

Elizabeth E. Goldin  
202.719.3199  
egoldin@wileyrein.com

August 30, 2018

**VIA POSTING TO FCC ONLINE PUBLIC INSPECTION FILE**

Lewis C. Pulley  
Assistant Chief, Policy Division  
Media Bureau  
Federal Communications Commission

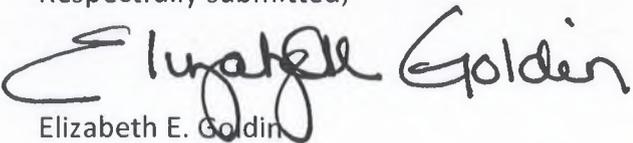
Re: **Response to Broadcast EEO Audit Letter  
WMXC(FM), Mobile, AL, Fac. ID No. 8696**

Dear Mr. Pulley:

On behalf of CC Licenses LLC, as debtor in possession, licensee of WMXC(FM), Mobile, AL and the commonly owned stations in the Mobile-Pensacola, AL/FL station employment unit ("SEU"), the undersigned submits the SEU's response to your letter of June 19, 2018 concerning compliance with the Commission's Equal Employment Opportunity rules, 47 C.F.R. § 73.2080.<sup>1</sup> Per your request, this submission consists of a sworn statement by Dan Endom, Region President, with copies of documentation responsive to your inquiry.

Should any questions arise concerning this submission, kindly contact the undersigned.

Respectfully submitted,

  
Elizabeth E. Goldin

*Counsel to CC Licenses LLC, as debtor in possession*

<sup>1</sup> The SEU was granted an extension of time to file its response through August 30, 2018.

## DECLARATION OF RONNIE BLOODWORTH, MARKET PRESIDENT

I, Ronnie Bloodworth, hereby declare as follows:

1. I am a Market President for CC Licenses LLC, as debtor in possession, the licensee of WMXC(FM), Mobile, AL (Fac ID #8696), which is part of a station employment unit based in Mobile-Pensacola, AL/FL and which includes WKSJ-FM (Fac ID #53145), WRKH(FM) (Fac ID #53142), and WNTM(AM) (Fac ID #8695), all Mobile, AL as well as WTKX-FM (Fac ID #61243) and WRGV(FM) (Fac ID #63931), both Pensacola, FL. The stations in this SEU are commonly owned through subsidiaries ultimately owned and controlled by iHeartMedia, Inc., as debtor in possession (collectively, "iHeartMedia"). This Statement and relevant attachments are being submitted in response to the June 19, 2018 letter of Lewis C. Pulley, Assistant Chief of the Policy Division of the Commission's Media Bureau, concerning a random audit of the SEU's EEO compliance (the "EEO Audit Letter").

2. This SEU employs five or more full-time employees as the term is defined in the broadcast EEO rule of the Federal Communication Commission ("FCC" or the "Commission"), 47 C.F.R. § 73.2080(e)(1).

3. In response to Question 3(a) of the EEO Audit Letter, copies of the SEU's two most recent EEO Public File Reports, as described in 47 C.F.R. § 73.2080(c)(6), are appended at Attachment A.

The web addresses of the stations in this SEU are as follows: MIXGulfCoast.iheart.com (WMXC(FM)), 95KJSJ.iheart.com (WKSJ-FM), 961rocket.iheart.com (WRKH(FM)), NewsRadio710.iheart.com (WNTM(AM)), TK101.iheart.com (WTKX-FM), and thebeatgulfcoast.iheart.com (WRGV(FM)). A copy of the current EEO Public File Report is included on or linked to each of these websites.

The date of each full-time hire listed in the SEU's two most recent EEO Public File Reports, as required by 47 C.F.R. § 73.2080(c)(5)(vi), is included in the internal business records appended at Attachment B.

4. In response to Question 3(b) of the EEO Audit Letter, the licensee acknowledges that it is required to retain records to document its outreach to the recruitment sources used to fill its full-time positions, including the recruitment reflected in the above EEO Public File Reports. However, pursuant to the EEO Audit Letter, only one such job notice per position is included at Attachment B.

5. In response to Question 3(c) of the EEO Audit Letter, the internal business records appended at Attachment B also provide data concerning (a) the total number of interviewees for each vacancy and (b) the referral source for each interviewee for each full-time vacancy filled during the period covered by the above EEO Public File Reports.

6. In response to Question 3(d) of the EEO Audit Letter, documentation concerning the Unit's performance of four points worth of recruitment initiative activity as described in § 73.2080(c)(2) during this time period is appended at Attachment C with participating personnel

noted therein. This SEU employs a total of 28 full-time employees and is located in a market with a population of more than 250,000. Accordingly, the SEU is required to perform at least four points worth of recruitment initiative activity during each two-year period measured from the date the stations in the SEU are required to file its license renewal applications.

7. In response to Question 3(e) of the EEO Audit Letter, the licensee affirms that it is not aware of any complaints alleging unlawful discrimination in the employment practices of the stations in this SEU based on race, color, religion, national origin or sex filed before a body with jurisdiction under federal, state, territorial or local law during the current license term.

8. In response to Question 3(f) of the EEO Audit Letter, the licensee affirms that iHeartMedia deployed an EEO compliance plan, with the assistance of outside communications counsel, known as the Broadcast Diversity Recruitment Plan (the "Recruitment Plan" or "Plan") in conjunction with the effective date of the current EEO regulations. The Plan contains directives as to how iHeartMedia SEUs are to engage in broad recruitment for job vacancies and undertake recruitment initiatives, details the required recordkeeping requirements and provides a quarterly self-assessment program.

At the corporate level, iHeartMedia assists SEUs in understanding and following the Recruitment Plan, employing a team of corporate HR specialists that respond to SEU requests for FCC EEO compliance assistance and/or that call upon outside counsel for additional guidance when warranted. Furthermore, iHeartMedia has a team of internal public inspection file auditors that surveys FCC EEO performance of iHeartMedia SEUs as part of their routine review of overall public file compliance. Finally, in connection with the deployment of HR software throughout the company, iHeartMedia HR's department has conducted training sessions for its SEUs on its hiring policies and procedures, including compliance with the FCC's EEO broad outreach rules, and continues to provide access to training on FCC EEO matters to SEUs via its online HR portal.

At the local level, under my supervision, our Finance Manager regularly communicates with SEU management about hiring needs and compliance matters and handles all recordkeeping related to the same. She also meets with programming personnel to gather information about and encourage public speaking in connection with local educational institutions to promote their careers in broadcasting. This SEU's compliance efforts include identifying iHeartMedia's efforts to afford equal employment opportunities to employees through statements disseminated in job applications and posted in conspicuous areas within the workplace.

9. In response to Question 3(g) of the EEO Audit Letter, the licensee affirms that the SEU understands that it must periodically analyze the effectiveness of its EEO recruitment program by reviewing the productivity of sources on its recruitment list and the outcome of its recruitment initiatives. The company's Recruitment Plan, through the quarterly self-assessment mechanism, provides SEUs with a regular opportunity to consult the corporate headquarters about these issues. In particular, our SEU has found that its extensive involvement with the local chapter of the BEST program (Boosting Engineering Science and Technology)—including personnel from programming, community engagement, digital, engineering and sales—has been a particularly effective tool to promote the variety of careers in broadcasting and help develop a pipeline of future job candidates in our local community.

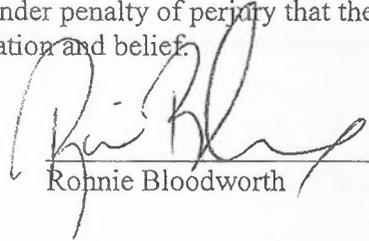
10. In response to Question 3(h) of the EEO Audit Letter, this SEU strives to comply with all federal, state and/or local laws regarding pay, benefits, seniority practices, promotions, and selection techniques and tests to ensure that the unit provides equal opportunity and does not discriminate against employees or applicants. This SEU's employment practices are my ultimate responsibility, working in conjunction with in-house counsel at iHeartMedia corporate headquarters and, when applicable, outside employment and labor counsel.

Dated: August 30, 2018

[SIGNATURE PAGE FOLLOWS]

**SIGNATURE PAGE TO  
DECLARATION OF Ronnie Bloodworth: MARKET PRESIDENT**

As of the date set forth above, I hereby declare under penalty of perjury that the foregoing is true and correct to the best of my knowledge, information and belief.

  
\_\_\_\_\_  
Ronnie Bloodworth

A

**WKSJ-FM, WMXC, WNTM, WRGV, WRKH, WTKX-FM**  
**EEO PUBLIC FILE REPORT**  
**December 1, 2015 - November 30, 2016<sup>1</sup>**

**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 Hiree
Account Executive- Sales	1-2, 4-10, 12-14	10
Account Executive- Sales	1-2, 4-10, 12-14	12
Account Executive- Sales	2-5, 10-11	11
Account Executive- Sales	2-5, 10-11	10
Account Executive- Sales	2-5, 10-11	3

<sup>1</sup>This Report was modified in August 2018 to address reporting issues.

**WKSJ-FM, WMXC, WNTM, WRGV, WRKH, WTKX-FM**  
**EEO PUBLIC FILE REPORT**  
**December 1, 2015 - November 30, 2016**

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

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
1	Alabama State University 915 South Jackson St. Montgomery, Alabama 36195 Phone : 334-229-4140 Email : etucker@asunet.alasu.edu Fax : 1-334-229-4985 Ella Tucker	N	0
2	Direct Employers Association, Inc.(association distributing 9002 N. Purdue Rd. Suite 100 job postings to state job banks Indianapolis, Indiana 46268 throughout the US) Phone : 866-268-6206 Email : info@usnlx.com Job Board	N	0
3	Employee Referral	N	3
4	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
5	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
6	Lakeland College 5001 Lake Land Blvd. Mattoon Mattoon, Alabama 61938 Phone : 217-234-5271 Email : kbeno@lakeland.cc.il.us Fax : 217-234-5506 Ken Beno	N	0
7	Lakeland College PO Box 359 Sheboygan Sheboygan, Alabama Phone : 920-565-1255 Email : lindsaylm@lakeland.edu Lisa Lindsay	N	0

**WKSJ-FM, WMXC, WNTM, WRGV, WRKH, WTKX-FM**  
**EEO PUBLIC FILE REPORT**  
**December 1, 2015 - November 30, 2016**

**II. MASTER RECRUITMENT SOURCE LIST ("MRSLS")**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
8	National Association of Religious Broadcasters 9510 Technology Drive Manassas Manassas, Alabama 20110 Phone : 703-330-7000 Url : www.nrb.org Email : info@nrb.org Fax : 703-330-7100 Placement Office	N	0
9	News Star World Monroe, Alabama Fax : 318-362-0225 Classified Department	N	0
10	Non-Employee Referral	N	2
11	On-Air Announcement (One or More SEU Stations)	N	1
12	Re-hire	N	1
13	Steven P.J. Wood Building 1101 North Highland St Arlington, Alabama 22201 Phone : 703-247-2000 Fax : 703-247-2001 Jim Cromwell	N	0
14	Troy State 2605 University Place Department of Business Phenix City, Alabama 36869 Phone : 334-448-5113 Fax : 1-334-448-5205 Kenny Marcum	N	0
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>7</b>

**WKSJ-FM, WMXC, WNTM, WRGV, WRKH, WTKX-FM**  
**EEO PUBLIC FILE REPORT**  
**December 1, 2015 - November 30, 2016**

**III. RECRUITMENT INITIATIVES**

	<b>Date</b>	<b>Type of Recruitment Initiative (Menu Selection)</b>	<b>Brief Description Of Activity</b>	<b>No. of Stations Participants</b>	<b>Participant Title</b>
1	2/17/2016	Participation in events or programs sponsored by educational institutions	On Feb.17, 2016, our Community Engagement Coordinator escorted the South Baldwin Junior Ambassadors from Foley High School around our facilities to observe the various departments and functions important to a broadcast operation, to expose them to broadcast careers in action, and to witness in a live broadcast in our studio during the work day as well. Throughout the tour the Community Engagement Coordinator explained job duties and how they impact station operations as a whole.	3	Community Engagement Coordinator SVPS On Air
2	3/3/2016	Participation in Job Fairs	On March 03, 2016, our SEU participated in the Baldwin County Job Fair. Station participants included our Sales Manager, who spoke with attendees about job opportunities in broadcasting	3	SVPS Community Engagement Coordinator SVP Programming
3	4/21/2016	Participation in Job Fairs	On April 21, 2016 our SEU participated in the 18th Annual South Alabama Regional Planning Commission Business Expo & / Job Fair at the Greater Gulf State Fairgrounds,. Station participants included our Senior Vice President of Sales , who spoke with attendees about job opportunities in broadcasting	3	Community Engagement Coordinator SVPS SVP Programming
4	8/9/2016	Participation in events or programs sponsored by educational institutions	As part of the iHeart Media Student Ambassador Program for the Jubilee chapter of BEST (Boosting Engineering Science and Technology), our SEU hosted a tour/training of our studios. Students from Davidson High School, toured the facilities, learned about careers in radio, learned about iHeartMedia, learned how to record audio for commercials promoting the BEST program, and learned how to write those commercials.	3	Community Engagement Coordinator on air host Market Engineering Manager Chief Engineer
5	8/25/2016	Participation in events sponsored by community groups	On Aug. 25, 2016, our SEU participated in the Mobile Chamber Business Expo. Station participants included our Market President, who spoke with attendees about job opportunities in Broadcasting.	2	SVPS Community Engagement Coordinator

**WKSJ-FM, WMXC, WNTM, WRGV, WRKH, WTKX-FM**  
**EEO PUBLIC FILE REPORT**  
**December 1, 2015 - November 30, 2016**

**III. RECRUITMENT INITIATIVES**

	<b>Date</b>	<b>Type of Recruitment Initiative (Menu Selection)</b>	<b>Brief Description Of Activity</b>	<b>No. of Stations Participants</b>	<b>Participant Title</b>
6	9/14/2016	Participation in events sponsored by community groups	Our Community Engagement Coordinator hosted a tour for the Exceptional Foundation of the Gulf Coast in Daphne, AL, a social & recreational day facility serving the Baldwin/Mobile Counties for individuals with physical & cognitive disabilities. During the tour, the Foundation members learned about the radio stations and the different types of jobs in a radio station as well as how radio works from commercials to computer technology.	4	SVPS Community Engagement Coordinator On Air On Air
7	9/28/2016	Participation in events sponsored by community groups	Our Community Engagement Coordinator hosted a tour for the Exceptional Foundation of the Gulf Coast in Daphne, AL, a social & recreational day facility serving the Baldwin/Mobile Counties for individuals with physical & cognitive disabilities. During the tour, the Foundation members learned about the radio stations and the different types of jobs in a radio station as well as how radio works from commercials to computer technology.	4	Community Engagement Coordinator SVPS On Air On Air
8	11/30/2016	Participation in other activities designed by the station employment unit	Our Market Engineering Manager mentored Davidson High School students involved in the Jubilee chapter of BEST (Boosting Engineering Science and Technology), who are interested in broadcast engineering on power tools, electronics, etc. during weekly visits to the school for much of the Fall and Spring semesters. He also served on the A Team of the BEST program, which helps with the organization of the program, logistics of the competitions and solicitation of the judges. The SEU also supported the BEST program by running public service announcements promoting the program and its related events and encouraging other local employers to participate in the iHeartMedia BEST Student Ambassador program.	1	Market Engineering Manager

**WKSJ-FM, WMXC, WNTM, WRGV, WRKH, WTKX-FM**  
**EEO PUBLIC FILE REPORT**  
**December 1, 2016 - November 30, 2017<sup>1</sup>**

**I. VACANCY LIST**

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

<b>Job Title</b>	<b>Recruitment Sources ("RS") Used to Fill Vacancy</b>	<b>RS Referring Hiree</b>
NO JOB OPENINGS WERE POSTED AND FILLED DURING THIS REPORTING PERIOD.		

<sup>1</sup>This Report was modified in August 2018 to address reporting issues.

**WKSJ-FM, WMXC, WNTM, WRGV, WRKH, WTKX-FM**  
**EEO PUBLIC FILE REPORT**  
**December 1, 2016 - November 30, 2017**

**II. MASTER RECRUITMENT SOURCE LIST ("MRSLS")**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS Over Reporting Period</b>
AS NOTED IN SECTION I, NO JOB OPENINGS WERE POSTED AND FILLED DURING THIS REPORTING PERIOD.			

**WKSJ-FM, WMXC, WNTM, WRGV, WRKH, WTKX-FM**  
**EEO PUBLIC FILE REPORT**  
**December 1, 2016 - November 30, 2017**

**III. RECRUITMENT INITIATIVES**

	<b>Date</b>	<b>Type of Recruitment Initiative (Menu Selection)</b>	<b>Brief Description Of Activity</b>	<b>No. of Stations Participants</b>	<b>Participant Title</b>
1	2/15/2017	Participation in events or programs sponsored by educational institutions	On Feb.15, 2017, our Community Engagement Coordinator escorted the South Baldwin Junior Ambassadors from Foley High School around our facilities to observe the various departments and functions important to a broadcast operation, to expose them to broadcast careers in action, and to witness in a live broadcast in our studio during the work day as well. Throughout the tour the Community Engagement Coordinator explained job duties and how they impact station operations as a whole.	4	Community Engagement Coordinator On Air Host On Air Host MP
2	3/7/2017	Participation in Job Fairs	On March 07, 2017, our SEU participated in the Baldwin County Job Fair. Station participants included our Sales Manager, who spoke with attendees about job opportunities in broadcasting	2	Community Engagement Coordinator SVPS
3	5/11/2017	Participation in Job Fairs	On May 11, 2017 our SEU participated in the 19th Annual South Alabama Regional Planning Commission Business Expo/Job Fair at the Greater Gulf State Fairgrounds. Station participants included our Senior Vice President of Sales, who spoke with attendees about job opportunities in broadcasting.	2	Community Engagement Coordinator Market President
4	9/7/2017	Participation in events or programs sponsored by educational institutions	As part of the iHeart Media Student Ambassador Program for the Jubilee chapter of BEST (Boosting Engineering Science and Technology), our SEU hosted a tour of our studios. Students from Davidson High School toured the facilities, learned about careers in radio, learned about iHeart Media, learned how to record audio for the BEST commercials, and learned how to write those commercials.	4	Community Engagement Coordinator Creative Services Market Engineering Manager Engineer Digital

**WKSJ-FM, WMXC, WNTM, WRGV, WRKH, WTKX-FM**  
**EEO PUBLIC FILE REPORT**  
**December 1, 2016 - November 30, 2017**

**III. RECRUITMENT INITIATIVES**

	<b>Date</b>	<b>Type of Recruitment Initiative (Menu Selection)</b>	<b>Brief Description Of Activity</b>	<b>No. of Stations Participants</b>	<b>Participant Title</b>
5	11/30/2017	Participation in other activities designed by the station employment unit	Our Market Engineering Manager mentored Davidson High School students involved in the Jubilee chapter of BEST (Boosting Engineering Science and Technology), who are interested in broadcast engineering on power tools, electronics, etc. during weekly visits to the school for much of the Fall and Spring semesters. He also served on the A Team of the BEST program, which helps with the organization of the program, logistics of the competitions and solicitation of the judges. The SEU also supported the BEST program by running public service announcements promoting the program and its related events.	1	Market Engineering Manager

**B**

**WKSJ-FM, WMXC, WNTM, WRGV, WRKH, WTKX-FM**

**Vacancy Data Form**

**Account Executive- Sales**

**Recruitment source referring hiree: Non-Employee Referral**

Date of hire: 6/1/2016

**Recruitment source referring hiree: Re-hire**

Date of hire: 6/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Alabama State University 915 South Jackson St. Montgomery, Alabama 36195 Phone : 334-229-4140 Email : etucker@asunet.alasu.edu Fax : 1-334-229-4985 Ella Tucker	N	0
2	Direct Employers Association, Inc. ( <i>association distributing job postings to state job banks throughout the US</i> ) 9002 N. Purdue Rd. Suite 100 Indianapolis, Indiana 46268 Phone : 866-268-6206 Email : info@usnlx.com Job Board	N	0
4	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
5	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
6	Lakeland College 5001 Lake Land Blvd. Mattoon Mattoon, Alabama 61938 Phone : 217-234-5271 Email : kbeno@lakeland.cc.il.us Fax : 217-234-5506 Ken Beno	N	0

# WKSJ-FM, WMXC, WNTM, WRGV, WRKH, WTKX-FM

## Vacancy Data Form

### Account Executive- Sales

Recruitment source referring hiree: Non-Employee Referral

Date of hire: 6/1/2016

Recruitment source referring hiree: Re-hire

Date of hire: 6/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Lakeland College PO Box 359 Sheboygan Sheboygan, Alabama Phone : 920-565-1255 Email : lindsaylm@lakeland.edu Lisa Lindsay	N	0
8	National Association of Religious Broadcasters 9510 Technology Drive Manassas Manassas, Alabama 20110 Phone : 703-330-7000 Url : www.nrb.org Email : info@nrb.org Fax : 703-330-7100 Placement Office	N	0
9	News Star World Monroe, Alabama Fax : 318-362-0225 Classified Department	N	0
10	Non-Employee Referral	N	1
12	Re-hire	N	1
13	Steven P.J. Wood Building 1101 North Highland St Arlington, Alabama 22201 Phone : 703-247-2000 Fax : 703-247-2001 Jim Cromwell	N	0
14	Troy State 2605 University Place Department of Business Phenix City, Alabama 36869 Phone : 334-448-5113 Fax : 1-334-448-5205 Kenny Marcum	N	0
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>2</b>



## State Job Bank Reporting

Report Date / Time: 8/24/2018 9:05 AM EDT

[Go Back](#)

### Job Data

Date Acquired: 5/6/2016  
Internal ID: 76021118  
Company: iHeartMedia  
Title: Account Executive- Sales  
City: Mobile  
State: AL  
Company Job ID: Req2718  
O\*Net: 41-3099.00  
Original URL: [https://iheartmedia.wd5.myworkdayjobs.com/en-US/External\\_iHM/job/Mobile-AL/Account-Executive--Sales\\_Req2718](https://iheartmedia.wd5.myworkdayjobs.com/en-US/External_iHM/job/Mobile-AL/Account-Executive--Sales_Req2718)

### Delivery Data

Original Delivery Date: 5/6/2016  
Delivery State: AL  
Job Bank Status: *Job Accepted*  
Job Bank ID: 1920382  
Job Bank URL: <http://joblink.alabama.gov/ada/rfjobs/1920382>  
Receipt Date: 5/9/2016  
Receipt Transaction ID: 14151DEE-BCF0-4677-8904-BD48BC92244C

### Job Description Data

Job Description: \*\*Job Summary:\*\*

Identifies and develops new business opportunities; keeps and grows existing client relationships; offers solutions that help clients achieve their business goals; closes business; meets set sales targets\.

\*\*Responsibilities:\*\*

- + Identifies and solicits new business; builds and maintains a full pipeline of sales prospects\.
- + Services and grows relationships in existing base of clients\.
- + Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities\.
- + Delivers effective sales presentations\.
- + Steers clients based on market, platform and station information\.
- + Maintains client communication and ensures client satisfaction\.
- + Monitors competition to continually find new account leads\.
- + Negotiates rates based on iHeartMedia's budgets\.
- + Works collaboratively with internal partners to drive revenue\.
- + Ensures prompt payments\.
- + Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis\.
- + Creates effective marketing campaigns in cooperation with iHeartMedia resources\.
- + Generates revenue and meets/exceeds established sales targets\.
- + Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance\.

\*\*Qualifications:\*\*

- + Proficient in Microsoft Office suite and social networking platforms
- + Adept at prospecting and using effective consultative selling principles and practices
- + Strong client service relationship-building skills
- + Ability to plan and organize, set priorities and multi task in a fast-paced environment
- + Negotiation and closing proficiency
- + Persuasive communication skills: verbal, written and presentation
- + Independent: self-motivated; competitive: assertive
- + Strong problem-solving and analytical skills
- + Understanding of market dynamics including demographics
- + Stress tolerance especially with tight deadlines and financial pressures
- + Flexibility and creativity
- + Professional appearance
- + Strong interpersonal skills
- + 1-2 years sales experience
- + Experience in Media/Advertising Sales with proven success is preferable

\*\*Education:\*\*

4-year college degree, preferably in a related field

Certification

None Required

**\*\*Location:\*\*** Mobile, AL: 555 Broadcast Dr, 3rd Floor, 36606

**\*\*Position Type:\*\*** Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Current employees click here to apply and search by the Job Posting Title.

iHeartMedia, Inc. is one of the leading global media and entertainment companies specializing in radio, digital, outdoor, mobile, live events, and on-demand entertainment and information services across the nation and providing premier opportunities for advertisers.

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The National Labor Exchange is sponsored by the National Association of State Workforce Agencies (NASWA)

**WKSJ-FM, WMXC, WNTM, WRGV, WRKH, WTKX-FM**

**Vacancy Data Form**

**Account Executive- Sales**

**Recruitment source referring hiree: Employee Referral**

**Date of hire: 9/26/2016**

**Recruitment source referring hiree: Non-Employee Referral**

**Date of hire: 9/26/2016**

**Recruitment source referring hiree: On-Air Announcement (One or More SEU Stations)**

**Date of hire: 8/29/2016**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	Direct Employers Association, Inc. <i>(association distributing job 9002 N. Purdue Rd. Suite 100 postings to state job banks Indianapolis, Indiana 46268 out the US throughout the US)</i> Phone : 866-268-6206 Email : info@usnlx.com Job Board	N	0
3	Employee Referral	N	3
4	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
5	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
10	Non-Employee Referral	N	1
11	On-Air Announcement (One or More SEU Stations)	N	1
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>5</b>



## State Job Bank Reporting

Report Date / Time: 8/24/2018 9:08 AM EDT

[Go Back](#)

### Job Data

Date Acquired: 7/29/2016  
Internal ID: 80086705  
Company: iHeartMedia  
Title: Account Executive- Sales  
City: Mobile  
State: AL  
Company Job ID: Req3611  
O\*Net: 41-3099.00  
Original URL: [https://iheartmedia.wd5.myworkdayjobs.com/en-US/External\\_iHM/job/Mobile-AL/Account-Executive--Sales\\_Req3611](https://iheartmedia.wd5.myworkdayjobs.com/en-US/External_iHM/job/Mobile-AL/Account-Executive--Sales_Req3611)

### Delivery Data

Original Delivery Date: 7/29/2016  
Delivery State: AL  
Job Bank Status: *Job Accepted*  
Job Bank ID: 2006413  
Job Bank URL: <https://joblink.alabama.gov/ada/r/jobs/2006413>  
Receipt Date: 8/1/2016  
Receipt Transaction ID: 27212867-4B88-4DEB-BD5A-B8227407110C

### Job Description Data

Job Description: **\*\*Job Summary:\*\***

Identifies and develops new business opportunities; keeps and grows existing client relationships; offers solutions that help clients achieve their business goals; closes business; meets set sales targets\.

**\*\*Responsibilities:\*\***

- + Identifies and solicits new business; builds and maintains a full pipeline of sales prospects\.
- + Services and grows relationships in existing base of clients\.
- + Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities\.
- + Delivers effective sales presentations\.
- + Steers clients based on market, platform and station information\.
- + Maintains client communication and ensures client satisfaction\.
- + Monitors competition to continually find new account leads\.
- + Negotiates rates based on iHeartMedia's budgets\.
- + Works collaboratively with internal partners to drive revenue\.
- + Ensures prompt payments\.
- + Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis\.
- + Creates effective marketing campaigns in cooperation with iHeartMedia resources\.
- + Generates revenue and meets/exceeds established sales targets\.
- + Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance\.

**\*\*Qualifications:\*\***

- + Proficient in Microsoft Office suite and social networking platforms
- + Adept at prospecting and using effective consultative selling principles and practices
- + Strong client service relationship-building skills
- + Ability to plan and organize, set priorities and multi task in a fast-paced environment
- + Negotiation and closing proficiency
- + Persuasive communication skills: verbal, written and presentation
- + Independent: self-motivated; competitive: assertive
- + Strong problem-solving and analytical skills
- + Understanding of market dynamics including demographics
- + Stress tolerance especially with tight deadlines and financial pressures
- + Flexibility and creativity
- + Professional appearance
- + Strong interpersonal skills
- + 1-2 years sales experience
- + Experience in Media/Advertising Sales with proven success is preferable

**\*\*Education:\*\***

4-year college degree, preferably in a related field

Certification

None Required

**\*\*Location:\*\*** Mobile, AL: 555 Broadcast Dr, 3rd Floor, 36606

**\*\*Position Type:\*\*** Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Current employees click here to apply and search by the Job Posting Title.

iHeartMedia, Inc. is one of the leading global media and entertainment companies specializing in radio, digital, outdoor, mobile, live events, and on-demand entertainment and information services across the nation and providing premier opportunities for advertisers.

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The National Labor Exchange is sponsored by the National Association of State Workforce Agencies (NASWA)

C

**WKSJ-FM, WMXC(FM), WNTM(AM), WRGV(FM), WRKH(FM), WTKX-FM  
RECRUITMENT INITIATIVE FORM  
December 1, 2015 through November 30, 2016**

	<b>TYPE OF RECRUITMENT INITIATIVE (MENU SELECTION)</b>	<b>DATE</b>	<b>BRIEF DESCRIPTION OF ACTIVITY</b>
1	Participated in event/program sponsored by or on behalf of an educational institution relating to career opportunities in broadcasting	February 17, 2016	On Feb. 17, 2016, our Community Engagement Coordinator escorted the South Baldwin Junior Ambassadors from Foley High School around our facilities to observe the various departments and functions important to a broadcast operation, to expose them to broadcast careers in action, and to witness a live broadcast in our studio during the work day as well. Throughout the tour the Community Engagement Coordinator explained job duties and how they impact station operations as a whole.
2	Participated in Job Fair	March 3, 2016	On March 3, 2016, our SEU participated in the Baldwin County Job Fair. Station participants included our Sales Manager, who spoke with attendees about job opportunities in broadcasting.
3	Participated in Job Fair	April 21, 2016	On April 21, 2016, our SEU participated in the 18th Annual South Alabama Regional Planning Commission Business Expo/Job Fair at the Greater Gulf State Fairgrounds. Station participants included our Senior Vice President of Sales, who spoke with attendees about job opportunities in broadcasting.
4	Participated in event/program sponsored by or on behalf of an educational institution relating to career opportunities in broadcasting	August 9, 2016	As part of the iHeart Media Student Ambassador Program for the Jubilee chapter of BEST (Boosting Engineering Science and Technology), our SEU hosted a tour of our studios. Students from Davidson High School toured the facilities, learned about careers in radio, learned about iHeartMedia, learned how to record audio for the BEST commercials, and learned how to write those commercials.
5	Participated in activity that furthers the goal of disseminating information as to employment opportunities in broadcasting	August 25, 2016	On August 25, 2016, our SEU participated in the Mobile Chamber Business Expo. Station participants included our Market President, who spoke with attendees about job opportunities in Broadcasting.

	TYPE OF RECRUITMENT INITIATIVE (MENU SELECTION)	DATE	BRIEF DESCRIPTION OF ACTIVITY
6	Hosted event/program sponsored by or on behalf of an educational institution relating to career opportunities in broadcasting	September 14, 2016	Our Community Engagement Coordinator hosted a tour for the Exceptional Foundation of the Gulf Coast in Daphne, AL, a social & recreational day facility serving the Baldwin/Mobile Counties for individuals with physical & cognitive disabilities. During the tour, the Foundation members learned about the radio stations and the different types of jobs in a radio station as well as how radio works from commercials to computer technology.
7	Hosted event/program sponsored by or on behalf of an educational institution relating to career opportunities in broadcasting	September 28, 2016	Our Community Engagement Coordinator hosted a tour for the Exceptional Foundation of the Gulf Coast in Daphne, AL, a social & recreational day facility serving the Baldwin/Mobile Counties for individuals with physical & cognitive disabilities. During the tour, the Foundation members learned about the radio stations and the different types of jobs in a radio station as well as how radio works from commercials to computer technology.
8	Participated in activity that furthers the goal of disseminating information as to employment opportunities in broadcasting	November 30, 2016	Our Market Engineering Manager mentored Davidson High School students involved in the Jubilee chapter of BEST (Boosting Engineering Science and Technology), who are interested in broadcast engineering on power tools, electronics, etc. during weekly visits to the school for much of the Fall and Spring semesters. He also served on the A Team of the BEST program, which helps with the organization of the program, logistics of the competitions and solicitation of the judges. The SEU also supported the BEST program by running public service announcements promoting the program and its related events.

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**From:** Booth, MARY B  
**Sent:** Tuesday, February 23, 2016 10:42 AM  
**To:** CLARK, DIANNE  
**Subject:** Field Trip: South Baldwin Chamber of Commerce Junior Ambassadors

Mary Booth and Matt McCoy hosted a group of 13 teens from Foley High, who are Junior Ambassadors for the South Baldwin Chamber of Commerce.

Three adults came with them, including Chamber Foundation Executive Director Gale Croft.

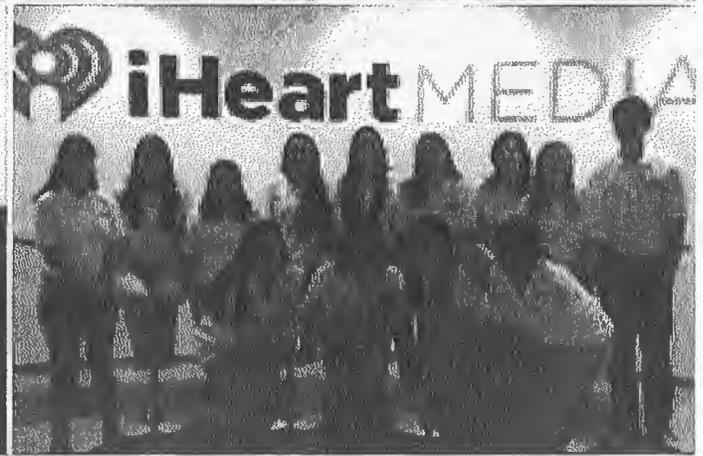
Tuesday Feb 17th from 9am to 10:30.

We talked with the teens about radio and careers in radio.

**Mary Booth**  
IHM Community Engagement Coordinator  
Middays / Mix 99.9  
iHeartMEDIA  
o 251.450.0100  
555 Broadcast Dr, 3<sup>rd</sup> Floor, Mobile, AL 36606  
<http://iheartgulfoastadvertising.com/>

At iHeartRadio with South Baldwin Chamber Foundation Junior Ambassadors

02-17-18



Like Comment Share

Matt McCoy, Shelby Mitchell, Greg Hill and 16 others like this.



Matt McCoy Thank y'all so much for  
Coming into the 1073 studios today! It was a blast!!!

Like Reply 1 February 17 at 11:04am



## South Alabama Regional Planning Commission

William S. Stimpson, Chairman • Timothy M. Kant, Vice-Chairman  
Larry W. White, Secretary - Treasurer • Christopher A. Miller, Executive Director

04-21-16

May 4, 2016

Mr. Ronnie Bloodworth  
iHeart Media  
555 Broadcast Drive  
Mobile, AL 36606

Dear Mr. Bloodworth:

On behalf of the South Alabama Regional Planning Commission, I want to sincerely thank you for your company's participation in our 18<sup>th</sup> Annual Business Expo/Jobs Fair. Your continued participation and support helps us to provide this important community service to our region, and for that we are truly grateful.

This was the first year the Business Expo & Jobs Fair was held at The Grounds (Greater Gulf State Fairgrounds). While we have received rave reviews on the venue we are aware of the need to improve the lunches provided to your organization's representatives. Therefore, this is at the top of our list of improvements for next year's event. We welcome your feedback and suggestions.

Please take a moment to complete the attached evaluation. It is important that we evaluate the success of our program and receive input from you on how we can improve. If you have already completed the evaluation form, thank you for your feedback.

Again, thank you for your participation and we look forward to working with you next year.

Sincerely,

John F. "Rickey" Rhodes  
Director, Employment/Economic Development Services

Enclosures:

RR: sr

**CLARK, DIANNE**

08-09-10

**Subject:** FW: Thank You iHeart Media

**From:** Robin Fenton <[robin@jubileebest.org](mailto:robin@jubileebest.org)>  
**Sent:** Wednesday, August 10, 2016 6:39 AM  
**To:** Booth, MARY B; Mitchell, Ralph; PEACOCK, GEOFF  
**Cc:** Scott, Mike; POWERS, STEVE; Andrews, Kellie  
**Subject:** Thank You iHeart Media

Dear Mary, Ralph and Geoff,

WOW....What an amazing day at iHeart Media yesterday as we kicked off the iHeart BEST Ambassador Program.

Time out of your busy day, sharing stories of your career paths, explanations of how things work, directions of how to write scripts, meeting with other iHeart team members and demonstrating how passionate you are about the media world clearly was appreciated by all in attendance.

I received several comments from parents of how the kids could not stop talking about their experience last night when they arrived home. I think you planted a seed!!

Thank you again for this wonderful partnership. You all are a blessing not only to BEST but to our community!

BEST and thanks,  
Robin

P.S. Photos are posted on the Jubilee BEST Facebook page

*Robin R. Fenton  
Jubilee BEST Hub Director  
2855 Post Oak Circle  
Mobile, AL 36693  
[robin@jubileebest.org](mailto:robin@jubileebest.org)  
251-379-1034*







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**From:** Booth, MARY B  
**Sent:** Thursday, September 29, 2016 9:53 AM  
**To:** CLARK, DIANNE  
**Subject:** Exceptional Foundation tours

iHeart hosted tours by the Exceptional Foundation of the Gulf Coast in Daphne, AL. The Foundation is "a social & recreational day facility serving the Baldwin/Mobile Counties. Where individuals with physical & cognitive disabilities gather with their peers."

Two groups toured, on Sept 14 and Sept 28, learning about the different radio stations at iHeart Mobile/Pensacola, the different types of jobs in a radio station, and how radio works, from commercials to computer technology.

Mary Booth conducted both tours. Participants met talent, including Matt McCoy, Dan Brennan, Uncle Henry, Bill Black, and Chip Nelson.

**Mary Booth**  
IHM Community Engagement Coordinator  
Middays / Mix 99.9  
iHeartMEDIA  
o 251.450.0100  
555 Broadcast Dr, 3<sup>rd</sup> Floor, Mobile, AL 36606  
<http://iheartgulfcoastadvertising.com/>





LEWIS COPELAND  
PRINCIPAL

## M.A. Davidson High School

3900 PLEASANT VALLEY ROAD  
MOBILE, ALABAMA 36609-2097



TELEPHONE  
251/221-3084  
FACSIMILE  
251/221-2082

Dear I-Heart Media,

I am writing to confirm that Geoff Peacock has volunteered his time with the Davidson High School robotics team since 2011. His daughter was on the team, so he helped as a parent that year. After Sarah graduated, he stayed on. His help has been immeasurable. He has volunteered his entire Saturdays throughout our robot playing season. He has mentored kids using power tools and electronics. He has also helped building a mock playing field for our team.

Besides assisting with our team, he has also helped with the coordinators of the competition. He has volunteered his time building the official playing field. On the day of the competition, he has helped check in teams. He has also been the official photographer for many years.

We have been so grateful to have his expert assistance over the past seven years. He has contributed his advice and know-how to the next generation of engineering.

Respectfully,

Mike Fletcher  
Teacher and Robotics team coach



**WKSJ-FM, WMXC(FM), WNTM(AM), WRGV(FM), WRKH(FM), WTKX-FM  
RECRUITMENT INITIATIVE FORM  
December 1, 2016 through November 30, 2017**

	<b>TYPE OF RECRUITMENT INITIATIVE (MENU SELECTION)</b>	<b>DATE</b>	<b>BRIEF DESCRIPTION OF ACTIVITY</b>
<b>1</b>	Participated in event/program sponsored by or on behalf of an educational institution relating to career opportunities in broadcasting	February 15, 2017	On Feb. 15, 2017, our Community Engagement Coordinator escorted the South Baldwin Junior Ambassadors from Foley High School around our facilities to observe the various departments and functions important to a broadcast operation, to expose them to broadcast careers in action, and to witness a live broadcast in our studio during the work day as well. Throughout the tour the Community Engagement Coordinator explained job duties and how they impact station operations as a whole.
<b>2</b>	Participated in Job Fair	March 7, 2017	On March 07, 2017, our SEU participated in the Baldwin County Job Fair. Station participants included our Sales Manager, who spoke with attendees about job opportunities in broadcasting.
<b>3</b>	Participated in Job Fair	May 11, 2017	On May 11, 2017, our SEU participated in the 19th Annual South Alabama Regional Planning Commission Business Expo/Job Fair at the Greater Gulf State Fairgrounds. Station participants included our Senior Vice President of Sales, who spoke with attendees about job opportunities in broadcasting.
<b>4</b>	Participated in event/program sponsored by or on behalf of an educational institution relating to career opportunities in broadcasting	September 7, 2017	As part of the iHeart Media Student Ambassador Program for the Jubilee chapter of BEST (Boosting Engineering Science and Technology), our SEU hosted a tour of our studios. Students from Davidson High School toured the facilities, learned about careers in radio, learned about iHeart Media, learned how to record audio for the BEST commercials, and learned how to write those commercials.

	<b>TYPE OF RECRUITMENT INITIATIVE (MENU SELECTION)</b>	<b>DATE</b>	<b>BRIEF DESCRIPTION OF ACTIVITY</b>
5	Participated in activity that furthers the goal of disseminating information as to employment opportunities in broadcasting	November 30, 2017	Our Market Engineering Manager mentored Davidson High School students involved in the Jubilee chapter of BEST (Boosting Engineering Science and Technology), who are interested in broadcast engineering on power tools, electronics, etc. during weekly visits to the school for much of the Fall and Spring semesters. He also served on the A Team of the BEST program, which helps with the organization of the program, logistics of the competitions and solicitation of the judges. The SEU also supported the BEST program by running public service announcements promoting the program and its related events.

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**From:** Gale Croft <[gale@sbchamberfoundation.org](mailto:gale@sbchamberfoundation.org)>  
**Sent:** Thursday, February 16, 2017 1:58 PM  
**To:** GMS Social  
**Subject:** Press Release

For Immediate Release

Attached:  
Junior Ambassadors Media Day 2017.docx  
Photographs

Kind Regards,

Gale Croft



The South Baldwin Chamber of Commerce Junior Ambassadors boarded a bus and headed to Mobile on Wednesday, February 15th for their annual Media Day. The Foley High School Juniors toured iHeart Radio and WKRK News 5 to learn about communications. Mary Booth, Matt McCoy and Gossip Greg showed them around the iHeart studios and gave them a glimpse of what happens behind the scenes in radio. Up and coming country music star, Jackson Michelson, performed live for the group. At WKRK, the Junior Ambassadors met Devon Walsh and John Nodar. The group sat through a live newscast and learned about broadcast journalism and the ins and outs of TV stations and careers options for the future. A big thanks for our sponsors for making this fieldtrip possible! Ascend Performance Materials; Riviera Utilities; Global Marketing Solutions; Wolf Bay Lodge—Foley; OWA; Frances Holk Insurance, Co. Inc/ State Farm; Columbia Southern University; Global Marketing Solutions; Dennis Aluminum Products; Meyer Vacation Rentals; Vulcan, Inc.; UTC Aerospace Systems; Alabama Credit Union; Coastal Real Estate & Development.





**CLARK, DIANNE**

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**Subject:** FW: Thank you for registering for 2017 Baldwin County Job Fair

**From:** Karen Glover <[kglover@baldwineda.com](mailto:kglover@baldwineda.com)>  
**Sent:** Wednesday, March 1, 2017 1:15 PM  
**To:** Booth, MARY B  
**Subject:** Thank you for registering for 2017 Baldwin County Job Fair

## 2017 Baldwin County Job Fair

The Baldwin County Economic Development Alliance and the county's five Chambers of Commerce invite you to participate in the 2017 Baldwin County Job Fair. If you would like to pay online by credit card please email [kglover@baldwineda.com](mailto:kglover@baldwineda.com) for an invoice with link to Quickbooks. All payments due no later than Feb 28.

**Tuesday March 7, 2017 from 12:00 PM to 5:00 PM CST**

### Daphne Civic Center

2603 U.S. 98  
Daphne, AL 36526

Thank you for registering for the 2017 Baldwin County Job Fair! We look forward to seeing you on March 7 at the Daphne Civic Center!

Job Fair booth set up will begin at 10 am on March 7. Each booth will have pipe and drape, one 8 ft table with cover, 2 chairs and you will receive 2 lunch tickets per booth. The Job Fair will begin at 12 noon and end at 5 pm.

We will present seminars throughout the day for job seekers and will advertise those to increase interest and attendance.

Payment is due no later than February 28. You may mail a check or contact [kglover@baldwineda.com](mailto:kglover@baldwineda.com) for credit card payment option.

If your company is interested in a sponsorship, please contact [kglover@baldwineda.com](mailto:kglover@baldwineda.com).

Thank you again for registering and if you have any questions or concerns, please email [kglover@baldwineda.com](mailto:kglover@baldwineda.com).

If you would like to live tweet during this event, please use the hashtag #2017baldwincountyjobfair.

### Company Information

Company:	iHeartMEDIA
Address 1:	555 Broadcast Dr, 3rd Floor
City:	Mobile
State:	Alabama
ZIP Code:	36606
Phone:	251-450-0100

### Company Contact

First Name:	Mary
Last Name:	Booth
Email Address:	<a href="mailto:marybooth@iheartmedia.com">marybooth@iheartmedia.com</a>
Phone:	2514225305

**Chamber Affiliation**

Please choose your Baldwin County Chamber affiliation or if you are a member of BCEDA

Eastern Shore Chamber of Commerce

**Payment Method:** Check

**Please make check payable to:**

Baldwin County Economic Development Alliance  
 P O Box 1340  
 Robertsdale, AL 36567

**Payment Summary**

<i>Name</i>	<i>Type</i>	<i>Quantity</i>	<i>Fee</i>	<i>Total</i>
Mary Booth	Booth Space for Chamber or BCEDA member	1	\$250.00	\$250.00
<b>Subtotal:</b>				<b>\$250.00</b>

<i>Additional Items</i>	<i>Option</i>	<i>Quantity</i>	<i>Price</i>	<i>Total</i>
Electrical Outlet (limited availability)	-	1	\$30.00	\$30.00
<b>Subtotal:</b>				<b>\$30.00</b>
<b>Total</b>				<b>\$280.00</b>

**Contact**

Karen Glover  
 Baldwin County Economic Development Alliance  
 251-970-4081  
[kglover@baldwineda.com](mailto:kglover@baldwineda.com)  
[Add to Calendar](#)  
[Go to event page](#)

This email was sent to [marybooth@iheartmedia.com](mailto:marybooth@iheartmedia.com) by [kglover@baldwineda.com](mailto:kglover@baldwineda.com) because you registered for 2017 Baldwin County Job Fair. [Click here if you no longer wish to receive emails about this event.](#)

Baldwin County EDA | P O Box 1340 | Robertsdale | Alabama | 36507

**CLARK, DIANNE**

---

**From:** Booth, MARY B  
**Sent:** Friday, September 08, 2017 13:28  
**To:** Mobile-Pensacola All Market  
**Subject:** Best Day at iHeart!

Thank you all for welcoming the Jubilee BEST Robotics iHeart ambassadors to our office Thursday.

These kids represented 20 middle and high schools in our area and are now sharing with their teams what they've learned about radio, social media, and how they can join our efforts to really get the word out about BEST robotics to the public and local industry. (And a couple of them may remember this as the day they started their radio career!)

Thanks especially to Brett for explaining the power of social media... and to Ralph for recording each student's "Why I Love Best" (to be used for PSAs, stay tuned!)

Check this out! We got the attention of the national BEST office--

 BEST Robotics, Inc. shared Jubilee BEST post  
Yesterday at 12:09pm

Great media relationship Jubilee BEST has developed! Keep up the great work! Other hubs - take note!



Jubilee BEST added 2 new photos  
Yesterday at 10:15am                                                                             

And Digital Brett not only told them about the value of FB Live... he coached them through it!



In fact, Digital Brett summed it up Best (pardon the pun)--



LEWIS COPELAND  
PRINCIPAL

## W.A. Davidson High School

3900 PLEASANT VALLEY ROAD  
MOBILE, ALABAMA 36609-2097



TELEPHONE  
251/221-3084  
FACSIMILE  
251/221-2083

Dear I-Heart Media,

I am writing to confirm that Geoff Peacock has volunteered his time with the Davidson High School robotics team since 2011. His daughter was on the team, so he helped as a parent that year. After Sarah graduated, he stayed on. His help has been immeasurable. He has volunteered his entire Saturdays throughout our robot playing season. He has mentored kids using power tools and electronics. He has also helped building a mock playing field for our team.

Besides assisting with our team, he has also helped with the coordinators of the competition. He has volunteered his time building the official playing field. On the day of the competition, he has helped check in teams. He has also been the official photographer for many years.

We have been so grateful to have his expert assistance over the past seven years. He has contributed his advice and know-how to the next generation of engineering.

Respectfully,

Mike Fletcher  
Teacher and Robotics team coach

