October 1, 2017 - September 30, 2018

#### I. VACANCY LIST

See Section II, the "Master Recruitment Source List" ("MRSL") for recruitment source data

| Job Title            | Recruitment Sources ("RS") Used to Fill Vacancy | RS Referring<br>Hiree |
|----------------------|---|-----------------------|
| Sales Representative | 6-10, 14-15, 18, 22-25, 28-32, 34-36            | 31                    |
| Sales Representative | 6-10, 14-15, 18, 22-25, 28-32, 34-36            | 31                    |
| Sales Representative | 6-10, 14-15, 18, 22-25, 28-32, 34-36            | 31                    |
| Production Director  | 6-10, 14-15, 18, 22-25, 28-32, 34-36            | 31                    |

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### II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

| RS<br>Number | RS Information   | Source Entitled<br>to Vacancy<br>Notification?<br>(Yes/No) | No. of Interviewees<br>Referred by RS<br>Over<br>Reporting Period |
|--------------|--|--|---|
| 1            | Tallahassee Democrat 277 N. Magnolia Tallahassee, FL 32301 Contact: Classified Dept. (850) 599-2342  | N  | 0   |
| 2            | www.Carreerbuilder.com   | N  | 0   |
| 3            | Allaccess.com 28955 Pacific Coast Hwy., Ste 210-5 Malibu, CA 90265 Contact: Recruitment Director (310) 457-6616/(310) 457 8058                   | N  | 0   |
| 4            | Insideradio.com Contact: Kelli Grisez (615) 220-0442   | N  | 0   |
| 5            | Tallahassee Branch, NAACP P.O. Box 5892 Tallahassee, FL 32314 Contact: Anita Davis (850) 574- 3075   | N  | 0   |
| 6            | Florida State University Public Broadcast Center<br>1600 Red Barber Plaza<br>Tallahassee, FL 31310<br>Contact: Mari Ann Yeager<br>(850) 644-3871 | N  | 0   |
| 7            | Florida A&M University Career Center FAMU Campus Tallahassee, FL 32399 Contact: Recruitment Officer (850) 599-3700                               | N  | 0   |
| 8            | Former Employee (Re-hire)  | N  | 0   |
| 9            | Walk-in/Self-Referral  | N  | 0   |
| 10           | Word-of-Mouth Referral   | N  | 2   |

| RS<br>Number | RS Information  | Source Entitled<br>to Vacancy<br>Notification?<br>(Yes/No) | No. of Interviewees<br>Referred by RS<br>Over<br>Reporting Period |
|--------------|---|--|---|
| 11           | Leon County Schools                                     | N  | 0   |
|              | 2757 West Pensacola Street                              |  |   |
|              | Tallahassee, FL 32304                                   |  |   |
|              | Contact: Recruitment Rep.                               |  |   |
|              | (850) 487-7651  |  |   |
| 12           | Workforce Plus (formerly State of Florida Job Services) | N  | 0   |
|              | 2525 S. Monroe Street, #3A                              |  |   |
|              | Tallahassee, FL 32301                                   |  |   |
|              | (850) 413-0315 (p)/ (850) 922-6747 (f)                  |  |   |
| 13           | Capital Outlook   | N  | 0   |
|              | 225 E Jennings Street                                   |  |   |
|              | Tallahassee, FL 32310                                   |  |   |
|              | (850) 681-1852(p)                                       |  |   |
|              | (850) 681-1093 (f)                                      |  |   |
| 14           | Station Website Postings (one or more SEU Stations)     | N  | 2   |
| 15           | On-Air Announcements (all SEU stations)                 | N  | 0   |
| 16           | Open Houses (see Section III)                           | N  | 0   |
| 17           | Florida Association of Broadcasters                     | N  | 0   |
|              | 800 N. Calhoun Street                                   |  |   |
|              | Tallahassee, FL 32303                                   |  |   |
|              | Contact: Tiffany Hall/thall@fab.org                     |  |   |
|              | (850) 681-6444  |  |   |
| 18           | Florida State University Career Center                  | N  | 0   |
|              | University Center, 4 <sup>th</sup> Level                |  |   |
|              | Tallahassee, FL 32303                                   |  |   |
|              | Fax: (850) 644-3273                                     |  |   |
| 19           | Tallahassee Urban League                                | N  | 0   |
|              | 923 Old Bainbridge Road                                 |  |   |
|              | Tallahassee, FL 32303                                   |  |   |
|              | Contact: Stella Ward                                    |  |   |
|              | (850) 222-6111  |  |   |
| 20           | National Association of Broadcasters                    | N  | 0   |
|              | 1771 N Street, W  |  |   |
|              | Washington, DC 20036                                    |  |   |
|              | Contact: Karen Hunter                                   |  |   |
|              | (202) 429-5300  |  |   |
| 21           | American Classifieds                                    | N  | 0   |
|              | 2441 Monticello Drive                                   |  |   |
|              | Tallahassee, FL 32301                                   |  |   |
| 22           | Internship Program (see Section III)                    | N  | 0   |

| RS<br>Number | RS Information   | Source Entitled<br>to Vacancy<br>Notification?<br>(Yes/No) | No. of Interviewees<br>Referred by RS<br>Over<br>Reporting Period |
|--------------|--|--|---|
| 23           | Florida A&M University Sales Media Institute<br>510 Orr Drive, Suite 4003<br>Tallahassee, FL 32307<br>Contact: James E Hawkins,Ph.D.<br>(850) 599-3379 | N  | 0   |
| 24           | Job Fair   | N  | 3   |
| 25           | Internal Transfer/Promotion  | N  | 0   |
| 26           | Mediarecruiter.com 20456 Orchard Place Centennial, CO 80016 (303) 400-5150   | N  | 0   |
| 27           | Craigslist Tallahassee, FL www.Craigslist.com  | N  | 0   |
| 28           | Ohio Center for Broadcasting 9000 Sweet Valley Drive Valley View, OH Gary James Gary@beonair.com   | Y  | 0   |
| 29           | Station Employee Referral  | N  | 4   |
| 30           | www.Hrmdirect.com  | N  | 1   |
| 31           | www.Indeed.com   | N  | 2   |
| 32           | Tallahassee Community College Career Center 444 Appleyard Dr, Tallahassee, FL 32304 850-201-6200 www.fl.tcc.edu  | N  | 0   |
| 33           | www.simplyhired.com  | N  | 0   |
| 34           | www.glassdoor.com  | N  | 0   |
| 35           | www.linkup.com   | N  | 0   |
|              | TOTAL INTERVIEWEES OVER REPORTING PERIOD   |  | 14  |

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### III. RECRUITMENT INITIATIVES

|   | Type of Recruitment Initiative (Menu Selection)   | Brief Description of Activity  |
|---|---|--|
| 1 | Training program designed to enable station personnel to acquire skills to qualify for higher-level positions | Our SEU's Programming Department conducts an on-going training program that is designed to offer current part-time staff members the opportunity to acquire skills necessary to attain a full-time on-air position. Participating part-time staff members shadow on-air personalities and programming managers and are also offered the opportunity to participate in training seminars.   |
| 2 | Participate and Promote Job Fair  | On November 6, 2017 our SEU participated in a Job Fair hosted by Tallahassee Community College. SEU representatives attended this event and talked to attendees about career and internship opportunities in the radio/broadcasting industry and collected resumes and applications. SEU participants included our Key Accounts manager, Promotions Director and two Sales Representatives. Our SEU promoted this event on all SEU stations. |
| 3 | Participate and Promote Job Fair  | On January 25, 2018 our SEU participated in a Job Fair hosted by Florida State University. SEU representatives attended this event and talked to attendees about career and internship opportunities in the radio/broadcasting industry and collected resumes and applications. SEU participants included our Key Accounts manager, Promotions Director and two Sales Representatives. Our SEU promoted this event on all SEU stations.      |

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### III. RECRUITMENT INITIATIVES

|   | Type of Recruitment Initiative (Menu Selection) | Brief Description of Activity   |
|---|---|---|
| 4 | Participate and Promote Job Fair                | On September 27, 2018 our SEU participated in a Job Fair hosted by Florida State University. SEU representatives attended this event and talked to attendees about career and internship opportunities in the radio/broadcasting industry and collected resumes and applications. SEU participants included our Key Accounts manager, Promotions Director and two Sales Representatives. Our SEU promoted this event on all SEU stations. |