizabeth Cahill 516-463-6060	140 Hofstra University Hempstead NY 11549	0	No
NY Institute of Technology	Barbara VanBuren 516-686-7527	PO Box 9029 Central Islip NY 11772	0	No
NYS State Unemployment	Marion Blewas 1-888-4-NYSDOL	134 East Main St Riverhead NY 11901	0	No
St Joseph's College	Anna Robinson	155 Roe Blvd. Patchogue NY 11772	0	No
Suffolk Community College	Mary Reese	Speonk-Riverhead Rd	0	No

	631-548-2500	Riverhead NY 11901		
Long Island University	Shari Santoriello 631-703-7069	Speonk-Riverhead Rd Riverhead NY 11901	0	No
Word of Mouth			1	No
Radio Consultant	Steve Lappa 954-868-6763		0	No
Indeed.com			0	No
7B. Job Title: Account Executive		Referral Source of Hire: 1		
Inner Office Posting	S. Bitis	Water Mill NY	0	No
HR of the Hamptons	Maryann Tupper 631-283-6415	168 Hill Street Southampton NY 11968	0	No
NAACP E.End Chapter	Lucious Ware 631-283-2326	33 Flying Point Road Southampton NY 11968	0	No
EE Woman's Network	Paula Daniel 631-258-6780	PO Box 1277 Riverhead NY 11901	0	No
Shinnecock Indian Nation	Lance Gumbs 631-283-6143	PO Box 1286 Southampton NY 11968	0	No
Retreat Incorporated	Kathy Schad 631-324-0943	13 Goodfriend Drive East Hampton NY 11937	0	No
NYS Dept of Labor	Jim Dingle 1-888-4-nysdol	168-46 91St. Avenue Jamaica NY 11432	0	No
Five Towns College	Kristy O'Rourke 631-424-7000	305 North Service Road Dix Hills NY 11746	0	No
Hofstra University	Elizabeth Cahill 516-463-6060	140 Hofstra University Hempstead NY 11549	0	No
NY Institute of Technology	Barbara VanBuren	PO Box 9029	0	No

	516-686-7527	Central Islip NY 11772		
NYS State Unemployment	Marion Blewas 1-888-4-NYSDOL	134 East Main St Riverhead NY 11901	0	No
St Joseph's College	Anna Robinson	155 Roe Blvd. Patchogue NY 11772	0	No
Suffolk Community College	Mary Reese 631-548-2500	Speonk-Riverhead Rd Riverhead NY 11901	0	No
Long Island University	Shari Santoriello 631-703-7069	Speonk-Riverhead Rd Riverhead NY 11901	0	No
Word of Mouth			0	No
Radio Consultant	Steve Lappa 954-868-6763		1	No
Indeed.com			0	No
7C. Job Title: Account Executive		Referral Source of Hire: 1		
Inner Office Posting	S. Bitis	Water Mill NY	0	No
HR of the Hamptons	Maryann Tupper 631-283-6415	168 Hill Street Southampton NY 11968	0	No
NAACP E.End Chapter	Lucious Ware 631-283-2326	33 Flying Point Road Southampton NY 11968	0	No
EE Woman's Network	Paula Daniel 631-258-6780	PO Box 1277 Riverhead NY 11901	0	No
Shinnecock Indian Nation	Lance Gumbs 631-283-6143	PO Box 1286 Southampton NY 11968	0	No
Retreat Incorporated	Kathy Schad 631-324-0943	13 Goodfriend Drive East Hampton NY 11937	0	No

NYS Dept of Labor	Jim Dingle 1-888-4-nysdol	168-46 91St. Avenue Jamaica NY 11432	0	No
Five Towns College	Kristy O'Rourke 631-424-7000	305 North Service Road Dix Hills NY 11746	0	No
Hofstra University	Elizabeth Cahill 516-463-6060	140 Hofstra University Hempstead NY 11549	0	No
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NYS State Unemployment	Marion Blewas 1-888-4-NYSDOL	134 East Main St Riverhead NY 11901	0	No
St Joseph's College	Anna Robinson	155 Roe Blvd. Patchogue NY 11772	0	No
Suffolk Community College	Mary Reese 631-548-2500	Speonk-Riverhead Rd Riverhead NY 11901	0	No
Long Island University	Shari Santoriello 631-703-7069	Speonk-Riverhead Rd Riverhead NY 11901	0	No
Word of Mouth			0	No
Radio Consultant	Steve Lappa 954-868-6763		0	No
Indeed.com			1	No
7D. Job Title: Production Director		Referral Source of Hire: 1		
Inner Office Posting	S. Bitis	Water Mill NY	1	No
HR of the Hamptons	Maryann Tupper 631-283-6415	168 Hill Street Southampton NY 11968	0	No
NAACP E.End Chapter	Lucious Ware 631-283-2326	33 Flying Point Road Southampton NY 11968	0	No

EE Woman's Network	Paula Daniel 631-258-6780	PO Box 1277 Riverhead NY 11901	0	No
Shinnecock Indian Nation	Lance Gumbs 631-283-6143	PO Box 1286 Southampton NY 11968	0	No
Retreat Incorporated	Kathy Schad 631-324-0943	13 Goodfriend Drive East Hampton NY 11937	0	No
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Long Island University	Shari Santoriello 631-703-7069	Speonk-Riverhead Rd Riverhead NY 11901	0	No
Word of Mouth			0	No
Radio Consultant	Steve Lappa 954-868-6763		0	No
Indeed.com			0	No

8. Total number of Interviewees Referred: For period February 1, 2017 and January 31, 2018 this employment unit interviewed 5 for full-time vacancies.

9. Supplemental Recruitment Initiatives.

(a) Initiative: Internship Program

Long Island Radio Broadcasting sponsors an internship program. It recruits interns through Westhampton High School, Five Towns College, Penn State University, The University of New Haven, and The University of Tampa. We had **five** interns for the year.

(b) Initiative: Job Fairs

Long Island Radio Broadcasting participated in the Five Towns College Career Fair on April 25, 2017, Indeed.com for recruitment of Account Executives, On-air intern solicitation from May 2017 – December 2017, and On-Air Account Executive solicitation in December 2017.

(c) Initiative: Station Tours

Long Island Radio Broadcasting gives many tours of our stations every year. We have worked with Elementary and High School students including classes for children with special needs giving them opportunities to learn about and participate in the station operations. We never turn anyone down when asked to give a tour and we held **three** tours in 2017.

SALESPERSON SOLICIT
60-SECOND RADIO SCRIPT
"ARE YOU THINKING"

ANNOUNCER: ARE YOU THINKING ABOUT A NEW CAREER? DO YOU WANT TO MAKE MORE MONEY? IF YOU'RE STRONG-WILLED, ENTHUSIASTIC AND PERSUASIVE, THEN (RADIO STATION) WOULD LIKE TO TALK WITH YOU ABOUT A POSITION IN OUR ADVERTISING SALES DEPARTMENT. YOU CAN INCREASE YOUR INCOME AND GET MORE OUT OF LIFE AS ADVERTISING SALESPERSON FOR (RADIO STATION). THIS IS A FULL-TIME CAREER OPPORTUNITY FOR THE RIGHT PERSON WITH A REAL DESIRE FOR SUCCESS. A GENEROUS COMPENSATION PACKAGE COULD MAKE THIS THE OPPORTUNITY THAT YOU'VE BEEN LOOKING FOR. YOU DO NOT NEED EXPERIENCE IF YOU HAVE A GREAT ATTITUDE AND ARE WILLING TO LEARN. SO, IF YOU'RE LOOKING FOR THE RIGHT OPPORTUNITY, THEN EMAIL YOUR RESUME TO (RADIO STATION) AT (EMAIL ADDRESS) ... THAT'S (REPEAT EMAIL ADDRESS). (RADIO STATION) IS AN EQUAL OPPORTUNITY EMPLOYER.

NOTE: *OUR BEST BET IS TO USE SOMETHING FUN AND EASY TO REMEMBER, SUCH AS FUN SALES JOB @ WXXX.COM.*



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Sales & Marketing Account Executive

Long Island Radio Broadcasting – Water Mill, NY

Candidates

0 Awaiting Review	0 Total (excluding rejected)	0 Rejected
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Views: 0

Candidates: 0

Max CPC: \$1.50

Job Budget: \$450.00

Status: Open – [pause](#)

Created: Jun 28

End date: Jul 29

This job will be visible on Indeed shortly.

Job Description

OUTSIDE SALES SUPERSTAR... If you are goal oriented and money motivated, Long Island Radio Broadcasting - Hampton's East End radio stations – WEHM 92.9 & 96.9/ 101.7 The Beach, and 102.5 WBAZ are presently looking to add a 3 proven professionals to our winning team.

WE ARE CURRENTLY PAYING THE HIGHEST SALES COMMISSIONS IN THE RADIO INDUSTRY.

Long Island Radio Broadcasting expects Account Executives to outperform consistently in a rapidly growing, creative, competitive radio sales environment. Our sales teams thrive on building trust through solid client interactions, from cold-calls to long-term client relationships.

Qualifications:

- Radio Sales or outside sales experience a must;
- Self-starter with proven ability to initiate and develop new business and sponsorships;
- Track record for soliciting sponsors for broadcast/non-broadcast projects, and special events;
- Solid relationships with advertising and business communities;
- Excellent writing and creative presentation skills to sell marketing solutions;
- Organized sales approach, regarding client marketing analysis, targeting consumer needs, and providing measurable benefits and follow-up;
- BS / BA degree;
- Valid driver's license and vehicle insurance.

Job Type: Full-time

Salary: \$50,000.00 to \$100,000.00 /year

Required education:

- Bachelor's

Required experience:

- SALES: 2 years

Application Questions

You have requested that Indeed ask candidates the following questions:

- Have you completed the following level of education: **Bachelor's?**



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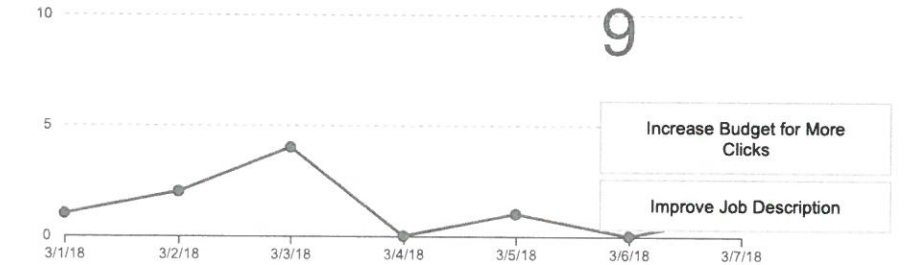
Radio Advertising Sales Executive

Long Island Radio Broadcasting – Water Mill, NY

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Views: 302

Candidates: 41

Job Budget: \$10.00 daily

Status: Open – [pause](#)

Created: Dec 21 2017

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Share

Candidates

37 Awaiting Review	40 Total (excluding rejected)	1 Rejected
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Job Description

Are you thinking about a new career?

Do you want to make more money?

If you're strong-willed, enthusiastic and persuasive, then Long Island Radio Broadcasting wants to talk with you about a position in our Advertising Sales Department.

You can increase your income, and get more out of life, as an advertising salesperson for our Hamptons-based radio stations (WBAZ-FM, WBEA-FM, and WEHM-FM) located in the very desirable area of Eastern Long Island, New York.

This is a full-time career opportunity for the right person with a real desire for success.

A generous compensation package could make this the opportunity you've been looking for!

Media sales experience is preferred, however, you do not need experience if you have a great attitude, and are willing to learn.

You must have a valid driver's license, vehicle insurance, and a clean work record.

Compensation is based on experience, and your potential for success.

Long Island Radio Broadcasting is an Equal Opportunity Employer. We celebrate diversity, and are committed to creating an inclusive environment for all employees.

Job Types: Full-time, Commission