

# **Exhibit 1**

## Amended as of March 19th, 2019 FCC EEO Combined Public File Report

Call Sign	Type of Station	Location: City/State	Facility ID
KRWM-FM	Radio	Bellevue, WA	53870
KQMV-FM	Radio	Bellevue, WA	4630
KIXI-AM	Radio	Bellevue, WA	4629
KVRQ-FM	Radio	Bellevue, WA	57843
KKNW-AM	Radio	Bellevue, WA	57834

For the reporting period: 10/01/16 to 09/30/17

### Full-Time Positions Filled

Job Title	Date Closed	Recruitment Source Groups	Source for Person Hired
KRWM-FM.Warm 106.9 Account Executive	09/15/2017	Internal,National,P Except for: 452 487 644 657 1092 2019 2021 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2091 2093 2095 2112 2186 2254 2320	2015
KRWM-FM.Warm 106.9 Overnight Announcer/Assoc. Producer	01/27/2017		369
KQMV-FM.Digital Sales Manager	11/29/2016	Internal,National,P Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2091 2093 2095 2112 2186 2254 2320	2085
KQMV-FM.Hubbard Radio Seattle - Continuity Director	08/31/2017	Internal,National,S Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2067 2068 2077 2084 2088 2089 2095 2320	2082
KQMV-FM.MOVIN 92.5 Full Time Promotion Coordinator	08/08/2017	Internal,National,S Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2095 2320	369
KQMV-FM.MOVIN 92.5 Full Time Promotion Coordinator	08/08/2017	Internal,National,S Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2095 2320	2015
KQMV-FM.MOVIN 92.5 Street Hit Coordinator	06/01/2017	Internal,National,S Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2095 2320	369
KVRQ-FM.Rock 98.9 Account Executive	09/18/2017	Internal,National,P Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2091 2093 2095 2112 2186 2254 2320	2082
KVRQ-FM.Rock 98.9 General Sales Manager	11/29/2016	Internal,National,P Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2091 2093 2095 2112 2186 2254 2320	2085

### List of Recruitment Sources for Interviewees

Source	# of Interviewees	Source	# of Interviewees	Source	# of Interviewees	Source	# of Interviewees
369	5	2015	3	2024	2	2082	4
2085	7	2091	1	2093	1	2186	1

### List of Recruitment Sources that requested postings

2043 2116

### Recruitment Source Groups

**Group Name** Ending Date: Members of this group

Internal Current: 307 369 402 408 416 555 843 865 893 905 911 1213 1270 1844 1845 1847 1848 2081 2082 2320

National Current: 255 452 487 644 657 1092  
01/26/17: 2254 INACTIVE 2254 ADDED

P=Professional Current: 2014 2015 2019 2021 2022 2024 2025 2033 2034 2037 2041 2043 2045 2046 2051 2052 2053 2055 2056 2057 2058 2059 2060 2061 2062 2064 2065 2066 2067 2068 2077 2084 2085 2088 2089 2091 2093 2095 2101 2112 2116 2178 2186

Paid Current: 2013 2042 2185

S=Support Current: 2014 2015 2019 2021 2022 2024 2025 2033 2034 2037 2041 2043 2045 2046 2051 2052 2053 2055 2056 2057 2058 2059

2060 2061 2062 2064 2065 2066 2067 2068 2077 2084 2085 2088 2089 2090 2095 2101 2116 2178

T=Technical

Current: 2014 2015 2019 2021 2022 2024 2025 2033 2034 2037 2041 2043 2045 2046 2051 2052 2053 2055 2056 2057 2058 2059  
2060 2061 2062 2064 2065 2066 2067 2068 2077 2084 2085 2088 2089 2090 2095 2101 2116 2178 2186

Recruitment Sources

ID	Source	ID	Source	ID	Source
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402	WDIO-TV 10 Observation Rd Duluth, MN 55811 Vicki Kaping (218) 279-7734	408	WHEC-TV 191 East Ave Rochester, NY 14604 Kathy Knox (585) 546-0745	416	WNYT-TV 15 N Pearl St Albany, NY 12204 Cayla McGurn (518) 436-4791
452	Society of Broadcast Engineers 9247 N Meridian St #305 Indianapolis, IN 46260 Scott Jones (317) 846-9000	487	Society of Professional Journalists 3909 N Meridian St Indianapolis, IN 46208 Greg Jones (317) 927-8000	555	KSTC-TV 3415 University Ave St Paul, MN 55114 Glenna Sorensen (651) 523-7301
644	National Association of Broadcasters 1771 N St NW Washington, DC 200362891 Karen Hunter (202) 429-5498	657	National Hispanic Media Coalition 2514 S Grand Ave Los Angeles, CA 90007 Claudia Flores (213) 746-6988	843	KOBF-TV 825 W Broadway Farmington, NM 87401 Deb Kelly (505) 326-1141
865	KAAL-TV 1320 Salem Rd SW Rochester, MN 55902 Deb Nerud (507) 258-7229	893	KOB-TV 4 Broadcast Plaza SW Albuquerque, NM 87104 Rachel Sedillo (505) 243-4411	905	KOBR-TV 124 E 4th St Roswell, NM 88201 Isabel Castillo (505) 625-8888
911	Hubbard Radio Twin Cities 3415 University Ave St Paul, MN 55114 Mary Schaible (651) 647-2989	1092	Broadcast Engineering 9800 Metcalf Overland Park, KS 66212 Jennifer Shafer (913) 967-1732	1213	F&F Productions 14333 Meyerlake Circle Clearwater, FL 33760 Donna Guilliams (727) 535-6776
1270	ReelzChannel 5650 University Blvd SE Albuquerque, NM 87106 Lori Lung (505) 212-8800	1844	Hubbard Radio - Washington, DC 3400 Idaho Ave NW Washington, DC 20016 Sue Rushkowski (202) 895-5000	1845	Hubbard Radio-Cincinnati 2060 Reading Rd Cincinnati, OH 45202 Nicole Carvelli (513) 699-5102
1847	Hubbard Radio-St. Louis 11647 Olive Blvd St Louis, MO 63141 Kristi Carson (314) 983-6000	1848	Hubbard Radio-Chicago 130 E Randolph St Suite 1700 Chicago, IL 60601 Liz Luptak (312) 946-1019	2013	Publication NA NA, WA 12345 NA (123) 123-1234
2014	Community Organization-General NA NA, WA 12345 NA (123) 123-1234	2015	Employee-Current NA NA, WA 11111 Employee (999) 999-9999	2019	Job Fair NA NA, WA 12345 Self (123) 123-1234
2021	Recruiter n/a n/a, WA 11111 n/a (555) 555-5555	2022	Radio Ad 3650 131st Ave SE Bellevue, WA 98006 n/a (425) 653-9462	2024	Self Inquiry NA NA, WA 11111 NA (999) 999-9999
2025	Emma L. Bowen Foundation 524 W 57th St New York, NY 10019 Sandra Rice (212) 975-2545	2033	Asian American Journalists Assn. 333 Dexter Ave. N. Seattle, WA 98109 Lori Matsukawa (206) 448-3853	2034	Boulevard Consulting Group P.O. Box 31150 Spokane, WA 99223 Dan Petek (509) 328-7307
2037	Centro Latino 1208 S 10th Street Tacoma, WA 98405 Kate Smith (253) 572-7717	2041	Division of Vocational Rehabilitation 12063 15th Ave. NE Seattle, WA 98125 Lorrie Moe (206) 368-4538	2042	Employment Clearinghouse NAB 1771 N Street NW Washington, DC 20036 Karen Hunter (202) 429-5498
2043	Everett Community College 801 Wetmore Ave. Everett, WA 98201 Nidia Alqeeq (425) 388-9100	2045	Lake Washington Technical College 11605 132nd Ave NE Kirkland, WA 98034 Kate Conant (425) 739-8132	2046	Seattle Community College District 9600 College Way N Seattle, WA 98103 Kelly D. (206) 527-7656
2051	South Seattle Community College 6000 16th Avenue SW Seattle, WA 98106 Career Center (206) 764-5304	2052	Spokane Community College 1810 N. Greene St. Spokane, WA 99217 Career Services (509) 533-7000	2053	Tacoma Urban League 2550 South Yakima Tacoma, WA 98405 Shirl Gilbert (253) 383-2007
2055	Women's Center 11605 132nd Ave. NE Kirkland, WA 98034 Amy Purcell (425) 739-8100	2056	Green River Community College/KGRG- AM/FM 12401 SE 320th Auburn, WA 98002 Tom Evans Krause (253) 833-9111	2057	N.A.A.C.P. P.O. Box 22148 Seattle, WA 98122 Lacy Steel (206) 324-6600
2058	Pacific Lutheran University Career Connections Tacoma, WA 98447 Jody Horn (253) 535-8321	2059	Washington State University PO Box 642520 Pullman, WA 99164 Glenn Johnson (509) 335-1556	2060	Bellevue College 3000 Landerholm Circle SE Bellevue, WA 98007 Michael Reese (425) 564-1000
2061	Evergreen State College - CAB 101 2700 Evergreen Pkwy NW	2062	Pierce College 9401 Farwest Drive SW	2064	Highline Community College 2400 S. 240th St

	Olympia, WA 98505 Ruth Brownstein (360) 867-6888		Tacoma, WA 98467 Agnes Steward (253) 964-6799		Des Moines, WA 98198 Chris Panganiban (206) 878-3710
2065	Tacoma Community College 6501 South 19th Street Tacoma, WA 98466 R. L. Puebla (253) 566-5000	2066	University of Puget Sound 1500 N Warner St Tacoma, WA 98416 Leah L. Vance (253) 879-3100	2067	Western Washington University 516 High St Bellingham, WA 98225 Aaron Ignac (360) 650-3000
2068	WorkSource Seattle-King County-Eastside Division 3000 Landerholm Circle SE Bellevue, WA 98007 Mary Dolliver (425) 564-2279	2077	DeVry University- Federal Way Campus 3600 South 344th Way Federal Way, WA 98001 Career Services (877) 923-3879	2081	Hubbard Radio-Phoenix 1100 N 52nd Street Phoenix, AZ 85008 Susan Kaiser (602) 629-8673
2082	Hubbard Radio-Seattle 3650 131st Avenue SE #550 Bellevue, WA 98006 Lisa Closterman (425) 653-1160	2084	Washington State Broadcasters Association 724 Columbia Street N.W., Suite 310 Olympia, WA 98501 Char Myers (360) 705-0774	2085	Hubbard Radio Seattle Websites 3650 131st Ave SE, Suite 550 Bellevue, WA 98006 Cliff N. Johnson (425) 653-9462
2088	Renton Technical College 3000 NE 4th St Renton, WA 98056 Michelle Iko (425) 235-2352	2089	Edmonds Community College 20000 68th Ave W Lynnwood, WA 98036 Career Action Center (425) 640-1256	2090	Northwest University 5520 108th Ave NE Kirkland, WA 98033 Levi Davenport (425) 822-8266
2091	LinkedIn 2029 Stierlin Ct Mountain View, CA 94043 Customer Service (202) 895-5027	2093	All Access 28955 Pacific Coast Highway #210 Malibu, CA 90265 N/A (310) 457-6616	2095	Cascadia Community College 18345 Campus Way nE Bothell, WA 98011 Katie Headlee (425) 352-8144
2101	Traffic Directors Guild of America 26000 Avenida Aeropuerto, Building 114 San Juan Capistrano, CA 92675 Larry Keene (949) 429-7063	2112	CWU-Career Services 400 E. University Way Ellensburg, WA 98926 Jo Ann Ryan (509) 963-2405	2116	Art Institutes of Seattle 2323 Elliott Ave Seattle, WA 98121 Renee Pasley (206) 239-2295
2178	2060 Digital Website 2060 Reading Road Cincinnati, OH 45202 Nicole Carvelli (513) 699-5012	2185	National Association of Broadcasters Education Foundation 1771 N St NW Washington, DC 200362891 Nate Mann (202) 429-5498	2186	Indeed 177 Broad Street, 6th Floor Stamford, CT 06901 Job Coordinator (203) 328-2691
2254	National Hispanic Media Coalition 2514 S Grand Ave Los Angeles, CA 90007 Claudia Flores (213) 746-6988	2320	HBI Radio North 13225 Dogwood Dr Brainerd, MN 56425 Justin Jerve (218) 822-4461		

## Outreach Activities

Name of Event / Initiative	Contact Person	Date	Brief Description of Initiative	Other Information
Hubbard Radio NextGen Leadership Program	Dan Seeman, Mike Fredrick	06/01/2016 - 09/30/2017	In 2016, Hubbard Radio continued with the NextGen Leadership Program. The program's goal is to identify, reward and develop future leaders of the company. Employees were first nominated by management to apply for the program. Following the formal application process, Hubbard Radio Market Managers selected up to two participants per market. In the Hubbard Radio Seattle market, two employees were selected and participated in the annual program.	
Hubbard Radio Seattle Internships	KRWM, KQMV, KVRQ, KIXI, KKNW Station Staff	10/01/2016 - 09/30/2017	In an ongoing effort to recruit new talent, Hubbard Radio Seattle offers internships across all of our departments. Each internship is completed for college credit. The interns participate in a wide range of radio and broadcasting duties in programming, production and promotions.	
Green River Comm. College Mass Media Talk	Professor John Knowlton	10/13/2016 - 10/13/2016	A Sales Manager participated in discussions with Mass Media Classes about the past, present, and future of radio. During the discussions, he also talked about working in the radio industry and encouraged students to apply for open positions and internships at Hubbard Radio Seattle.	After the presentations and discussions, students requested more information regarding internship opportunities with Hubbard Radio Seattle.
Job Shadow - Pacific Luthern University	Shawn Torrey	10/26/2016 - 10/26/2016	A student from Pacific Luthern University spent the morning with the Marketing & Promotions Departments. The student met with staff members, learned about the stations and what goes into running successful radio shows.	
Everett Community College Internship Job Fair	Nidia Alqeeq	02/21/2017 - 02/21/2017	The Marketing Manager and Promotions Coordinator from Hubbard Radio Seattle participated in Everett Community College's Fall Internship Job Fair. They met with students, alumni and community members during the event to talk about employment opportunities at Hubbard Radio Seattle. They also received resumes and handed out information about openings at the stations.	

Bellevue College Networking and Job Fair	Kathy King	05/03/2017 - 05/03/2017	A Marketing Director and Promotions Coordinator from Hubbard Radio Seattle participated in Bellevue College's Center for Career Connections & Women's Center Job and Networking Fair. They met with students, alumni and community members during the event to talk about employment opportunities at Hubbard Radio Seattle. They also received resumes and handed out information about openings at the stations.
Green River Comm. College Radio Marketing Class	Tom Krause	05/05/2017 - 05/05/2017	A Hubbard Radio Seattle Marketing Manager spoke to an upper level marketing class about what it takes to market and coordinate successful radio promotional events. The students asked many questions about working in radio. The Marketing Manager encouraged them to explore internship opportunities with Hubbard Radio Seattle.
Hubbard Radio NextGen Leadership Program	Dan Seeman, Mike Fredrick	06/01/2017 - 09/30/2018	In 2017, Hubbard Radio continued with the NextGen Leadership Program. The program's goal is to identify, reward and develop future leaders of the company. Employees were first nominated by management to apply for the program. Following the formal application process, Hubbard Radio Market Managers selected up to two participants per market. In the Hubbard Radio Seattle market, three employees were selected and participated in the annual program.
Hubbard Radio Talent Institute	Dan Vallie	06/19/2017 - 06/28/2017	Hubbard Radio Seattle sponsored the National Radio Talent Institute at Central Washington University June 19-28, 2017. The National Radio Talent Institute is a system of talent incubator programs on college campuses across the US for the purpose of discovering and coaching entry-level talent for the industry. Many members of the Hubbard Radio Seattle team lead sessions and provided feedback to attendees.
Hubbard Radio - Green River College Scholarship Foundation	Tom Krause Evans, Director of Broadcast Operations & Instructor	08/01/2017 - 08/31/2017	Hubbard Radio Seattle LLC donated \$2500 to the Green River Community College Foundation so a scholarship could be awarded to a deserving student in the Communications program. The Business Manager for the employment unit and the GRCC Board of Directors selected a scholarship recipient using the following criteria: <ul style="list-style-type: none"> <li>• A second year GRCC student enrolled in the radio broadcasting program</li> <li>• Have a minimum of 2.8 cumulative GPA</li> <li>• Display merit and need</li> <li>• Display a motivation to continue their education</li> </ul>

## **Exhibit 2**

**Amended as of March 19th, 2019  
FCC EEO Combined Public File Report**

Call Sign	Type of Station	Location: City/State	Facility ID
KRWM-FM	Radio	Bellevue, WA	53870
KQMV-FM	Radio	Bellevue, WA	4630
KIXI-AM	Radio	Bellevue, WA	4629
KNUC-FM	Radio	Bellevue, WA	57843
KKNW-AM	Radio	Bellevue, WA	57834

For the reporting period: 10/01/17 to 09/30/18

**Full-Time Positions Filled**

Job Title	Date Closed	Recruitment Source Groups	Source for Person Hired
KRWM-FM.Warm 106.9 Account Executive - Entry Level	05/17/2018	Internal,National,P Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2091 2093 2095 2112 2186 2320	2015
KRWM-FM.Warm 106.9 FT Account Executive	09/24/2018	Internal,National,P Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2091 2093 2095 2112 2186	2082
KRWM-FM.Warm 106.9 FT Promotion Coordinator	03/13/2018	Internal,National,S Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2095 2320	2082
KRWM-FM.WARM 106.9 Marketing/Promotions Director	02/26/2018	Internal,National,P Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2091 2093 2095 2112 2186 2320	2082
KQMV-FM.Hubbard Radio Seattle - FT Remote/Studio Engineer	05/09/2018	Internal,National,S Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2095 2320	2015
KQMV-FM.Hubbard Radio Seattle Digital Project Manager	11/15/2017	Internal,National,P Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2091 2093 2095 2112 2186 2320	2082
KQMV-FM.MOVIN 92.5 Account Executive - Entry Level	08/10/2018	Internal,National,P Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2064 2065 2066 2067 2068 2077 2084 2088 2089 2091 2093 2095 2112 2186	2082
KQMV-FM.MOVIN 92.5 Full Time Promotion Coordinator	11/09/2017	Internal,National,S Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2067 2068 2077 2084 2088 2089 2095 2320	2082
KQMV-FM.MOVIN 92.5 Street Hit Coordinator	11/16/2017	Internal,National,S Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2095 2320	2082
KNUC-FM.98.9 The Bull - Full Time Promotion Coordinator	08/29/2018	Internal,National,S Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2095	2015
KNUC-FM.Country 98.9 FM Program Director	01/29/2018	Internal,National,P,Paid Except for: 452 487 644 657 1092 2013 2022 2034 2042 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2091 2093 2095 2112 2185 2186 2320	369
KNUC-FM.Country 98.9 Marketing/Promotions Director	03/02/2018	Internal,National,P Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2091 2093 2095 2112 2186 2320	2085
KNUC-FM.Country 98.9 Morning Show On-Air Talent	03/13/2018		2082
KNUC-FM.Country 98.9 Morning Show On-Air Talent	03/13/2018		2082

KNUC-FM.Country 98.9 Morning Show On-Air Talent	03/13/2018				2082
KNUC-FM.Country 98.9 On-Air Talent	03/22/2018	Internal,National,P	Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2091 2093 2095 2112 2186 2320		2093
KNUC-FM.Country 98.9 On-Air Talent	03/22/2018	Internal,National,P	Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2091 2093 2095 2112 2186 2320		2082
KNUC-FM.Country 98.9 On-Air Talent	03/22/2018	Internal,National,P	Except for: 452 487 644 657 1092 2022 2034 2043 2045 2046 2051 2052 2055 2062 2064 2065 2066 2067 2068 2077 2084 2088 2089 2091 2093 2095 2112 2186 2320		2093

**List of Recruitment Sources for Interviewees**

Source	# of Interviewees	Source	# of Interviewees	Source	# of Interviewees	Source	# of Interviewees
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2059	3	2060	1	2082	21	2085	18
2093	18	2112	1	2186	2		

**List of Recruitment Sources that requested postings**

2043 2116

**Recruitment Source Groups**

Group Name	Ending Date: Members of this group
Internal	<b>Current:</b> 307 369 402 408 416 555 843 865 893 905 911 1213 1270 1844 1845 1847 1848 2081 2082 2320 <b>05/09/18:</b> 2320 ADDED
National	<b>Current:</b> 255 452 487 644 657 1092
P=Professional	<b>Current:</b> 2014 2015 2019 2021 2022 2024 2025 2033 2034 2037 2041 2043 2045 2046 2051 2052 2053 2055 2056 2057 2058 2059 2060 2061 2062 2064 2065 2066 2067 2068 2077 2084 2085 2088 2089 2091 2093 2095 2101 2112 2116 2178 2186 <b>09/06/18:</b> 2112 ADDED
Paid	<b>Current:</b> 2013 2042 2185
S=Support	<b>Current:</b> 2014 2015 2019 2021 2022 2024 2025 2033 2034 2037 2041 2043 2045 2046 2051 2052 2053 2055 2056 2057 2058 2059 2060 2061 2062 2064 2065 2066 2067 2068 2077 2084 2085 2088 2089 2090 2095 2101 2116 2178
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**Recruitment Sources**

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1270	ReelzChannel	1844	Hubbard Radio - Washington, DC	1845	Hubbard Radio-Cincinnati



	5650 University Blvd SE Albuquerque, NM 87106 Lori Lung (505) 212-8800		3400 Idaho Ave NW Washington, DC 20016 Sue Rushkowsky (202) 895-5000		2060 Reading Rd Cincinnati, OH 45202 Nicole Carvelli (513) 699-5102
1847	Hubbard Radio-St. Louis 11647 Olive Blvd St Louis, MO 63141 Kristi Carson (314) 983-6000	1848	Hubbard Radio-Chicago 130 E Randolph St Suite 1700 Chicago, IL 60601 Liz Luptak (312) 946-1019	2013	Publication NA NA, WA 12345 NA (123) 123-1234
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2043	Everett Community College 801 Wetmore Ave. Everett, WA 98201 Nidia Alqeeq (425) 388-9100	2045	Lake Washington Technical College 11605 132nd Ave NE Kirkland, WA 98034 Kate Conant (425) 739-8132	2046	Seattle Community College District 9600 College Way N Seattle, WA 98103 Kelly D. (206) 527-7656
2051	South Seattle Community College 6000 16th Avenue SW Seattle, WA 98106 Career Center (206) 764-5304	2052	Spokane Community College 1810 N. Greene St. Spokane, WA 99217 Career Services (509) 533-7000	2053	Tacoma Urban League 2550 South Yakima Tacoma, WA 98405 Shirl Gilbert (253) 383-2007
2055	Women's Center 11605 132nd Ave. NE Kirkland, WA 98034 Amy Purcell (425) 739-8100	2056	Green River Community College/KGRG-AM/FM 12401 SE 320th Auburn, WA 98002 Tom Evans Krause (253) 833-9111	2057	N.A.A.C.P. P.O. Box 22148 Seattle, WA 98122 Lacy Steel (206) 324-6600
2058	Pacific Lutheran University Career Connections Tacoma, WA 98447 Jody Horn (253) 535-8321	2059	Washington State University PO Box 642520 Pullman, WA 99164 Glenn Johnson (509) 335-1556	2060	Bellevue College 3000 Landerholm Circle SE Bellevue, WA 98007 Michael Reese (425) 564-1000
2061	Evergreen State College - CAB 101 2700 Evergreen Pkwy NW Olympia, WA 98505 Ruth Brownstein (360) 867-6888	2062	Pierce College 9401 Farwest Drive SW Tacoma, WA 98467 Agnes Steward (253) 964-6799	2064	Highline Community College 2400 S. 240th St Des Moines, WA 98198 Chris Panganiban (206) 878-3710
2065	Tacoma Community College 6501 South 19th Street Tacoma, WA 98466 R. L. Puebla (253) 566-5000	2066	University of Puget Sound 1500 N Warner St Tacoma, WA 98416 Leah L. Vance (253) 879-3100	2067	Western Washington University 516 High St Bellingham, WA 98225 Aaron Ignac (360) 650-3000
2068	WorkSource Seattle-King County-Eastside Division 3000 Landerholm Circle SE Bellevue, WA 98007 Mary Dolliver (425) 564-2279	2077	DeVry University- Federal Way Campus 3600 South 344th Way Federal Way, WA 98001 Career Services (877) 923-3879	2081	Hubbard Radio-Phoenix 1100 N 52nd Street Phoenix, AZ 85008 Susan Kaiser (602) 629-8673
2082	Hubbard Radio-Seattle 3650 131st Avenue SE #550 Bellevue, WA 98006 Lisa Closterman (425) 653-1160	2084	Washington State Broadcasters Association 724 Columbia Street N.W., Suite 310 Olympia, WA 98501 Char Myers (360) 705-0774	2085	Hubbard Radio Seattle Websites 3650 131st Ave SE, Suite 550 Bellevue, WA 98006 Cliff N. Johnson (425) 653-9462
2088	Renton Technical College 3000 NE 4th St Renton, WA 98056 Michelle Iko (425) 235-2352	2089	Edmonds Community College 20000 68th Ave W Lynnwood, WA 98036 Career Action Center (425) 640-1256	2090	Northwest University 5520 108th Ave NE Kirkland, WA 98033 Levi Davenport (425) 822-8266
2091	LinkedIn 2029 Stierlin Ct Mountain View, CA 94043 Customer Service (202) 895-5027	2093	All Access 28955 Pacific Coast Highway #210 Malibu, CA 90265 N/A (310) 457-6616	2095	Cascadia Community College 18345 Campus Way nE Bothell, WA 98011 Katie Headlee (425) 352-8144
2101	Traffic Directors Guild of America 26000 Avenida Aeropuerto, Building 114 San Juan Capistrano, CA 92675 Larry Keene (949) 429-7063	2112	CWU-Career Services 400 E. University Way Ellensburg, WA 98926 Jo Ann Ryan (509) 963-2405	2116	Art Institutes of Seattle 2323 Elliott Ave Seattle, WA 98121 Renee Pasley (206) 239-2295
2178	2060 Digital Website 2060 Reading Road Cincinnati, OH 45202 Nicole Carvelli (513) 699-5012	2185	National Association of Broadcasters Education Foundation 1771 N St NW Washington, DC 200362891 Nate Mann (202) 429-5498	2186	Indeed 177 Broad Street, 6th Floor Stamford, CT 06901 Job Coordinator (203) 328-2691
2320	HBI Radio North 13225 Dogwood Dr Brainerd, MN 56425 Justin Jerve (218) 822-4461				

## Outreach Activities

Name of Event / Initiative	Contact Person	Date	Brief Description of Initiative	Other Information
Hubbard Radio NextGen Leadership Program	Dan Seeman, Mike Fredrick	06/01/2017 - 09/30/2018	In 2017, Hubbard Radio continued with the NextGen Leadership Program. The program's goal is to identify, reward and develop future leaders of the company. Employees were first nominated by management to apply for the program. Following the formal application process, Hubbard Radio Market Managers selected up to two participants per market. In the Hubbard Radio Seattle market, three employees were selected and participated in the annual program.	
Hubbard Radio Seattle Promotions Internships	Cynthia Gilsdorf	10/01/2017 - 09/30/2018	Hubbard Radio Seattle offers internships focusing on promotions. The selected interns assisted at station promotional events, and helped with marketing initiatives. Each internship is completed for college credit.	Students are generally from Central Washington University, Green River College, Pacific Lutheran University, Bellevue College and Washington State University.
Hubbard Radio Seattle Social Media Internships	Roderick Villa	10/01/2017 - 09/30/2018	Hubbard Radio Seattle offers internships focusing on Social Media. The selected interns assisted at station promotional events, and helped with social media and web posts. Each internship is completed for college credit.	Students are generally from Central Washington University, Green River College, Pacific Lutheran University, Bellevue College and Washington State University.
Bellevue College Internship Job Fair	Chiew Jones	02/09/2018 - 02/09/2018	Two Promotion Coordinators from Hubbard Radio Seattle participated in the Bellevue College Internship Fair. They met with students, alumni and community members during the event to talk about employment opportunities at Hubbard Radio Seattle, particularly the promotions departments PT positions. They also received resumes and handed out information about openings at the stations.	
FCC & EEO Program Compliance Training 2018	Michelle Ott, HBI Corporate Human Resources	02/22/2018 - 02/22/2018	Managers and supervisors of the Hubbard Radio Seattle market received training on the FCC's rules regarding equal employment opportunities. They also reviewed EEO laws and HBI's policy and program to ensure equal employment opportunities in the work place.	
Job Shadow (KQMV)	Cindy Gilsdorf	03/08/2018 - 03/08/2018	An employee already within our promotion department job shadowed in the sales department. She met with staff members and learned about what goes into selling the events that the promotions department presents to the public.	
Green River Comm. College Mass Media Talk	Professor John Knowlton	04/27/2018 - 04/27/2018	A Sales Manager participated in discussions with Mass Media Classes about the past, present, and future of radio. During the discussions, he also talked about working in the radio industry and encouraged students to apply for open positions and internships at Hubbard Radio Seattle.	After the presentations and discussions, students requested more information regarding internship opportunities with Hubbard Radio Seattle.
Green River Community College Job Fair	Tom Evan Krause	05/01/2018 - 05/01/2018	Two Promotion Coordinators attended the Green River Community College Job Fair. They spoke with attendees about careers in broadcasting and distributed information regarding current open positions.	
Seattle University	Andrea Holton	05/22/2018 - 05/22/2018	The Digital Sales Manager of Hubbard Radio Seattle was a guest lecturer at Seattle University. There were two separate lectures, with approximately 35 students in attendance in each class. The Sales Manager covered topics such as Marketing, Buyer Behavior, Technology in Marketing, etc.	
Hubbard Radio NextGen Leadership Program	Dan Seeman, Mike Frederick	06/01/2018 - 09/01/2019	In 2018, Hubbard Radio continued with the NextGen Leadership Program. The program's goal is to identify, reward and develop future leaders of the company. Employees were nominated by management to apply for the program. Following the formal application process, Hubbard Radio Market Managers selected up to two participants per market. In the Hubbard Radio Seattle market, two employees were selected and participated in the annual program.	

Hubbard Radio Talent Institute	Dan Vallie	06/16/2018 - 06/25/2018	Hubbard Radio Seattle sponsored the National Radio Talent Institute at Central Washington University June 16-25, 2018. The National Radio Talent Institute is a system of talent incubator programs on college campuses across the US for the purpose of discovering and coaching entry-level talent for the industry. Members of the Hubbard Radio Seattle team led sessions and provided feedback to attendees.	
Hubbard Radio-Green River College Scholarship Foundation	Tom Krause Evans, Director of Broadcast Operations & Instructor	08/01/2018 - 08/31/2018	Hubbard Radio Seattle donated \$2500 to the Green River Community College Foundation to provide a scholarship to a deserving student in the Communications program. The Business Manager for the employment unit and the GRCC Board of Directors selected a scholarship recipient using the following criteria: <ul style="list-style-type: none"> <li>• A second year GRCC student enrolled in the Radio Broadcasting program</li> <li>• Have a minimum of 2.8 cumulative GPA</li> <li>• Display merit and need</li> <li>• Display a motivation to continue their education</li> </ul>	
Green River College Annual Banquet	Tom Krause	08/15/2018 - 08/15/2018	Hubbard Radio Seattle VP/MM attended the Green River College Annual Banquet to be the Keynote speaker and award the Hubbard Scholarship to the recipient of this years award.	
Station Tours	Lisa Adams-Rosendahl	08/15/2018 - 08/15/2018	Station tours are conducted as requested for schools and community organizations interested in learning about the radio industry and careers in broadcasting. Tour participants speak with on air personalities, producers, as well as sales and promotions personnel about their jobs and what it takes to work in the industry. They also see what happens behind the scenes at the stations.	This was in tandem with the Green River College/Hubbard scholarship banquet, where approximately 25 Green River students toured the Hubbard Radio Seattle stations.

## **Exhibit 3**

**POSTING DATE:** November 29, 2016  
**JOB#:** 26-16  
**JOB TITLE:** Warm 106.9 KRWM ACCOUNT EXECUTIVE  
**COMPANY:** KRWM-FM, Sales-General  
**SCHEDULE:** 40 Hours Per Week  
**STATUS:** Full Time, Salaried



**QUALIFICATIONS:**

- Previous sales experience in radio, digital, NTR, broadcast medium or related sales environment.
- Self-starter and willing to devote full time to developing and servicing accounts.
- Able to develop advertising revenue at the retail level.
- Able to successfully meet sales projections and budgets as set by you & sales management team.
- Able to obtain and communicate basic copy requirements.
- Able to work compatibly with management and sales staff.
- Project desired company image with respect to dress and demeanor.
- Able to fully support company's mission statement and core values.
- Must own a vehicle and possess valid driver's license and proven ability to safely drive personal vehicle without exposing the company to serious liability risks.

**DUTIES:**

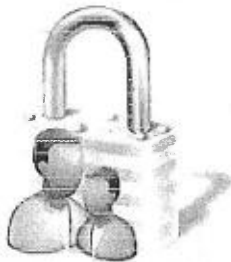
To provide a quality sales effort in maintaining, prospecting and developing local agency and new business dollars to assure annually established sales goals are met. Make a full contribution to the success of the department & station by being an effective team member.

**PHYSICAL REQUIREMENTS:**

- Substantial movements (motions) of wrists, hand and/or fingers.
- Ability to give and receive information through oral communications.
- Ability to lift, move and carry up to 20 pounds on occasion, and up to 10 pounds of force frequently.

**APPLY TO:**

<http://warm1069.com/jobs>  
Job# 26-16  
Bellevue, WA  
No Telephone Calls Please  
AN EQUAL OPPORTUNITY EMPLOYER



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### Recruitment Job Posting E-mail

Choose a Job Ref# to include in the E-mail then click on Submit

**Job Ref #****KRWM-FM**

- 26-16 Warm 106.9 Account Executive

**Email to**

- 2060 Digital Website -ncarvelli@2060digital.com- (11/29/16 06:47:12 PM)
- Art Institutes of Seattle -rpsley@aia.edu- (11/29/16 06:47:12 PM)
- Asian American Journalists Assn. -lmatsukawa@king5.com- (11/29/16 06:47:12 PM)
- Bellevue College -michael.reese@bellevuecollege.edu- (11/29/16 06:47:12 PM)
- Centro Latino -ksmith@clatino.org- (11/29/16 06:47:12 PM)
- Division of Vocational Rehabilitation -moel@dshs.wa.gov- (11/29/16 06:47:12 PM)
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- Hubbard Radio-Cincinnati -ncarvelli@hubbardinteractive.com- (11/29/16 06:47:12 PM)
- Hubbard Radio-Phoenix -skaiser@hubbardradio.com- (11/29/16 06:47:12 PM)
- Hubbard Radio-Seattle -lclosterman@hubbardradio.com- (11/29/16 06:47:12 PM)
- Hubbard Radio-St. Louis -kcarson@hubbardradio.com- (11/29/16 06:47:12 PM)
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- KOB-TV -dkelly@kobtv.com- (11/29/16 06:47:12 PM)
- KOBR-TV -lcastillo@kob.com- (11/29/16 06:47:12 PM)
- KSTP-TV -apply@hbi.com- (11/29/16 06:47:12 PM)
- N.A.A.C.P. -Skbr1136@aol.com- (11/29/16 06:47:12 PM)
- Pacific Lutheran University -career@plu.edu- (11/29/16 06:47:12 PM)
- ReelzChannel -llunq@reelzchannel.com- (11/29/16 06:47:12 PM)
- Tacoma Urban League -Info@thetacomaurbanleague.org- (11/29/16 06:47:12 PM)
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- WDIO-TV -vkaping@wdio.com- (11/29/16 06:47:13 PM)
- WHEC-TV -kknox@whec.com- (11/29/16 06:47:13 PM)
- WNYT-TV -crncgum@wnyt.com- (11/29/16 06:47:13 PM)

**31 Records**



**POSTING DATE:** December 15, 2016  
**JOB#:** 38-16  
**JOB TITLE:** Warm 106.9 Overnight Announcer/Assoc.  
Producer  
**COMPANY:** KRWM-FM, Programming  
**SCHEDULE:** Monday-Friday; 12:00am-5:00am  
**STATUS:** Full Time, Hourly



**QUALIFICATIONS:**

Warm 106.9 has an immediate opening for a full-time Overnight Announcer and Morning Show Associate Producer.

- The successful candidate will have previous commercial radio announcing experience.
- The successful candidate will have previous content-creation experience to assist a Morning Show team.
- Attention to detail is critical and flexibility working with other talent is crucial.

**DUTIES:**

- Host the music intensive overnight hours (Monday-Friday 12m-5am)
- Prepare and create content for the Morning Show
- Work with the Morning Show both on-air and off-air with the creation and presentation of content

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

<http://warm1069.com/jobs>  
Job# 38-16  
Bellevue, WA  
No Telephone Calls Please  
**AN EQUAL OPPORTUNITY EMPLOYER**





**POSTING DATE:** November 18, 2016  
**REVISED:** November, 18 2016  
**JOB#:** 24-16  
**JOB TITLE:** 2060 Digital Sales Manager  
**COMPANY:** Hubbard Radio Seattle,  
 Website/Internet  
**SCHEDULE:** Monday-Friday 8:30am-5:00pm  
**STATUS:** Full Time, Salaried



### **QUALIFICATIONS:**

**Position Summary:** Attend 2060 digital sales calls with Account Executives and provide overall leadership and oversight for the digital sales operation of the organization. This position is located in the Greater Seattle area.

- Bachelor's degree or equivalent educational experience required
- Minimum of three years of digital sales management or marketing team leadership experience
- Digital agency experience preferred.
- Excellent customer service and strong presentation skills a must
- Background in digital operations and/or digital campaign management
- Proficient in MS Office products
- Ability to function successfully in a team environment
- Must be flexible, detail oriented, with strong communication and interpersonal skills

### **DUTIES:**

- Work in partnership with General Sales Managers toward achievement of annual total digital sales goals
- Direct oversight of a two member digital sales ops team
- Develop, communicate and execute overall digital sales strategy
- Oversee digital pricing as well as digital inventory management
- Attend and make all 2060 sales presentations with sellers
- Evaluate processes of proposal creation, client reporting, campaign fulfillment, optimization and improve workflow where needed
- Design and conduct ongoing digital sales training/education for Account Executives
- Oversee and manage relationships with all digital vendors
- Develop relationships with digital counterparts in other Hubbard markets in order to share best practices

- Develop digital leads for AE's and remain current with the latest digital trends and products
- Oversee all digital sales collection efforts
- Provide General Sales Managers with consistent feedback/input on each AE's digital efforts and strategy

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

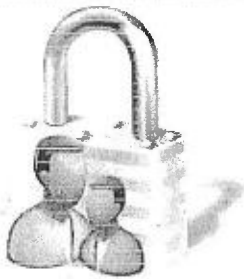
**<http://www.movin925.com/jobs-movin-92-5>**

**Job# 24-16**

**Bellevue, WA**

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Choose a Job Ref# to include in the E-mail then click on Submit

Job Ref #

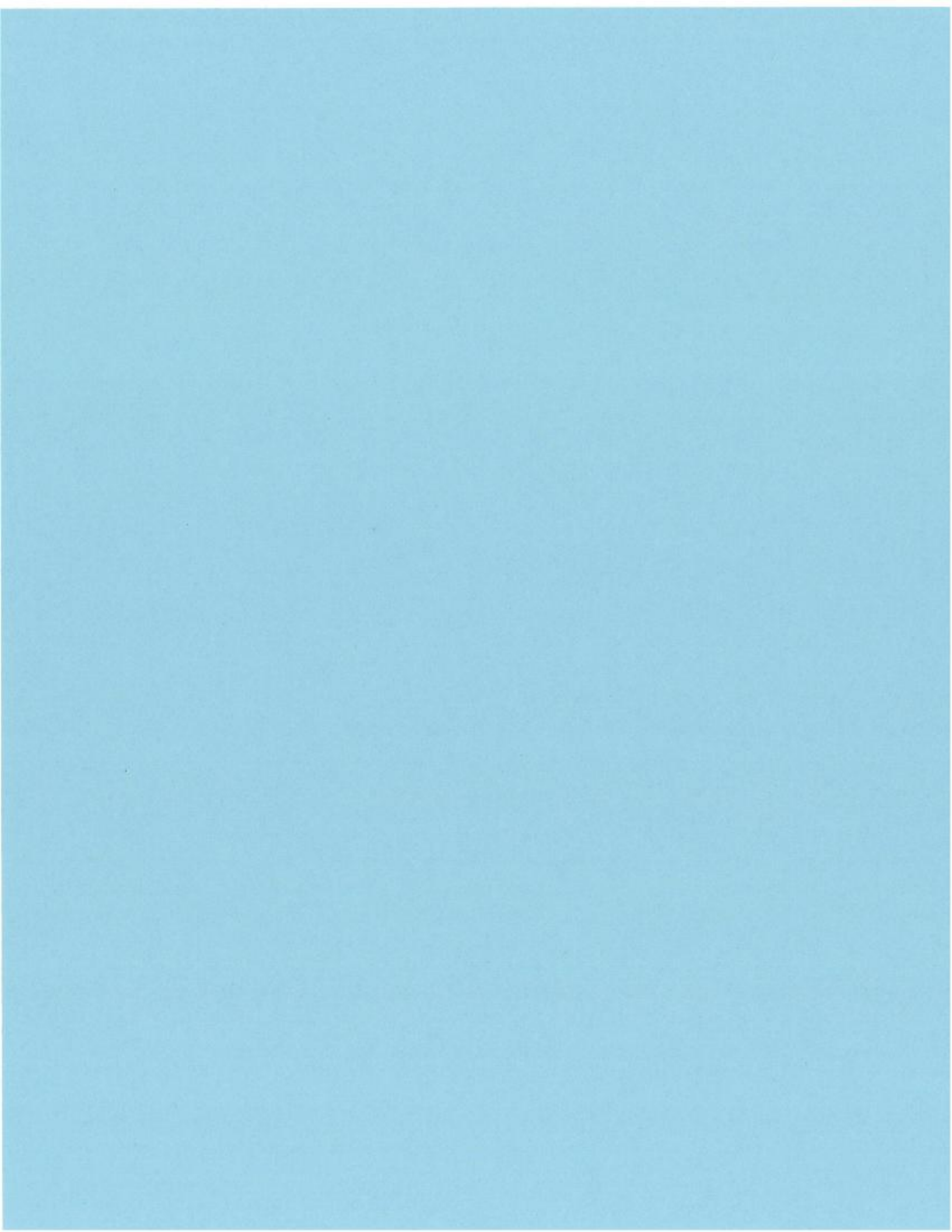
**KQMV-FM**

24-16 Digital Sales Manager

Email to

- 2060 Digital Website -ncarvell@2060digital.com- (11/18/16 08:26:31 PM)
- Art Institutes of Seattle -rpsley@aii.edu- (11/18/16 08:26:31 PM)
- Asian American Journalists Assn. -lmatsukawa@king5.com- (11/18/16 08:26:31 PM)
- Bellevue College -michael.reese@bellevuecollege.edu- (11/18/16 08:26:31 PM)
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- WHEC-TV -kknox@whec.com- (11/18/16 08:26:32 PM)
- WNYT-TV -cmcgurn@wnyt.com- (11/18/16 08:26:32 PM)

31 Records



**POSTING DATE:** August 09, 2017  
**JOB#:** 7-17  
**JOB TITLE:** Continuity Director  
**COMPANY:** Hubbard Radio Seattle, Administrative  
**SCHEDULE:** 8:30am-5:30pm  
**STATUS:** Full Time, Hourly



**QUALIFICATIONS:**

High School diploma or GED required. College degree preferred.

One or more years of fast paced, accurate data entry skills (alpha and numeric) in a clerical or sales setting highly preferred

Previous broadcast or traffic experience helpful, experience with Marketron extremely beneficial

Must be able to manage a high volume of information accurately and efficiently with minimal mistakes

Professional written and verbal communication and interpersonal skills, demonstrated perseverance and ability to get along with a broad range of personalities

Ability to work in compliance with strict company policies and procedures

Ability to function and add value in a team environment with the ability to multi task

**DUTIES:**

Responsible for assisting the traffic department with emphasis on continuity

Perform all radio continuity duties

Coordinating and preparing all copy (advertising and network), assign copy to schedules and affidavits. Prepare and submit weekly affidavits.

Generate missing copy reports daily

This position reports directly to the Traffic Director

Other duties as assigned

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

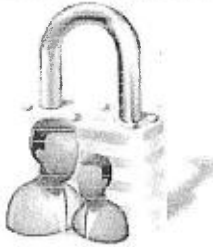
<http://www.movin925.com/jobs-movin-92-5>

Job# 7-17

Bellevue, WA

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**Job Ref #**  
**KQMV-FM**

- 7-17 Hubbard Radio Seattle - Continuity Director

### Email to

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- Art Institutes of Seattle -rpsley@aii.edu- (08/09/17 07:52:35 PM)
- Asian American Journalists Assn. -lmatsukawa@king5.com- (08/09/17 07:52:35 PM)
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- Emma L Bowen Foundation-NY -Sandra.Rice@nbcunl.com- (08/09/17 07:52:35 PM)
- Emma L. Bowen Foundation -sdrice@cbs.com- (08/09/17 07:52:35 PM)
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- F&F Productions -donnag@fandfproductions.com- (08/09/17 07:52:35 PM)
- Green River Community College/KGRG-AM/FM -tkrause@greenriver.edu- (08/09/17 07:52:35 PM)
- Hubbard Radio - Washington, DC -srushkowski@wtop.com- (08/09/17 07:52:35 PM)
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- KAAL-TV -dnerud@hbi.com- (08/09/17 07:52:35 PM)
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- KOB-TV -dkelly@kobtv.com- (08/09/17 07:52:35 PM)
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- Northwest University -levi.davenport@northwestu.edu- (08/09/17 07:52:35 PM)
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- WNYT-TV -cmcgurn@wnyt.com- (08/09/17 07:52:36 PM)

32 Records





**POSTING DATE:** June 22, 2017  
**JOB#:** 4-17  
**JOB TITLE:** MOVIn 92.5 Full Time Promotion Coordinator  
**COMPANY:** KQMV-FM, Advertising/Promotion  
**SCHEDULE:** Monday-Friday, 8:30am-5:30pm  
**STATUS:** Full Time, Hourly



### **QUALIFICATIONS:**

This position works closely with the Marketing & Promotion Director to execute the station's promotion and marketing plans, events, contests and other promotional activities.

- High school diploma or equivalent required
- Promotion/Event background required
- Previous broadcasting experience preferred
- Current driver's license and insurability
- Project an appropriate professional appearance and demeanor
- Ability to work in compliance with company policies and procedures
- Ability to function in a team environment and lead the team as needed
- Ability to work established schedule and other hours as needed

### **DUTIES:**

- Oversees the planning and coordinating of schedules along with daily tasks for Event Marketing Staff
- Creates and updates website content
- Responsible for event management, contesting and execution of sales promotion events
- Maintain and manage storage facilities
- Work with the engineering department with offsite projects
- Assist with incoming and outgoing mail
- Report to work on time and prepared to work established schedule/hours; with the ability to work other hours or alternate schedule as needed, with minimal notice; which can include evenings, weekends and holidays
- Attends and participates in meetings as required

### **PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

### **APPLY TO:**

<http://www.movin925.com/jobs-movin-92-5>

Job# 4-17

Bellevue, WA

No Telephone Calls Please

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### Recruitment Job Posting E-mail

Choose a Job Ref# to include in the E-mail then click on Submit

**Job Ref #**  
**KQMV-FM**

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32 Records

the 1990s, the number of people in the world who are under 15 years of age is expected to increase from 1.1 billion to 1.5 billion (United Nations 1998).

There are a number of reasons why the world's population is increasing so rapidly. One of the main reasons is that the number of children born to each woman has increased. This is due to a number of factors, including the fact that women are now having children at a younger age, and that they are having more children than in the past.

Another reason why the world's population is increasing so rapidly is that the number of people who are surviving to old age has increased. This is due to a number of factors, including the fact that people are now living longer, and that there are now more people in the world who are over 65 years of age.

There are a number of other reasons why the world's population is increasing so rapidly. One of the main reasons is that the number of people who are migrating to other parts of the world has increased. This is due to a number of factors, including the fact that there are now more people who are looking for better opportunities elsewhere.

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Another reason why the world's population is increasing so rapidly is that the number of people who are migrating to other parts of the world has increased. This is due to a number of factors, including the fact that there are now more people who are looking for better opportunities elsewhere.

**POSTING DATE:** April 20, 2017  
**JOB#:** 2-17  
**JOB TITLE:** MOVIN 92.5 Street Hit Coordinator  
**COMPANY:** KQMV-FM, Advertising/Promotion  
**SCHEDULE:** Must be able to work flexible hours; including evenings, weekends and holidays.  
**STATUS:** Full Time, Hourly

**QUALIFICATIONS:**

Works with the Promotion Director to execute the station's promotion and marketing strategy, events, contests and other promotional activities.

- High School Diploma or equivalent, required.
- Promotion/Marketing background required.
- Previous broadcast experience preferred.
- Strong Social Media skills
- Valid Driver's License and insurability.
- Project an appropriate professional appearance and demeanor.
- Ability to work in compliance with company policies and procedures.
- Ability to function in a team environment and to lead the team as needed.
- Ability to work established schedule and other hours as needed.

**DUTIES:**

- Manage station street hits, planning locations based on station hot zips
- Complete and submit event recaps on every event, including street hits at the end of each shift
- Maintain station Party Ride vehicle, its equipment and supplies. Perform regular weekly fluid level and maintenance checks on all station promo vehicles
- Ensure the Party Ride is clean and presentable at all times; keeping the inside orderly and stocked with essential Street Hit items.
- Submit a weekly copy of promo vehicle maintenance reports to Promotion Director and Coordinator
- Attend weekly department and special event meetings as required
- Acts as Team Lead as needed

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

<http://www.movin925.com/jobs-movin-92-5>

Job# 2-17

Bellevue, WA

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**POSTING DATE:** October 20, 2016  
**JOB#:** 20-16  
**JOB TITLE:** Rock 98.9 Account Executive  
**COMPANY:** KVRQ-FM, Sales-General  
**SCHEDULE:** Monday-Friday 8:30am-5:00pm  
**STATUS:** Full Time, Salaried



**QUALIFICATIONS:**

- Minimum of 3+ years experience in broadcast or digital sales, preferably in the Puget Sound market area.
- Proficient using Nielsen Research Reports, Tapscan and Scarborough software tools
- Initiative to research, prospect and present products to potential clients
- Excellent written and oral communication skills; highly developed interpersonal and organizational skills
- Must demonstrate exceptional selling skills with firm understanding of the sales cycle and how to effectively conduct a client needs analysis
- Ability to enthusiastically convey station's product platforms to potential prospects
- Must have reliable transportation, with a valid driver's license and a safe driving history as determined by the Company

**DUTIES:**

KVRQ 98.9 FM seeks an experienced and talented sales professional supporting its rapidly expanding sales effort. This individual will provide multi-platform sales strategies to advertising agencies and local clients. He or she must be able to demonstrate results as it relates to effectively prospecting, presenting and closing new business. The focus will be working with advertisers in both an ad agency environment as well as new business development. Duties also include;

- Work with station's management in new business development
- Write and handle commercial copy, collections and client relations; identify and qualify advertising prospect
- Budget and forecast sales revenues
- Write proposals; analyze qualitative and quantitative data
- Service existing accounts via email, telephone and in person
- Occasional evening/weekend work for client promotions or station events

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

<http://989rocks.com/jobs-at-rock-98-9/>  
Job# 20-16  
Bellevue, WA  
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the 1990s, the number of people in the world who are under 15 years of age has increased from 1.1 billion to 1.5 billion. The number of people aged 65 and over has increased from 200 million to 350 million. The number of people aged 75 and over has increased from 50 million to 100 million. The number of people aged 85 and over has increased from 10 million to 20 million.

The number of people aged 65 and over is expected to increase to 500 million by 2025. The number of people aged 75 and over is expected to increase to 150 million by 2025. The number of people aged 85 and over is expected to increase to 40 million by 2025.

The number of people aged 65 and over is expected to increase to 600 million by 2050. The number of people aged 75 and over is expected to increase to 200 million by 2050. The number of people aged 85 and over is expected to increase to 60 million by 2050.

The number of people aged 65 and over is expected to increase to 700 million by 2075. The number of people aged 75 and over is expected to increase to 250 million by 2075. The number of people aged 85 and over is expected to increase to 80 million by 2075.

The number of people aged 65 and over is expected to increase to 800 million by 2100. The number of people aged 75 and over is expected to increase to 300 million by 2100. The number of people aged 85 and over is expected to increase to 100 million by 2100.

The number of people aged 65 and over is expected to increase to 900 million by 2125. The number of people aged 75 and over is expected to increase to 350 million by 2125. The number of people aged 85 and over is expected to increase to 120 million by 2125.

The number of people aged 65 and over is expected to increase to 1 billion by 2150. The number of people aged 75 and over is expected to increase to 400 million by 2150. The number of people aged 85 and over is expected to increase to 140 million by 2150.

The number of people aged 65 and over is expected to increase to 1.1 billion by 2175. The number of people aged 75 and over is expected to increase to 450 million by 2175. The number of people aged 85 and over is expected to increase to 160 million by 2175.

The number of people aged 65 and over is expected to increase to 1.2 billion by 2200. The number of people aged 75 and over is expected to increase to 500 million by 2200. The number of people aged 85 and over is expected to increase to 180 million by 2200.

The number of people aged 65 and over is expected to increase to 1.3 billion by 2225. The number of people aged 75 and over is expected to increase to 550 million by 2225. The number of people aged 85 and over is expected to increase to 200 million by 2225.

The number of people aged 65 and over is expected to increase to 1.4 billion by 2250. The number of people aged 75 and over is expected to increase to 600 million by 2250. The number of people aged 85 and over is expected to increase to 220 million by 2250.

The number of people aged 65 and over is expected to increase to 1.5 billion by 2275. The number of people aged 75 and over is expected to increase to 650 million by 2275. The number of people aged 85 and over is expected to increase to 240 million by 2275.

The number of people aged 65 and over is expected to increase to 1.6 billion by 2300. The number of people aged 75 and over is expected to increase to 700 million by 2300. The number of people aged 85 and over is expected to increase to 260 million by 2300.

**POSTING DATE:** October 20, 2016  
**JOB#:** 21-16  
**JOB TITLE:** Rock 98.9 General Sales Manager  
**COMPANY:** KVRQ-FM, Sales-General  
**SCHEDULE:** Monday-Friday, 8:30am-5:00pm  
**STATUS:** Full Time, Salaried



**QUALIFICATIONS:**

- Minimum of 5 years of Sales and/or Marketing Promotion experience; radio sales experience preferred
- Prior experience with teaching, training and recruiting; proven ability to help people grow and inspire to be better sales people. Must be a strong recruiter and be able to grow the size of the sales staff with qualified, competent salespeople
- Demonstrated sales success in digital, event and sales promotions
- Highly organized with sound judgment and the ability to motivate and instill confidence in both clients and sellers
- Skilled communicator with the ability to establish and maintain customer relationships; communicate effectively with a wide range of personalities in a professional and courteous manner
- Full knowledge of ratings analysis, spot schedules and traffic systems. Ability to build a strong base of business through local direct client contact

**DUTIES:**

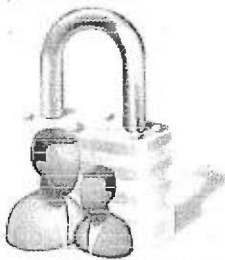
- Work with Director of Sales to develop short and long term sales strategies
- Establish overall goals and objectives for staff, pricing and spot schedules
- Responsible for making and exceeding local spot and digital sales budget for station
- Develop new revenue streams using the internet, non-spot opportunities and total marketing plans using creativity and analyzing market information and trends
- Effectively lead, develop, motivate, coach and train local sales staff. Provide critiques and performance feed back on a regular basis.
- Recruits, interviews and selects new sales staff, while working with the Director of Sales and Market Manager on hiring decisions
- Assist sales staff in setting, meeting and exceeding their individual goals to fit overall sales strategy and vision.

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

<http://989rocks.com/jobs-at-rock-98-9/>  
Job# 21-16  
Bellevue, WA  
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**POSTING DATE:** March 29, 2018  
**JOB#:** 4-18  
**JOB TITLE:** Warm 106.9 Account Executive - Entry Level  
**COMPANY:** KRWM-FM, Sales-General  
**SCHEDULE:** Monday-Friday, 8:30AM-5:30PM with evenings and weekends as needed  
**STATUS:** Full Time, Salaried



**QUALIFICATIONS:**

Objective: Develop new direct advertising client base for New Country 98.9/KNUC-FM, Warm 106.9/KRWM-FM, MOVIN 92.5/KQMV-FM, AM 880 KIXI-AM, 1150 KKNW-AM, and 2060 Digital

- Prepare and execute successful sales plans that meet and exceed monthly, quarterly and annual budgets for both on-air and digital platforms.
- Generate new business through prospecting and cold calling.
- Present, negotiate and close sales promotions and sponsorship opportunities.
- Provide outstanding service to new and existing clients.
- Create and present proposals to clients effectively through both written and verbal communication.
- Collect payments from some clients.
- Maintain required paperwork and records.
- Salary plus Commission

**DUTIES:**

Objective: Develop new direct advertising client base for New Country 98.9/KNUC-FM, Warm 106.9/KRWM-FM, MOVIN 92.5/KQMV-FM, AM 880 KIXI-AM, 1150 KKNW-AM, and 2060 Digital

- Prepare and execute successful sales plans that meet and exceed monthly, quarterly and annual budgets for both on-air and digital platforms.
- Generate new business through prospecting and cold calling.
- Present, negotiate and close sales promotions and sponsorship opportunities.
- Provide outstanding service to new and existing clients.
- Create and present proposals to clients effectively through both written and verbal communication.
- Collect payments from some clients.
- Maintain required paperwork and records.
- Salary plus Commission

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

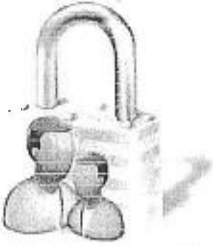
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Job# 4-18

Bellevue, WA

No Telephone Calls Please

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Choose a Job Ref# to include in the E-mail then click on Submit

**Job Ref #****KRWM-FM**

- 4-18 Warm 106.9 Account Executive - Entry Level

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**31 Records**



the 1990s, the number of people in the world who are under 15 years of age has increased from 1.1 billion to 1.5 billion. The number of people aged 65 and over has increased from 200 million to 350 million. The number of people aged 15-64 years has increased from 2.5 billion to 3.5 billion.

There are a number of factors that have contributed to the increase in the number of people in the world. One of the main factors is the increase in life expectancy. This is due to a number of factors, including improvements in medical care, better nutrition, and a decrease in infant mortality. Another factor is the increase in the number of people who are surviving into old age. This is due to a number of factors, including improvements in living conditions, better health care, and a decrease in the number of people who are dying in old age.

The increase in the number of people in the world has a number of implications. One of the main implications is the increase in the number of people who are dependent on others. This is due to the increase in the number of people who are aged 65 and over. This has led to a number of challenges, including the need for more social security and health care services. Another implication is the increase in the number of people who are in the workforce. This has led to a number of challenges, including the need for more jobs and training opportunities.

The increase in the number of people in the world has also led to a number of environmental challenges. One of the main challenges is the increase in the number of people who are using natural resources. This has led to a number of problems, including deforestation, soil erosion, and water pollution. Another challenge is the increase in the number of people who are producing waste. This has led to a number of problems, including air pollution and the accumulation of waste in landfills.

The increase in the number of people in the world has also led to a number of social challenges. One of the main challenges is the increase in the number of people who are living in poverty. This is due to a number of factors, including the increase in the number of people who are in the workforce, but the lack of jobs and training opportunities. Another challenge is the increase in the number of people who are living in crowded conditions. This is due to the increase in the number of people who are living in urban areas.

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The increase in the number of people in the world has also led to a number of political challenges. One of the main challenges is the increase in the number of people who are living in poverty. This is due to a number of factors, including the increase in the number of people who are in the workforce, but the lack of jobs and training opportunities. Another challenge is the increase in the number of people who are living in crowded conditions. This is due to the increase in the number of people who are living in urban areas.

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**POSTING DATE:** June 28, 2018  
**JOB#:** 20-18  
**JOB TITLE:** Warm 106.9 FT Account Executive  
**COMPANY:** KRWM-FM, Sales-General  
**SCHEDULE:** Monday-Friday, 8:30am-5:30pm  
**STATUS:** Full Time, Salaried



**QUALIFICATIONS:**

- Previous sales experience in radio, digital, NTR, broadcast medium or related sales environment.
- Self-starter and willing to devote full time to developing new accounts and servicing established accounts.
- Able to develop advertising revenue at the retail level.
- Able to successfully meet sales projections and budgets as set by the sales management team.
- Able to obtain and communicate basic copy requirements.
- Able to work compatibly with management and sales staff.
- Project desired company image with respect to dress and demeanor.
- Able to fully support company's mission statement and core values.
- Must own a vehicle and possess valid driver's license and proven ability to safely drive personal vehicle without exposing the company to serious liability risks.

**DUTIES:**

To provide a quality sales effort in maintaining, prospecting and developing new radio and digital business to assure annually established sales goals are met. Make a full contribution to the success of the department & station by being an effective team member.

**PHYSICAL REQUIREMENTS:**

- Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

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32 Records

of the study. The authors are grateful to the participants for their contribution to the study.

Correspondence: Dr S. M. Yip, Department of Psychology, The Chinese University of Hong Kong, Shatin, New Territories, Hong Kong.

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**POSTING DATE:** February 26, 2018  
**JOB#:** 3-18  
**JOB TITLE:** Warm 106.9 FT Promotion Coordinator  
**COMPANY:** KRWM-FM, Advertising/Promotion  
**SCHEDULE:** Must be able to work flexible hours,  
including weekends, evenings and holidays  
**STATUS:** Full Time, Hourly



**QUALIFICATIONS:**

WARM 106.9 (KRWM-FM) is seeking an enthusiastic, outgoing, organized and hardworking Promotions Coordinator. This individual will work closely with the Promotion Director on all station contests, events, activities and the WARM 106.9 website as well as with the station air-staff, sales team, listeners and advertisers.

- Must be a professional and a proven team player with customer focus and demonstrated knowledge of WARM 106.9
- Proficient in Microsoft Office, Photoshop and Word Press. Web/html knowledge a plus
- Excellent written and verbal communication skills
- Event planning and/or marketing experience and previous radio experience a plus
- Must be 21 of age or older and able to work flexible hours, including; days/evenings weekends and holidays
- Valid driver's license/good driving record/reliable mode of transportation
- College degree preferred. Marketing and/or communications a plus

**DUTIES:**

- Creation of events, contests and various web pages on WARM1069.com
- Scheduling and overseeing promotions staff
- Working station events
- Communicating with listeners about the station and prizes
- Creation of station e-blast
- Implementing social media posts

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job; able to lift 50lbs. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions

**APPLY TO:**

**<http://warm1069.com/jobs>**  
**Job# 3-18**  
**Bellevue, WA**  
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- Applicants
- HBI CareerHUB
- Recruitment Sources
- Hiring Officials
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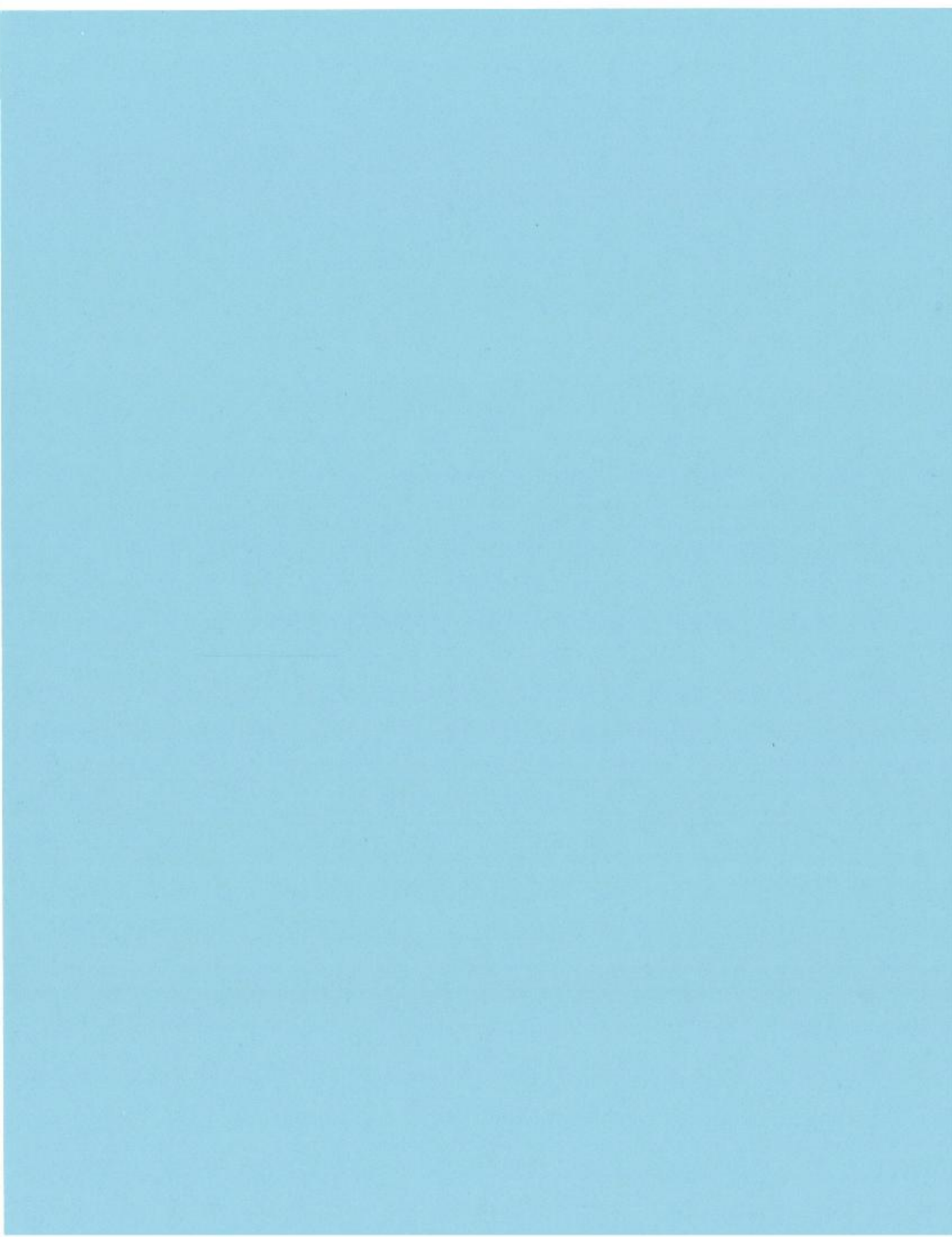
**Job Ref #**  
**KRWM-FM**

- 3-18 Warm 106.9 FT Promotion Coordinator

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**POSTING DATE:** January 29, 2018  
**JOB#:** 1-18  
**JOB TITLE:** WARM 106.9 Marketing/Promotions Director  
**COMPANY:** KRWM-FM, Advertising/Promotion  
**SCHEDULE:** Must be able to work flexible hours, including weekends, evenings and holidays.  
**STATUS:** Full Time, Salaried



**QUALIFICATIONS:**

Immediate opening for one of the best radio jobs in one of the best radio markets.

Hubbard Radio Seattle is seeking a Marketing/Promotions Director for our heritage Adult Contemporary stations, KRWM 106.9.

- Previous radio promotions and or programming experience required
- Event planning and marketing experience a plus
- Must be 21 years or older and able to work flexible hours
- Professional written and verbal communications a must

**DUTIES:**

The successful candidate will be responsible for creating and executing marketing and promotional plans, including, but not limited to;

- External Marketing
- On-Air Promotions
- Sales Promotions
- Street Team exposure
- Social Media Marketing

Now that we have that formality out of the way--can you help this team create content that inspires, motivates, connects and sounds really good coming out of the speakers? Yes? Then we want to talk to you!

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

<http://warm1069.com/jobs>  
Job# 1-18  
Bellevue, WA  
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- 1-18 WARM 106.9 Marketing/Promotions Director

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- WHEC-TV -kknox@wh.ec.com- (01/29/18 02:15:10 PM)
- WNYT-TV -cmcgurn@wnyt.com- (01/29/18 02:15:10 PM)

31 Records



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**POSTING DATE:** April 16, 2018  
**JOB#:** 7-18  
**JOB TITLE:** Hubbard Radio Seattle - FT Remote/Studio Engineer  
**COMPANY:** Hubbard Radio Seattle, Engineering Maintenance  
**SCHEDULE:** • Monday - Friday, 10:00am-6:00pm  
**STATUS:** Full Time, Hourly



**QUALIFICATIONS:**

Hubbard Radio Seattle is looking for a qualified Remote/Studio Engineer. The successful candidate should be knowledgeable and have experience in the following:

- Wheatstone consoles and systems
- Zetta / RCS Automation systems
- Computer and network systems
- EAS Systems and Rules / Sage Brand is currently in use
- Three years radio station experience preferred
- SBE Certification desired

**DUTIES:**

- Remote Broadcasts and remote equipment
- The ability to setup the Remote equipment and monitor the broadcast ads
- Must be able to think on the fly and repair any failures or interruptions in studio or at a remote location
- Install, maintain and/or repair any of the platforms currently in use for Remote and studio broadcasts
- Must be flexible and open to an On-Call Policy and working evenings, weekends and holidays, when necessary.

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

<http://www.movin925.com/jobs-movin-92-5>

Job# 7-18

Bellevue, WA

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#### Job Ref #

#### KQMV-FM

- 7-18 Hubbard Radio Seattle - FT Remote/Studio Engineer

#### Email to

- 2060 Digital Website -ncarvelli@2060digital.com- (04/16/18 05:34:32 PM)
- Art Institutes of Seattle -rpsley@aii.edu- (04/16/18 05:34:32 PM)
- Asian American Journalists Assn. -lmatsukawa@king5.com- (04/16/18 05:34:32 PM)
- Bellevue College -michael.reese@bellevuecollege.edu- (04/16/18 05:34:32 PM)
- Centro Latino -ksmith@clatino.org- (04/16/18 05:34:32 PM)
- Division of Vocational Rehabilitation -moel@dshs.wa.gov- (04/16/18 05:34:32 PM)
- Emma L Bowen Foundation-NY -Sandra.Rice@nbcuni.com- (04/16/18 05:34:32 PM)
- Emma L. Bowen Foundation -sdrice@cbs.com- (04/16/18 05:34:32 PM)
- Evergreen State College - CAB 101 -kaos@evergreen.edu- (04/16/18 05:34:33 PM)
- F&F Productions -donnag@fandfproductions.com- (04/16/18 05:34:33 PM)
- Green River Community College/KGRG-AM/FM -tkrause@greenriver.edu- (04/16/18 05:34:33 PM)
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- Hubbard Radio-St. Louis -kcarson@hubbardradio.com- (04/16/18 05:34:33 PM)
- KAAL-TV -dnerud@hbi.com- (04/16/18 05:34:33 PM)
- KOB-TV -rsedillo@kob.com- (04/16/18 05:34:33 PM)
- KOB-TV -dkelly@kobtv.com- (04/16/18 05:34:33 PM)
- KOBR-TV -lcastillo@kob.com- (04/16/18 05:34:33 PM)
- KSTP-TV -apply@hbi.com- (04/16/18 05:34:33 PM)
- N.A.A.C.P. -skbr1136@aol.com- (04/16/18 05:34:33 PM)
- Northwest University -levi.davenport@northwestu.edu- (04/16/18 05:34:33 PM)
- Pacific Lutheran University -career@plu.edu- (04/16/18 05:34:33 PM)
- ReelzChannel -lung@reelzchannel.com- (04/16/18 05:34:33 PM)
- Tacoma Urban League -info@thetacomaurbanleague.org- (04/16/18 05:34:33 PM)
- Traffic Directors Guild of America -tdga@cox.net- (04/16/18 05:34:33 PM)
- Washington State University -communications@wsu.edu- (04/16/18 05:34:33 PM)
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- WHEC-TV -kknox@whcc.com- (04/16/18 05:34:33 PM)
- WNYT-TV -cmcgurn@wnyt.com- (04/16/18 05:34:33 PM)

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**POSTING DATE:** October 12, 2017  
**JOB#:** 20-17  
**JOB TITLE:** Digital Project Manager  
**COMPANY:** Hubbard Radio Seattle,  
Website/Internet  
**SCHEDULE:** Monday-Friday 8:30am-5:30pm  
**STATUS:** Full Time, Hourly



**QUALIFICATIONS:**

- Manages all activities regarding the production and launch of digital media campaigns and products; websites, SEO, SEM, display, social media, video, micro proximity and email marketing
- 3+ years of digital production experience preferred, within an agency or large marketing department
- Strong project management skills and understanding of a website development process
- Strong focus on customer service and ability to present ideas to both internal and external customers
- Strong understanding of Google AdWords campaigns
- Strong understanding of display advertising campaigns, DFP or other ad serving platforms
- Must be highly creative, flexible and deadline-oriented with strong attention to detail
- Strong communication and interpersonal skills

**DUTIES:**

- Strong focus on integrated station digital programs/campaigns as well as for external/digital agency programs/campaigns (2060 Digital)
- Manage and approve digital production schedules, digital specifications and internal budgets
- Direct Liaison between digital vendors and Hubbard Radio Seattle
- Work directly with the sales team in production of digital products and campaigns
- Works directly with client to obtain assets needed to produce digital marketing campaigns
- Familiar with a variety of agency concepts, practices and procedures
- Gather and analyze data, create reports and present findings to clients

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.



**APPLY TO:**

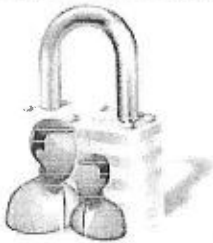
**<http://www.movin925.com/jobs-movin-92-5>**

**Job# 20-17**

**Bellevue, WA**

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Choose a Job Ref# to include in the E-mail then click on Submit

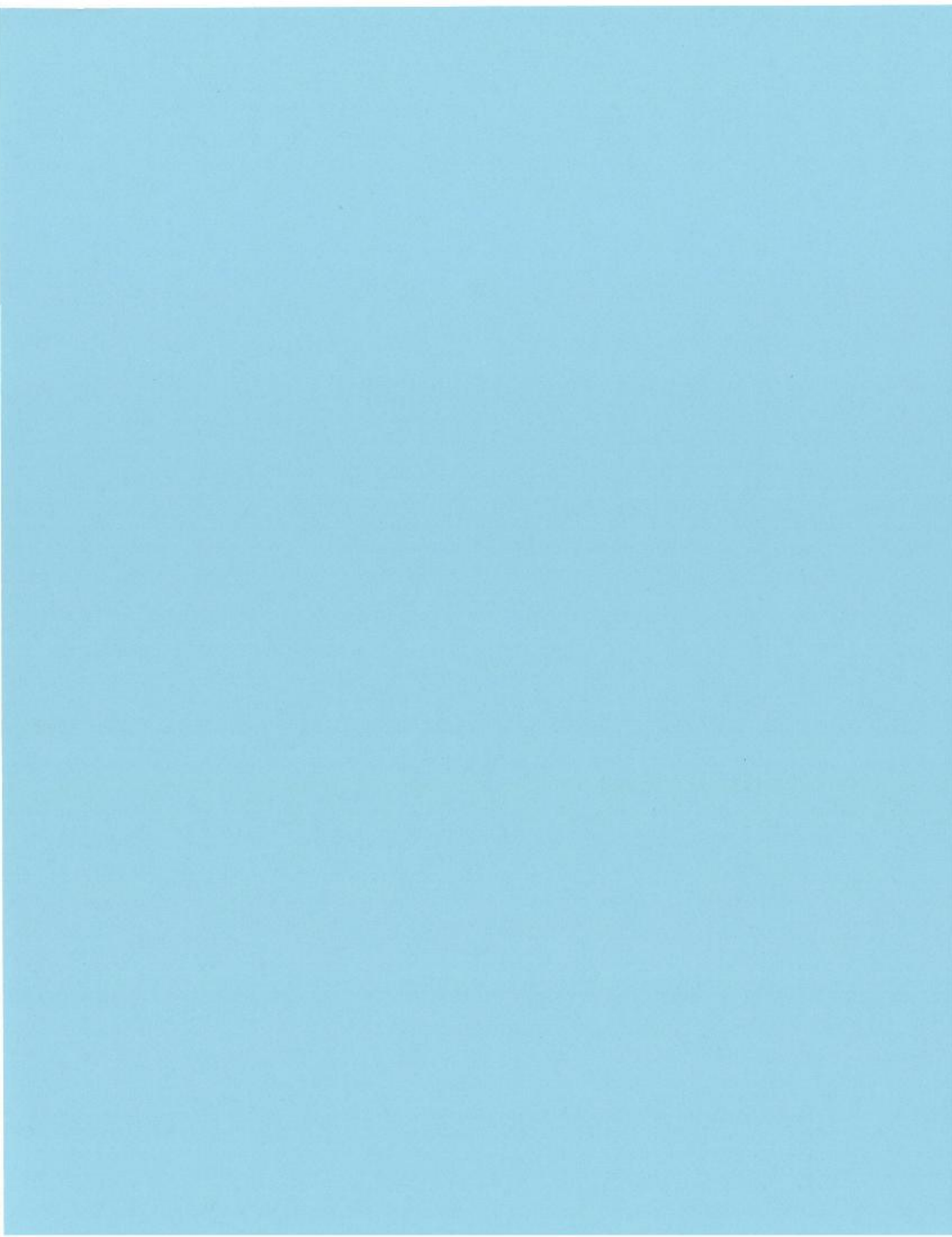
**Job Ref #**  
**KQMV-FM**

- 20-17 Hubbard Radio Seattle Digital Project Manager

#### Email to

- 2060 Digital Website -ncarvell@2060digital.com- (10/12/17 05:56:21 PM)
- Art Institutes of Seattle -rpasley@all.edu- (10/12/17 05:56:21 PM)
- Asian American Journalists Assn. -lmatsukawa@king5.com- (10/12/17 05:56:21 PM)
- Bellevue College -michael.reese@bellevuecollege.edu- (10/12/17 05:56:21 PM)
- Centro Latino -ksmith@clatino.org- (10/12/17 05:56:22 PM)
- Division of Vocational Rehabilitation -moel@dshs.wa.gov- (10/12/17 05:56:22 PM)
- Emma L. Bowen Foundation-NY -Sandra.Rice@nbcuni.com- (10/12/17 05:56:22 PM)
- Emma L. Bowen Foundation -sdrice@cbs.com- (10/12/17 05:56:22 PM)
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- F&F Productions -donnag@fandfproductions.com- (10/12/17 05:56:22 PM)
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- Hubbard Radio-Chicago -eluptak@hubbardradio.com- (10/12/17 05:56:22 PM)
- Hubbard Radio-Cincinnati -ncarvell@hubbardinteractive.com- (10/12/17 05:56:22 PM)
- Hubbard Radio-Phoenix -skaiser@hubbardradio.com- (10/12/17 05:56:22 PM)
- Hubbard Radio-Seattle -lclosterman@hubbardradio.com- (10/12/17 05:56:22 PM)
- Hubbard Radio-St. Louis -kcarson@hubbardradio.com- (10/12/17 05:56:22 PM)
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- KOB-TV -rsedillo@kob.com- (10/12/17 05:56:22 PM)
- KOB-TV -dkelly@kobtv.com- (10/12/17 05:56:22 PM)
- KOBR-TV -lcastillo@kob.com- (10/12/17 05:56:22 PM)
- KSTP-TV -sapply@hbi.com- (10/12/17 05:56:22 PM)
- N.A.A.C.P. -skbr1136@aol.com- (10/12/17 05:56:22 PM)
- Pacific Lutheran University -career@plu.edu- (10/12/17 05:56:22 PM)
- ReelzChannel -lung@reelzchannel.com- (10/12/17 05:56:22 PM)
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- WHEC-TV -kknox@wh.ec.com- (10/12/17 05:56:22 PM)
- WNYT-TV -cmcgurn@wnyt.com- (10/12/17 05:56:22 PM)

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**POSTING DATE:** June 25, 2018  
**JOB#:** 19-18  
**JOB TITLE:** MOVIN 92.5 Account Executive - Entry Level  
**COMPANY:** KQMV-FM, Sales-General  
**SCHEDULE:** Monday-Friday, 8:30AM-5:30PM with evenings and weekends as needed  
**STATUS:** Full Time, Salaried



**QUALIFICATIONS:**

Objective: Develop new direct advertising client base for New Country 98.9/KNUC-FM, Warm 106.9/KRWM-FM, MOVIN 92.5/KQMV-FM, AM 880 KIXI-AM, 1150 KKNW-AM, and 2060 Digital.

Provide a quality sales effort in maintaining, prospecting and developing new business to assure annually established sales goals are met. Make a full contribution to the success of the station by being an effective team member.

**DUTIES:**

- Prepare and execute successful sales plans that meet and exceed monthly, quarterly and annual budgets for both on-air and digital platforms.
- Generate new business through prospecting and cold calling.
- Present, negotiate and close sales promotions and sponsorship opportunities.
- Provide outstanding service to new and existing clients.
- Create and present proposals to clients effectively through both written and verbal communication.
- Collect payments from some clients.
- Maintain required paperwork and records.
- Salary plus Commission

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

<http://www.movin925.com/jobs-movin-92-5>

Job# 19-18

Bellevue, WA

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#### Job Ref #

**KQMV-FM**

© 19-18 MOVIN 92.5 Account Executive - Entry Level

#### Email to

- 2060 Digital Website -ncarvelli@2060digital.com- (06/25/18 01:34:53 PM)
- Art Institutes of Seattle -rpiasley@aol.edu- (06/25/18 01:34:53 PM)
- Asian American Journalists Assn. -lmatsukawa@king5.com- (06/25/18 01:34:53 PM)
- Bellevue College -michael.reese@bellevuecollege.edu- (06/25/18 01:34:53 PM)
- Centro Latino -ksmith@clatino.org- (06/25/18 01:34:53 PM)
- Division of Vocational Rehabilitation -moel@dshs.wa.gov- (06/25/18 01:34:53 PM)
- Emma L. Bowen Foundation-NY -Sandra.Rice@nbcuni.com- (06/25/18 01:34:53 PM)
- Emma L. Bowen Foundation -sdrice@cbs.com- (06/25/18 01:34:53 PM)
- Evergreen State College - CAB 101 -kaos@evergreen.edu- (06/25/18 01:34:53 PM)
- F&F Productions -donnag@fandfproductions.com- (06/25/18 01:34:53 PM)
- Green River Community College/KGRG-AM/FM -tkrause@greenriver.edu- (06/25/18 01:34:53 PM)
- HBI Radio North -jjervey@hubbardradio.com- (06/25/18 01:34:53 PM)
- Hubbard Radio - Washington, DC -srushkowski@wtop.com- (06/25/18 01:34:53 PM)
- Hubbard Radio-Chicago -eluptak@hubbardradio.com- (06/25/18 01:34:53 PM)
- Hubbard Radio-Cincinnati -ncarvelli@hubbardinteractive.com- (06/25/18 01:34:53 PM)
- Hubbard Radio-Phoenix -skaiser@hubbardradio.com- (06/25/18 01:34:53 PM)
- Hubbard Radio-Seattle -ldosterman@hubbardradio.com- (06/25/18 01:34:53 PM)
- Hubbard Radio-St. Louis -kcarson@hubbardradio.com- (06/25/18 01:34:53 PM)
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- KOB-TV -dkelly@kobtv.com- (06/25/18 01:34:54 PM)
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- N.A.A.C.P. -Skbr1136@aol.com- (06/25/18 01:34:54 PM)
- Pacific Lutheran University -career@plu.edu- (06/25/18 01:34:54 PM)
- ReelzChannel -llung@reelzchannel.com- (06/25/18 01:34:54 PM)
- Tacoma Urban League -info@thetacomaurbanleague.org- (06/25/18 01:34:54 PM)
- Traffic Directors Guild of America -tdga@cox.net- (06/25/18 01:34:54 PM)
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- WHEC-TV -kknox@whec.com- (06/25/18 01:34:54 PM)
- WNYT-TV -cmcgurn@wnyt.com- (06/25/18 01:34:54 PM)

32 Records



**POSTING DATE:** October 24, 2017  
**JOB#:** 21-17  
**JOB TITLE:** MOVIN 92.5 Full Time  
Promotion Coordinator  
**COMPANY:** KQMV FT Promotion  
Coordinator,  
Advertising/Promotion  
**SCHEDULE:** Monday-Friday, 8:30am-  
5:00pm; Varied  
**STATUS:** Full Time, Hourly



### **QUALIFICATIONS:**

Position Summary: works with the Marketing & Promotion Director to execute the station's promotion plans, primarily working on contesting and other promotional activities as needed.

- ◆ High school diploma or equivalent. Required.
- ◆ Promotion/Event background required.
- ◆ Previous broadcast experience preferred
- ◆ Valid driver's license; verifiable insurability
- ◆ Project an appropriate professional appearance and demeanor
- ◆ Ability to work in compliance with company policies and procedures
- ◆ Ability to work established schedule and other hours as needed

### **DUTIES:**

- ◆ Create and update website content
- ◆ Responsible for contesting and execution of sales promotions
- ◆ Meet with and ensure contest winners comply with required documents and forms
- ◆ Work with the sales and promotions departments, as well as attend and participate in meetings as required
- ◆ Prompt and reliable attendance to work established hours, with the ability to work alternate hours, including evenings, weekends and holidays.

### **PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.



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### Recruitment Job Posting E-mail

Choose a Job Ref# to include in the E-mail then click on Submit

**Job Ref #**  
**KQMV-FM**

21-17 MOVIN 92.5 Full Time Promotion Coordinator

#### Email to

- 2060 Digital Website -ncarvell@2060digital.com- (10/24/17 04:57:58 PM)
- Art Institutes of Seattle -rpsley@all.edu- (10/24/17 04:57:58 PM)
- Asian American Journalists Assn. -lmatsukawa@king5.com- (10/24/17 04:57:58 PM)
- Bellevue College -michael.reese@bellevuecollege.edu- (10/24/17 04:57:58 PM)
- Centro Latino -ksmith@clatino.org- (10/24/17 04:57:58 PM)
- Division of Vocational Rehabilitation -moel@dshs.wa.gov- (10/24/17 04:57:58 PM)
- Emma L. Bowen Foundation-NY -Sandra.Rice@nbcuni.com- (10/24/17 04:57:58 PM)
- Emma L. Bowen Foundation -sdrice@cbs.com- (10/24/17 04:57:58 PM)
- Evergreen State College - CAB 101 -kaos@evergreen.edu- (10/24/17 04:57:58 PM)
- F&F Productions -donnag@fandfproductions.com- (10/24/17 04:57:58 PM)
- Green River Community College/KGRG-AM/FM -tkrause@greenriver.edu- (10/24/17 04:57:58 PM)
- Hubbard Radio - Washington, DC -srushkowski@wtop.com- (10/24/17 04:57:58 PM)
- Hubbard Radio-Chicago -eluptak@hubbardradio.com- (10/24/17 04:57:58 PM)
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- WNYT-TV -cmcgurn@wnyt.com- (10/24/17 04:57:59 PM)

32 Records





**POSTING DATE:** August 08, 2017  
**JOB#:** 6-17  
**JOB TITLE:** MOVIN 92.5 Street Hit Coordinator  
**COMPANY:** KQMV-FM, Advertising/Promotion  
**SCHEDULE:** Must be able to work flexible hours; including evenings, weekends and holidays.  
**STATUS:** Full Time, Hourly



**QUALIFICATIONS:**

Works with the Promotion Director to execute the station's promotion and marketing strategy, events, contests and other promotional activities.

- High School Diploma or equivalent, required.
- Promotion/Marketing background required.
- Previous broadcast experience preferred.
- Strong Social Media skills
- Valid Driver's License and insurability.
- Project an appropriate professional appearance and demeanor.
- Ability to work in compliance with company policies and procedures.
- Ability to function in a team environment and to lead the team as needed.
- Ability to work established schedule and other hours as needed.

**DUTIES:**

- Manage station street hits and planning locations
- Complete and submit event recaps on every event, including street hits at the end of each shift
- Maintain station Party Ride vehicle, its equipment and supplies. Perform regular weekly fluid level and maintenance checks on all station promo vehicles
- Ensure the Party Ride is clean and presentable at all times; keeping the inside orderly and stocked with essential Street Hit items.
- Submit a weekly copy of promo vehicle maintenance reports to Promotion Director and Coordinator
- Attend weekly department and special event meetings as required
- Acts as Team Lead as needed

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

<http://www.movin925.com/jobs-movin-92-5>

Job# 6-17

Bellevue, WA

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**Job Ref #****KQMV-FM**

- 6-17 MOVIN 92.5 Street Hit Coordinator

**Email to**

- 2060 Digital Website -ncarvell@2060digital.com- (08/08/17 07:59:43 PM)
- Art Institutes of Seattle -rpsley@aol.edu- (08/08/17 07:59:43 PM)
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- KAAL-TV -dnerud@hbi.com- (08/08/17 07:59:46 PM)
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- Northwest University -levl.davenport@northwestu.edu- (08/08/17 07:59:47 PM)
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- Washington State University -communications@wsu.edu- (08/08/17 07:59:47 PM)
- WDIO-TV -vkapng@wdio.com- (08/08/17 07:59:47 PM)
- WHEC-TV -kknox@whcc.com- (08/08/17 07:59:47 PM)
- WNYT-TV -cmcgurn@wnyt.com- (08/08/17 07:59:48 PM)

32 Records



**POSTING DATE:** July 20, 2018  
**JOB#:** 21-18  
**JOB TITLE:** The Bull 98.9 FT Promotion Coordinator  
**COMPANY:** KNUC-FM, Advertising/Promotion  
**SCHEDULE:** Must be able to work flexible hours, including weekends, evenings and holidays  
**STATUS:** Full Time, Hourly



**QUALIFICATIONS:**

The New 98.9 The Bull (KNUC-FM) is seeking an enthusiastic, outgoing, *highly* organized and hardworking Promotions Coordinator. This individual will work closely with the Promotion Director on all station contests, events, activities and The New 98.9 The Bull website as well as with the station air-staff, sales team, listeners and advertisers.

- Must be a professional and a proven team player with customer focus and demonstrated knowledge of The New 98.9 The Bull and country music.
- Must be a driven, self-starter with a passion for learning.
- Proficient in Microsoft Office, Photoshop and Word Press. Web/html knowledge a plus.
- Excellent written and verbal communication skills
- Event planning and/or marketing experience and previous radio experience a plus
- Must be 21 of age or older and able to work flexible hours, including; days/evenings weekends and holidays
- Valid driver's license/good driving record/reliable mode of transportation
- College degree preferred. Marketing and/or communications a plus

**DUTIES:**

- Creation of events, contests and various web pages on The New 98.9 The Bull websites and social media.
- Managing a promotions team of 10-15 people, both in office and at events.
- Scheduling and overseeing promotions staff
- Creating content for digital marketing campaigns.
- Working station events
- Communicating with listeners about the station and prizes
- Creating station e-blasts, managing website content and implementing social media posts.
- Able to work with and create promotional proposals.
- Support Marketing/Promotion Director in any other areas or duties as needed.

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job; able to lift 50lbs. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions

**APPLY TO:**

<https://country989fm.com/careers-at-country-98-9/>  
Job# 21-18  
Bellevue, WA

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- Job Postings
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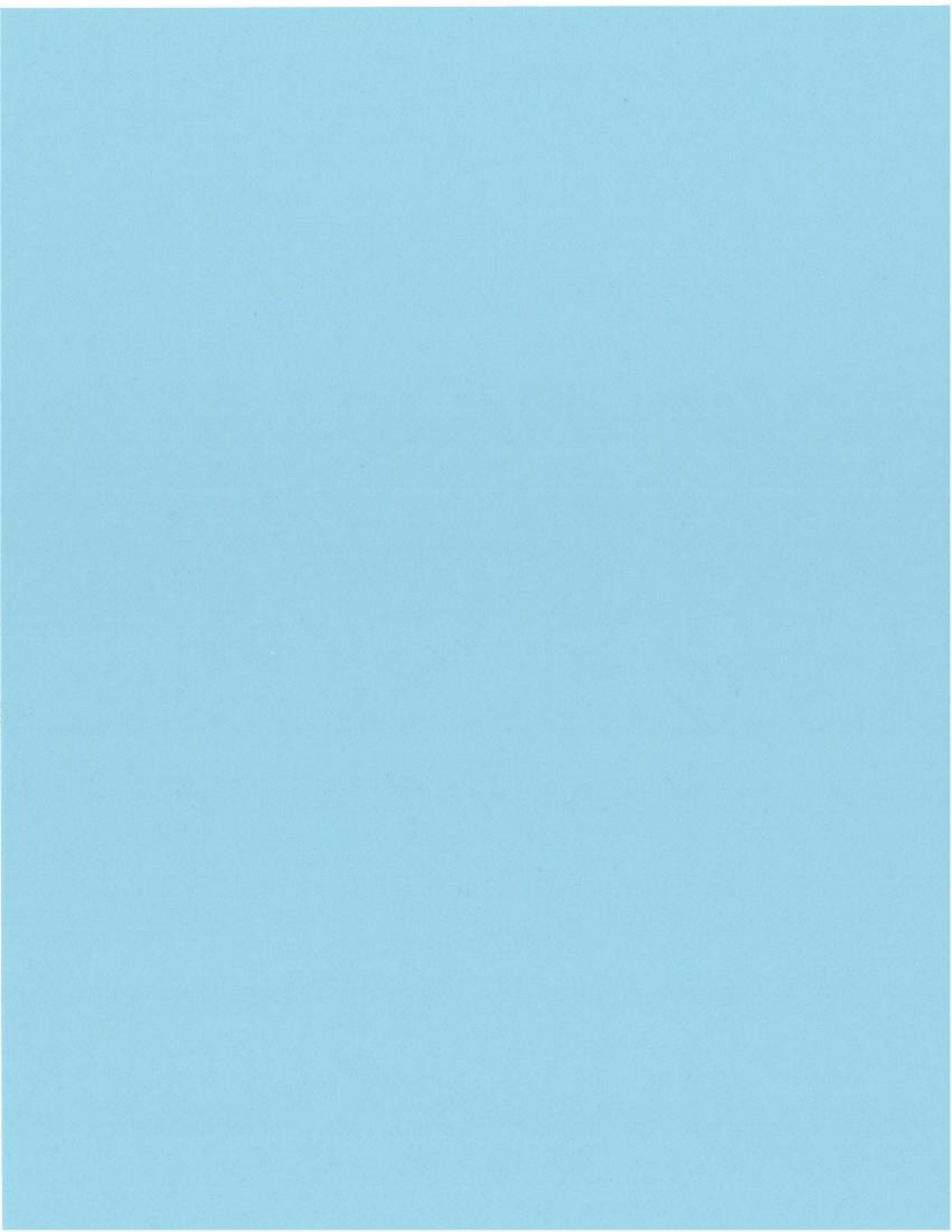
**Job Ref #**  
**KNUC-FM**

- 21-18 98.9 The Bull - Full Time Promotion Coordinator

### Email to

- 2060 Digital Website -ncarvelli@2060digital.com- (07/20/18 03:23:40 PM)
- Art Institutes of Seattle -rpasley@aia.edu- (07/20/18 03:23:40 PM)
- Asian American Journalists Assn. -lmatsukawa@king5.com- (07/20/18 03:23:40 PM)
- Bellevue College -michael.reese@bellevuecollege.edu- (07/20/18 03:23:40 PM)
- Centro Latino -ksmith@clatino.org- (07/20/18 03:23:40 PM)
- Division of Vocational Rehabilitation -moel@dshs.wa.gov- (07/20/18 03:23:40 PM)
- Emma L. Bowen Foundation-NY -Sandra.Rice@nbcunl.com- (07/20/18 03:23:40 PM)
- Emma L. Bowen Foundation -sdrice@cbs.com- (07/20/18 03:23:40 PM)
- Evergreen State College - CAB 101 -kaos@evergreen.edu- (07/20/18 03:23:40 PM)
- F&F Productions -dennag@fandfproductions.com- (07/20/18 03:23:40 PM)
- Green River Community College/KGRG-AM/FM -tkrause@greenriver.edu- (07/20/18 03:23:40 PM)
- HBI Radio North -jerve@hubbardradio.com- (07/20/18 03:23:40 PM)
- Hubbard Radio - Washington, DC -srushkowski@wtop.com- (07/20/18 03:23:40 PM)
- Hubbard Radio-Chicago -eluptak@hubbardradio.com- (07/20/18 03:23:40 PM)
- Hubbard Radio-Cincinnati -ncarvelli@hubbardinteractive.com- (07/20/18 03:23:40 PM)
- Hubbard Radio-Phoenix -skaiser@hubbardradio.com- (07/20/18 03:23:40 PM)
- Hubbard Radio-Seattle -ldosterman@hubbardradio.com- (07/20/18 03:23:40 PM)
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- KAAL-TV -dnerud@hbi.com- (07/20/18 03:23:40 PM)
- KOB-TV -rsedillo@kob.com- (07/20/18 03:23:40 PM)
- KOB-TV -dkelly@kobtv.com- (07/20/18 03:23:40 PM)
- KOB-TV -icastillo@kob.com- (07/20/18 03:23:40 PM)
- KSTP-TV -apply@hbi.com- (07/20/18 03:23:40 PM)
- N.A.A.C.P. -skbr1136@aol.com- (07/20/18 03:23:40 PM)
- Northwest University -levi.davenport@northwestu.edu- (07/20/18 03:23:40 PM)
- Pacific Lutheran University -career@plu.edu- (07/20/18 03:23:40 PM)
- ReelzChannel -llung@reelzchannel.com- (07/20/18 03:23:40 PM)
- Tacoma Urban League -info@thetacomaurbanleague.org- (07/20/18 03:23:40 PM)
- Traffic Directors Guild of America -tdga@cox.net- (07/20/18 03:23:40 PM)
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- WDIO-TV -vkaping@wdio.com- (07/20/18 03:23:40 PM)
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- WNYT-TV -cmcgum@wnyt.com- (07/20/18 03:23:40 PM)

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**POSTING DATE:** December 04, 2017  
**JOB#:** 24-17  
**JOB TITLE:** New Country 98.9 FM Program Director  
**COMPANY:** KVRQ-FM, Programming  
**SCHEDULE:** Monday-Friday, available on-call as needed  
**STATUS:** Full Time, Salaried



**QUALIFICATIONS:**

Hubbard Radio Seattle is seeking an experienced Program Director to lead the Air Staff and grow ratings for America's newest country radio station, New Country 98.9. All candidates must have extensive experience in Country radio or prove that your skillset will win in Country, with a proven track record of success. Positive attributes you must possess to excel in this position include a strong work ethic, ability to hit deadlines, creativity, tech savvy, strong production value and imaging knowledge for Country, on air ability, sound judgment and excellent decision making skills.

**DUTIES:**

You will be required to lead and coach air talent, plan and direct programming and marketing, schedule perfect music logs, effectively implement content, assist in overseeing all station promotions and work to strengthen and develop social media engagement and website content.

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

<http://989rocks.com/jobs-at-rock-98-9/>  
Job# 24-17  
Bellevue, WA  
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#### Job Ref # KNUC-FM

© 24-17 Country 98.9 FM Program Director

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- Art Institutes of Seattle -rpasley@all.edu- (12/08/17 12:24:22 PM)
- Asian American Journalists Assn. -lmatsukawa@king5.com- (12/08/17 12:24:22 PM)
- Bellevue College -michael.reese@bellevuecollege.edu- (12/08/17 12:24:22 PM)
- Centro Latino -ksmith@clatino.org- (12/08/17 12:24:22 PM)
- Division of Vocational Rehabilitation -moel@dshs.wa.gov- (12/08/17 12:24:23 PM)
- Emma L. Bowen Foundation-NY -Sandra.Rice@nbcunl.com- (12/08/17 12:24:23 PM)
- Emma L. Bowen Foundation -sdrice@cbs.com- (12/08/17 12:24:23 PM)
- Evergreen State College - CAB 101 -kaos@evergreen.edu- (12/08/17 12:24:23 PM)
- F&F Productions -donnag@fandfproductions.com- (12/08/17 12:24:23 PM)
- Green River Community College/KGRG-AM/FM -tkrause@greenriver.edu- (12/08/17 12:24:23 PM)
- Hubbard Radio - Washington, DC -srushkowski@wtop.com- (12/08/17 12:24:24 PM)
- Hubbard Radio-Chicago -eluptak@hubbardradio.com- (12/08/17 12:24:24 PM)
- Hubbard Radio-Cincinnati -ncarvelli@hubbardinteractive.com- (12/08/17 12:24:24 PM)
- Hubbard Radio-Phoenix -skaiser@hubbardradio.com- (12/08/17 12:24:24 PM)
- Hubbard Radio-Seattle -lclosterman@hubbardradio.com- (12/08/17 12:24:24 PM)
- Hubbard Radio-St. Louis -kcarson@hubbardradio.com- (12/08/17 12:24:24 PM)
- KAAL-TV -dnerud@hbi.com- (12/08/17 12:24:24 PM)
- KOB-TV -rsedillo@kob.com- (12/08/17 12:24:25 PM)
- KOB-TV -dkelly@kobtv.com- (12/08/17 12:24:25 PM)
- KOB-TV -lcastillo@kob.com- (12/08/17 12:24:25 PM)
- KOB-TV -lcastillo@kob.com- (12/08/17 12:24:25 PM)
- KSTP-TV -apply@hbi.com- (12/08/17 12:24:25 PM)
- N.A.A.C.P. -Skbr1136@aol.com- (12/08/17 12:24:25 PM)
- Pacific Lutheran University -career@plu.edu- (12/08/17 12:24:25 PM)
- ReelzChannel -llung@reelzchannel.com- (12/08/17 12:24:25 PM)
- Tacoma Urban League -info@thetacomaurbanleague.org- (12/08/17 12:24:26 PM)
- Traffic Directors Guild of America -tdga@cox.net- (12/08/17 12:24:26 PM)
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- WDIO-TV -vkaping@wdio.com- (12/08/17 12:24:26 PM)
- WHEC-TV -kknox@whcc.com- (12/08/17 12:24:26 PM)
- WNYT-TV -cmcgurn@wnyt.com- (12/08/17 12:24:26 PM)

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**POSTING DATE:** February 01, 2018  
**JOB#:** 2-18  
**JOB TITLE:** Country 98.9 Marketing/Promotions Director  
**COMPANY:** KVRQ-FM, Advertising/Promotion  
**SCHEDULE:** Must be able to work flexible hours, including weekends, evenings and holidays.  
**STATUS:** Full Time, Salaried



**QUALIFICATIONS:**

Immediate opening for one of the best radio jobs in one of the best radio markets!

Hubbard Radio Seattle is searching for an amazing Marketing/Promotions Director for our brand new station Country 98.9! Grab your cowboy hat and come on down!

- Previous radio promotions and or programming experience required
- Ability to think "outside of the box" and bring fresh, new ideas to our brand is a must!
- Event planning and marketing experience a plus
- Must be 21 years or older and able to work flexible hours
- Professional written and verbal communications a must

**DUTIES:**

The successful candidate will be responsible for creating and executing marketing and promotional plans, including, but not limited to;

- External Marketing
- On-Air Promotions
- Sales Promotions
- Street Team exposure
- Social Media Marketing

Now that we have that formality out of the way--can you help this team create content that inspires, motivates, connects and sounds really good coming out of the speakers? Yes? Then we want to talk to you!

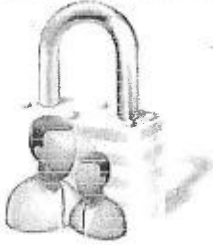
**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job

functions.

**APPLY TO:**

<http://989rocks.com/jobs-at-rock-98-9/>  
Job# 2-18  
Bellevue, WA  
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**Job Ref #**  
**KNUC-FM**

© 2-18 Country 98.9 Marketing/Promotions Director

#### Email to

- 2060 Digital Website -ncarvell@2060digital.com- (02/01/18 05:03:28 PM)
- Art Institute of Seattle -crudd@iadtseattle.com- (02/01/18 05:03:28 PM)
- Art Institutes of Seattle -rpsley@aii.edu- (02/01/18 05:03:28 PM)
- Asian American Journalists Assn. -lmatsukawa@king5.com- (02/01/18 05:03:28 PM)
- Bellevue College -michael.reese@bellevuecollege.edu- (02/01/18 05:03:28 PM)
- Centro Latino -ksmith@clatino.org- (02/01/18 05:03:28 PM)
- Division of Vocational Rehabilitation -moel@dshs.wa.gov- (02/01/18 05:03:28 PM)
- Emma L. Bowen Foundation-NY -Sandra.Rice@nbcuni.com- (02/01/18 05:03:28 PM)
- Emma L. Bowen Foundation -sdrice@cbs.com- (02/01/18 05:03:29 PM)
- Evergreen State College - CAB 101 -kaos@evergreen.edu- (02/01/18 05:03:29 PM)
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- KAAL-TV -dnerud@hbi.com- (02/01/18 05:03:29 PM)
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- ReelzChannel -llung@reelzchannel.com- (02/01/18 05:03:29 PM)
- Tacoma Urban League -info@thetacomaurbanleague.org- (02/01/18 05:03:29 PM)
- Traffic Directors Guild of America -tdga@cox.net- (02/01/18 05:03:29 PM)
- Washington State University -communications@wsu.edu- (02/01/18 05:03:29 PM)
- WDIO-TV -vkaping@wdio.com- (02/01/18 05:03:29 PM)
- WHEC-TV -kknox@whec.com- (02/01/18 05:03:29 PM)
- WNYT-TV -cmcgurn@wnyt.com- (02/01/18 05:03:29 PM)

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3 HIRES

**POSTING DATE:** December 05, 2017  
**JOB#:** 25-17  
**JOB TITLE:** New Country 98.9 Morning Show On-Air Talent  
INTERNAL ONLY  
**COMPANY:** Country 98.9 KVRQ , Programming  
**SCHEDULE:** Monday-Friday 5am-1pm  
**STATUS:** Full Time, Salaried



**QUALIFICATIONS:**

Do you want to work in a top market for a great team of proven winners? You must have a winning attitude and work well as part of a team. You need to be likeable in the halls, on calls and appearances and be ready to win. Are you ready to be the top Morning Show in Seattle on Hubbard's New Country 98.9? Then, come on down!

- Proven Morning Show success
- Opinionated (need to have an opinion on most things)
- Able to laugh at yourself
- Coachable, reliable and organized
- Active in social media is a plus
- Must be able to take direction in stressful environment
- Applications must include an audio sample
- Send audio sample and resume to [seattlejobs@hubbardradio.com](mailto:seattlejobs@hubbardradio.com)

**DUTIES:**

- Work on the air as the New Morning Show, Monday – Friday (5am-10am) and as assigned by program director/producer
- (10am-1pm) Schedule directed by producer
- Connecting with the audience with a fun and upbeat attitude
- Attend station functions and promotional appearances as needed

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

<http://989rocks.com/jobs-at-rock-98-9/>  
Job# 25-17  
Bellevue, WA  
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the 1990s, the number of people in the world who are under 15 years of age is expected to increase from 1.1 billion to 1.5 billion.

There are a number of reasons why the world's population is growing so rapidly. One of the main reasons is that the number of children born to each woman has increased. This is due to a number of factors, including the fact that women are now having children at a younger age, and that there is a higher survival rate for children.

Another reason why the world's population is growing so rapidly is that the number of people who are living longer is increasing. This is due to a number of factors, including the fact that people are now living longer, and that there is a higher survival rate for people who are older.

There are a number of other reasons why the world's population is growing so rapidly. One of the main reasons is that the number of people who are moving from rural areas to urban areas is increasing. This is due to a number of factors, including the fact that there are more jobs in urban areas, and that there is a higher quality of life in urban areas.

Another reason why the world's population is growing so rapidly is that the number of people who are having children is increasing. This is due to a number of factors, including the fact that there are more people who are having children, and that there is a higher survival rate for children.

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3 HIRES

**POSTING DATE:** December 05, 2017  
**JOB#:** 27-17  
**JOB TITLE:** New Country 98.9 On-Air Talent  
**COMPANY:** KVRQ-FM, Programming  
**SCHEDULE:** Monday-Friday 5 - 9 AM plus as assigned by P.D.  
**STATUS:** Full Time, Salaried



**QUALIFICATIONS:**

New Country 98.9 FM is looking for talent to build a long-term successful station line-up that will become a compelling start to the workday for our audience. Seattle's most envied air staff. All dayparts are being filled now.

Do you want to work in a top market for a great team of proven winners? Hubbard Radio Seattle is looking for highly engaging, killer communicators now. You must have a winning attitude and work well as part of a team. You know how to communicate with adult women and have a proven track record of success.

Can you really communicate and identify with your audience with relatable, condensed and contemporary content? You need to be likable in the halls, on calls and appearances and be ready to win.

- Minimum 3 year professional on-air experience.
- Understand and communicate the station brand.
- Broad knowledge of Country music and Country pop culture.
- Strong social media skills.
- Must be able to take direction and be extremely reliable.
- Applications must include an audio sample of on-air work.

**DUTIES:**

- Work on air as an announcer promoting the station events/promotions/music, etc. Monday-Friday 5-9 AM and as assigned by Program Director.
- Connect with the audience with genuine warmth and enthusiasm.
- Running control board seamlessly while live.
- Fun and Funny is a good thing!
- Attend station functions including staff meetings and promotional appearances as needed

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

Send air-check, resume and references to: [seattlejobs@hubbardradio.com](mailto:seattlejobs@hubbardradio.com)

**APPLY TO:**

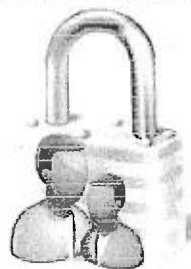
<http://989rocks.com/jobs-at-rock-98-9/>

Job# 27-17

Bellevue, WA

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**Job Ref #**  
**KNUC-FM**

27-17 Country 98.9 On-Air Talent

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- Art Institutes of Seattle -rpsley@all.edu- (12/07/17 07:56:30 PM)
- Asian American Journalists Assn. -imatsukawa@king5.com- (12/07/17 07:56:30 PM)
- Bellevue College -michael.reese@bellevuecollege.edu- (12/07/17 07:56:30 PM)
- Centro Latino -ksmith@clatino.org- (12/07/17 07:56:30 PM)
- Division of Vocational Rehabilitation -moel@dshs.wa.gov- (12/07/17 07:56:30 PM)
- Emma L Bowen Foundation-NY -Sandra.Rice@nbcuni.com- (12/07/17 07:56:30 PM)
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- Pacific Lutheran University -career@plu.edu- (12/07/17 07:56:31 PM)
- ReelzChannel -llung@reelzchannel.com- (12/07/17 07:56:31 PM)
- Tacoma Urban League -info@thetacomaurbanleague.org- (12/07/17 07:56:31 PM)
- Traffic Directors Guild of America -tdga@cox.net- (12/07/17 07:56:31 PM)
- Washington State University -communications@wsu.edu- (12/07/17 07:56:31 PM)
- WDIO-TV -vkapling@wdio.com- (12/07/17 07:56:31 PM)
- WHEC-TV -kknox@wh.ec.com- (12/07/17 07:56:31 PM)
- WNYT-TV -cmcgurn@wnyt.com- (12/07/17 07:56:31 PM)

31 Records

## **Exhibit 4**

**POSTING DATE:** November 30, 2016  
**JOB#:** 32-16  
**JOB TITLE:** Rock 98.9 PT Promotions Intern  
**COMPANY:** KNUC-FM, Advertising/Promotion  
**SCHEDULE:** Minimum of 15 hours per week  
**STATUS:** Part Time Intermittent, Hourly



**QUALIFICATIONS:**

- College student receiving class credit
- Positive, upbeat and fun attitude
- Comfortable talking to and approaching listeners
- Passion for promotions and radio
- Commit to minimum of 15 hours week with flexible office and event scheduling
- Able to lift up to 50 pounds
- Provide proof of current, valid driver's license with clean record
- Provide proof of automobile insurance
- This is a paid internship

**DUTIES:**

- Clear communication
- Accuracy on projects
- Enthusiasm in representing stations

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

<https://country989fm.com/careers-at-country-98-9/>

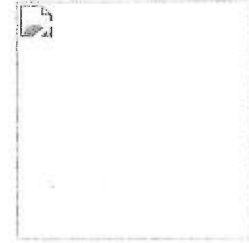
**Job# 32-16**

**Bellevue, WA**

**No Telephone Calls Please**

**AN EQUAL OPPORTUNITY EMPLOYER**

**POSTING DATE:** November 30, 2016  
**JOB#:** 31-16  
**JOB TITLE:** MOVIN 92.5 Promotion Intern  
**COMPANY:** KQMV/KIXI , Advertising/Promotion  
**SCHEDULE:** Minimum of 15 hours per week  
**STATUS:** Part Time Intermittent, Hourly



**QUALIFICATIONS:**

- College student receiving class credit
- Positive, upbeat and fun attitude
- Comfortable talking to and approaching listeners
- Passion for promotions and radio
- Commit to minimum of 15 hours week with flexible office and event scheduling
- Able to lift up to 50 pounds
- Provide proof of current, valid driver's license with clean record
- Provide proof of automobile insurance
- This is a paid internship

**DUTIES:**

- Clear communication
- Accuracy on projects
- Enthusiasm in representing stations

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

<http://www.movin925.com/jobs-movin-92-5>

Job# 31-16

Bellevue, WA

No Telephone Calls Please

**AN EQUAL OPPORTUNITY EMPLOYER**

No Telephone Calls Please  
AN EQUAL OPPORTUNITY EMPLOYER



**POSTING DATE:** November 30, 2016

**JOB#:** 35-16

**JOB TITLE:** Brooke & Jubal Morning Show Social Media Intern

**COMPANY:** KOMV-FM, Programming

**SCHEDULE:** Monday-Friday, 5:30-9:30 AM

**STATUS:** Part Time Temporary, Hourly

**QUALIFICATIONS:**

MOVIN 92.5 (Hubbard Radio Seattle) is looking for ONE enthusiastic, motivated intern for the Brooke & Jubal in the morning show! Social media skills are a MUST! Need to have a general understanding of Facebook, Instagram, Snapchat, Twitter, etc., to promote the show in a fun and creative way.

- Must be an undergraduate student (Junior or Senior preferred) enrolled in an accredited college and be receiving academic credit for an internship
- Strong computer skills, including proficiency in all Microsoft Office programs.
- Must be pro-active, detail oriented, and have good follow-through with deadlines
- Be personable and really organized
- **RELIABILITY AND PUNCTUALITY A MUST!**

**DUTIES:**

- Post on social media accounts
- Potential opportunities to share life content on the air
- Audio editing
- Perform duties in and out of the studio for the show
- Attending meetings, as needed.

Bottom line is that you are going to **LEARN!** This is different than a college radio station, or a classroom. This is the reality of commercial radio. After this internship, you will either want to be in radio for the rest of your life, or find out that the people who do it are crazy (Jubal). If interested in making the best decision ever, please e-mail your qualifications and available hours to Steve Boyd (morning show producer) at [sboyd@hbi.com](mailto:sboyd@hbi.com) (Use the subject: **! AM YOUR NEXT INTERN!**)

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

<http://www.movin925.com/jobs-movin-92-5>  
Job# 35-16  
Bellevue, WA



**POSTING DATE:** April 30, 2018  
**JOB#:** 11-18  
**JOB TITLE:** Brooke & Jubal Morning Show Social Media Intern  
**COMPANY:** KQMV-FM, Programming  
**SCHEDULE:** Monday-Friday, 5:30-9:30 AM  
**STATUS:** Part Time Temporary, Hourly



**QUALIFICATIONS:**

MOVIN 92.5 (Hubbard Radio Seattle) is looking for ONE enthusiastic, motivated intern for the Brooke & Jubal in the morning show! Social media skills are a MUST! Need to have a general understanding of Facebook, Instagram, Snapchat, Twitter, etc., to promote the show in a fun and creative way.

- Must be an undergraduate student (Junior or Senior preferred) enrolled in an accredited college and be receiving academic credit for an internship
- Strong computer skills, including proficiency in all Microsoft Office programs.
- Must be pro-active, detail oriented, and have good follow-through with deadlines
- Be personable and really organized
- RELIABILITY AND PUNCTUALITY A MUST!

**DUTIES:**

- Post on social media accounts
- Potential opportunities to share life content on the air
- Audio editing
- Perform duties in and out of the studio for the show
- Attending meetings, as needed.

Bottom line is that you are going to LEARN! This is different than a college radio station, or a classroom. This is the reality of commercial radio. After this internship, you will either want to be in radio for the rest of your life, or find out that the people who do it are crazy (Jubal). If interested in making the best decision ever, please e-mail your qualifications and available hours to Steve Boyd (morning show producer) at [sboyd@hbi.com](mailto:sboyd@hbi.com) (Use the subject: I AM YOUR NEXT INTERN)

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

<http://www.movin925.com/jobs-movin-92-5>

**Job# 11-18**

**Bellevue, WA**

**No Telephone Calls Please**

**AN EQUAL OPPORTUNITY EMPLOYER**

**POSTING DATE:** April 30, 2018  
**JOB#:** 16-18  
**JOB TITLE:** MOVIN 92.5 & KIXI Promotion Intern  
**COMPANY:** KQMV/KIXI , Advertising/Promotion  
**SCHEDULE:** Minimum of 15 hours per week  
**STATUS:** Part Time Intermittent, Hourly



**QUALIFICATIONS:**

- College student receiving class credit
- Positive, upbeat and fun attitude
- Comfortable talking to and approaching listeners
- Passion for promotions and radio
- Commit to minimum of 15 hours week with flexible office and event scheduling
- Able to lift up to 50 pounds
- Provide proof of current, valid driver's license with clean record
- Provide proof of automobile insurance
- This is a paid internship

**DUTIES:**

- Clear communication
- Accuracy on projects
- Enthusiasm in representing stations

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

<http://www.movin925.com/jobs-movin-92-5>

Job# 16-18

Bellevue, WA

No Telephone Calls Please

AN EQUAL OPPORTUNITY EMPLOYER

**POSTING DATE:** April 30, 2018  
**JOB#:** 15-18  
**JOB TITLE:** WARM 106.9 Promotions Internship  
**COMPANY:** KRWM-FM, Advertising/Promotion  
**SCHEDULE:** Minimum of 15 hours per week  
**STATUS:** Part Time Temporary, Hourly



**QUALIFICATIONS:**

- College student receiving class credit
- Positive, upbeat and fun attitude
- Comfortable talking to and approaching listeners
- Passion for promotions and radio
- Commit to minimum of 15 hours week
- Able to lift up to 50 pounds
- Provide proof of current, valid driver's license with clean record
- Provide proof of automobile insurance
- This is a paid internship

**DUTIES:**

- Clear communication
- Accuracy on projects
- Enthusiasm in representing station
- Ability to work nights, weekends and holidays

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

<http://warm1069.com/jobs>  
Job# 15-18  
Bellevue, WA  
No Telephone Calls Please  
AN EQUAL OPPORTUNITY EMPLOYER

**POSTING DATE:** April 30, 2018  
**JOB#:** 10-18  
**JOB TITLE:** 98.9 The Bull - PT Promotions Intern  
**COMPANY:** 98.9 The Bull - KNUC-FM,  
Advertising/Promotion  
**SCHEDULE:** Minimum of 15 hours per week  
**STATUS:** Part Time Intermittent, Hourly



**QUALIFICATIONS:**

- College student receiving class credit
- Positive, upbeat and fun attitude
- Comfortable talking to and approaching listeners
- Passion for promotions and radio
- Commit to minimum of 15 hours week with flexible office and event scheduling
- Able to lift up to 50 pounds
- Provide proof of current, valid driver's license with clean record
- Provide proof of automobile insurance
- This is a paid internship

**DUTIES:**

- Clear communication
- Accuracy on projects
- Enthusiasm in representing stations

**PHYSICAL REQUIREMENTS:**

Must be able to perform the essential functions of the job. The Company will make reasonable physical accommodations to facilitate the ability to perform essential job functions.

**APPLY TO:**

<https://country989fm.com/careers-at-country-98-9/>

Job# 10-18

Bellevue, WA

No Telephone Calls Please

AN EQUAL OPPORTUNITY EMPLOYER

## **Exhibit 5**

## Hubbard Radio Announces 2016 NextGen Leadership Program Participants

Hubbard Radio is pleased to announce the participants in the 2016 NextGen Leadership Program.

### Chicago:

Catie Holoubek, Director of Digital Brand Strategies

Todd Ganz, Production Director, WSHE

### Cincinnati:

Sara Minda- Reardon, Senior Account Executive, WREW

Julie Evans, Assistant Program Director / Promotions Director, WREW

### Minneapolis-St. Paul:

Phil Mackey, On-Air Host, 1500 ESPN / Senior Editor, Podcast One Minnesota

Kelsey Sells, Account Executive, KTMV-FM

### HBI North Radio:

Kevin Jackson, Operations Manager, KZY-FM, KBUN-AM, KBUN-FM, Bemidji

### Phoenix:

Amy Zheng, Client Services/Integrated Projects Manager, Hubbard Radio Phoenix

Monique Rodriguez, On Air Talent, KDKB

### Seattle:

Justin Barnes, Midday Personality and Social Media Strategist, MOVIN 92.5

Janna Ramer, Digital Operations Manager, Hubbard Radio Seattle

### St. Louis

Kelly Hannah, Sr. Account Manager, 101 ESPN

Rob Kramer, Digital Brand Strategist for 2060

### Washington, DC:

Jeffrey Wolinsky, Director of Federal and National Sales, WTOP

Jamie Forzato, Reporter/Weekend Managing Editor, WTOP

The Hubbard Radio NextGen Leadership program was created in 2015 with the goal to identify and develop future leaders for the company. Employees were first nominated by management and department heads to apply for the program. Following the application process the Hubbard Radio market managers chose up to two participants in each market. Selection for the program was based on the following criteria:

- Employee has shown a desire to grow with Hubbard Radio.
- Employee has ideas and solutions to improve the operation and move the company forward.
- Employee has demonstrated sustained performance in their current position.
- Employee embraces the Hubbard culture of Honesty, Fairness and Innovation.

NextGen participants will attend the 2016 Radio Show in Nashville September 20 – September 23.

## Hubbard Radio Announces 2017 NextGen Leadership Program Participants

Hubbard Radio is pleased to announce the participants in the 2017 NextGen Leadership Program.

### Chicago:

Jason Ciesiolka , Account Executive

Carolyn Tovell, Account Executive

### Cincinnati:

Sarah Sairam, Director of Client Promotions

Amanda Valentine, WUBE On-Air Personality

### Minneapolis-St. Paul:

Dave Unitan, KS95 Account Executive

Jayna Anderson, Sr. Social Media Strategist

### HBI North Radio:

Justin Jerve, Regional Controller, Hubbard North

### Phoenix:

Kimie Bunyasanand, 2060 Director of Ad Operations

Liz Matus, KSLX Marketing and Promotion Director

### Seattle:

Dylan Hubber, Videographer

Erica Roney and Jodee Fraser, Warm 106.9 Sr. Account Executives Job Share

### St. Louis

Lexi McLaughlin, Marketing Consultant

Chris Files, Digital Content Manager

### Washington, DC:

Tyler Jeffries, WTOP Account Executive

Nicole Ogrysko, Federal News Radio Reporter

The Hubbard Radio NextGen Leadership program was created in 2015 with the goal to identify and develop future leaders for the company. Employees were first nominated by management and department heads to apply for the program. Following the application process the Hubbard Radio market managers chose up to two participants in each market. Selection for the program was based on the following criteria:

- Employee has shown a desire to grow with Hubbard Radio.
- Employee has ideas and solutions to improve the operation and move the company forward.
- Employee has demonstrated sustained performance in their current position.
- Employee embraces the Hubbard culture of Honesty, Fairness and Innovation.

NextGen participants will attend the 2017 Radio Show in Austin, TX September 5 – September 8.



## 2018-2019 Hubbard Radio NextGens

### **2060**

Affonso Barolo, Graphic Designer, 2060 Digital-Cincinnati

### **Chicago**

Emma Rimsa, Social Media Manager

Emily Dorolek, NTR (Non-Traditional Revenue) Coordinator

### **Cincinnati**

John Williams, WKRQ/WREW Senior Marketing Executive

Mollie Watson, WKRQ Midday Personality

### **Corporate Digital**

William White, Senior Developer

### **Minneapolis-St. Paul**

Anna Koehler, Account Manager, KS95

Derek Wetmore, Senior Editor, Hubbard MSP Digital Content

### **North**

Lucas Wangen, Regional Account Manager, Hubbard North

### **Phoenix**

Stacy Gentry, Project Manager, 2060 Digital

Kayla Mortellaro, Operations Coordinator Executive Producer, NBC Sports Radio KDUS

### **St. Louis**

Maggie Toczylowski, Sales Representative, 101 ESPN

Ben Holtmeyer, Digital Brand Strategist

### **Seattle**

Ron Harrell, Program Director, WARM 106.9

Adam West, Production/Imaging, Movin 92.5 – Country 98.9 - Warm 106.9

### **Washington, DC**

John Simpson, Digital Brand Strategist

Lisa Weiner, Managing Editor, WTOP

## **Exhibit 6**



**Closterman, Lisa**

---

**From:** Tom Krause <[REDACTED]>  
**Sent:** Monday, July 10, 2017 4:23 PM  
**To:** Closterman, Lisa  
**Cc:** Tom Krause  
**Subject:** Hubbard Radio Scholarship 2017-2018  
**Attachments:** Stubbed Attachments.htm

This message's contents have been archived by the Barracuda Message Archiver.  
[REDACTED] Scholarship App 2017-18.pdf (5.0M)  
[REDACTED] Scholarship App 2017-18.pdf (6.0M)

Hello Lisa,

It's the time of year when we review scholarship applications for the Green River Broadcasting Department. Marc indicated Hubbard will once again donate \$2500, so a deserving student may continue their education.

For the 2017-18 school year, I am forwarding two applications for your review. Other applicants either did not meet all the qualifications for the Hubbard Radio Seattle Scholarship, their applications were incomplete, or they have already been assigned other scholarships.

Please take a look at the attached forms from [REDACTED] and [REDACTED]. They are both quality students who are in leadership roles at KGRG-FM and KGRG-1. After your review, we can discuss by phone your recommendation.

Thanks again,

**TOM EVANS KRAUSE**  
**KGRG-AM & FM**  
Director of Broadcast Operations/Instructor  
Green River College  
12401 SE 320<sup>th</sup> Street, Auburn, WA 98092



**Closterman, Lisa**

---

**From:** [REDACTED]  
**Sent:** Friday, July 27, 2018 2:49 PM  
**To:** Closterman, Lisa  
**Cc:** 'Tom Evans Krause'  
**Subject:** Green River College - Hubbard Scholarship Applications  
**Attachments:** [REDACTED] Scholarship App 2018-19.pdf; [REDACTED] Scholarship App 2018-19.pdf;  
[REDACTED] Scholarship App 2018-19.pdf; [REDACTED] Scholarship App 2018-19.pdf

Hi Lisa,

I finally got around to scanning applications for the Hubbard Radio Seattle scholarship. Four applications are attached.

Let's discuss at your convenience. During summer quarter, I'm typically working from my office at home on Mondays, Wednesdays and Fridays. The best number to reach me on those days is [REDACTED]. Thanks!

*Tom Evans Krause*

Director of Broadcast Operations  
KGRG-FM & KGRG-1  
Green River College  
12401 SE 320<sup>th</sup> Street  
Auburn, WA 98092  
[REDACTED]

SAY  
"YES"  
TO STUDENTS!



Green River  
COLLEGE FOUNDATION

12401 SE 320th St.  
Auburn, WA 98092-3622  
(253) 288-3330

[greenrivercollegefoundation.org](http://greenrivercollegefoundation.org)

May 29, 2018

Lisa Closterman  
Hubbard Radio Seattle, LLC  
HR/Business Manager  
3650 131<sup>st</sup> Ave SE Ste #550  
Bellevue, WA 98006

Dear Lisa,

On behalf of Green River College Foundation, thank you for your support of the students in the Broadcasting Program and participants in KGRG and KGRG1. Please consider this letter an official request and invoice for \$2,500. This will fund the Hubbard Radio Broadcasting Scholarship for this past 2017-2018 Academic Year.

Sincerely,

A handwritten signature in black ink, appearing to read "Josh Gerstman".

Josh Gerstman  
Development Director  
Green River College Foundation

---

GRC Foundation [REDACTED]

Invoice #5269-5107-05/18

May 29, 2018

\$2,500 for 2017-2018 Hubbard Radio Broadcasting Scholarship

Remit to: Green River College Foundation  
12401 SE 320<sup>th</sup> St.  
Auburn, WA 98092

## **Exhibit 7**

Closterman, Lisa

**From:** Kaye, Marc  
**Sent:** Monday, June 19, 2017 8:26 AM  
**To:** SEA-All Staff  
**Subject:** HRTI

## Hubbard Radio Talent Institute Today!



The second annual Hubbard Radio Talent Institute at Central Washington University in Washington gets underway this afternoon. Today's opening session will feature **Ginny Morris** (left), Chair and CEO of Hubbard Radio, and Hubbard Radio President **Drew Horowitz** will close the Institute ten days from now with the session, "Now Is The Time To Start Thinking Like a Pro." During this ten-day course, some 30 broadcasters will teach sessions on almost every aspect of radio, including on-air, production, promotions, digital/social media, engineering, news, sports and sales, with each student being certified as a Radio Marketing Professional by RAB. Students from universities in the state and region will learn from radio pros from Hubbard, Bonneville, Alpha Media, Entercom, Townsquare Media, and others. The students will also be the live studio audience for the *Mornings with Alan and Ashley* show from **WARM 106.9/Seattle**, broadcasting live on campus at the Institute.

Morris commented, "Compelling and relatable on-air talent is what separates local radio from all other audio entertainment services. Our investment in the National Radio Talent System at Central Washington University is an extension of Hubbard Radio's commitment to do our part to nurture and grow the talent pipeline for the industry. We are proud to partner with **Dan Vallie** and his team in this important initiative." Individual broadcasters, groups or organizations who would like to join the National Radio Talent System™ in establishing and sponsoring a Radio Talent Institute™ on a campus in their state and region should contact Dan Vallie directly by calling 828-262-1502 or email [DanVallie@NationalRadioTalentSystem.com](mailto:DanVallie@NationalRadioTalentSystem.com).

**Marc S. Kaye**  
Vice President / Market Manager



3650 131st Ave SE, Suite 550, Bellevue WA 98006  
[mkaye@hbi.com](mailto:mkaye@hbi.com)

**From:** Ciara Jade <[REDACTED]>

**Sent:** Wednesday, July 11, 2018 8:58 AM

**To:** Dan Vallie <[REDACTED]>; Lavonne Hill <[REDACTED]>

Jeffrey MacMillan <[REDACTED]>; Aimee Abel <[REDACTED]>

**Subject:** Hubbard Radio Talent Institute - NEED TO KNOW!

July 11, 2018

Dear Hubbard Radio Talent Institute 2018 Guest Professional Faculty:

We are only a few days from the beginning of the Hubbard Radio Talent Institute. Thank you, again, for agreeing to make a difference in the lives of young broadcasters by teaching at the Institute. Please know that we appreciate what you're doing for these future leaders in the broadcast industry.

Things you need to know: The Hubbard Radio Talent Institute is unique and is the long-awaited answer on how to find entry-level talent for our industry. But it's also unique for other reasons:

- Students have to apply to be accepted into the Institute.
- Every session is taught by an industry professional, and this year that includes you.
- The industry professionals who make up the faculty do not just "speak", but teach, giving practical "takeaways" for students to use today and/or as soon as they get their first job in the industry.
- We will communicate with all supporting broadcast groups, making each company/station aware of students about to enter the industry with information and a "profile" on each.

We have concluded there is nothing in existence to compare to this intense and innovative 10-day program that will move these students to a higher level of understanding further than they or any other young person could get anywhere



else. And keep in mind that what the students learn from you during these 10 days is on top of what they learn in their academic classes and internships. Thank you for coming to share your area of expertise.

### **INFORMATION FOR YOU**

The Schedule of Events is attached; there's no need to print it as we will have a copy for you upon your arrival. There you will see your session and time, the other Guest Professional Faculty, and the agenda for each day. Please keep in mind that each of you is being asked to not just "speak", but to teach, and we ask that you give the students a minimum of three to five "takeaways" that they can begin applying today and/or at their first job in the industry.

**LOGISTICS - Please email me as soon as you get this if you need any AV equipment for your session.** We will provide a PC laptop with Windows 7 for your use. If you have video as part of your presentation, please bring it on a thumb drive. Providing you a laptop will ensure everything works well with the system, whether it's on a thumb drive or accessing the web. And if you prefer to do it some other way, just let us know in advance and we will accommodate you with whatever you need to ensure your session runs smoothly.

All sessions are 75 minutes; plan for about 60 minutes of teaching, then the remainder is Q&A. Every session will be held in **room 103 in Dean Hall**. There are no concurrent or "break out" sessions; all students are in every session.

To help you mentally prepare for your session, keep in mind that you are teaching them what you would want them to know if they were candidates for a position at your station(s), or new hires, but have limited or no experience and are entry-level talent. Some of these students are interested in sales, some programming, etc. Some just know they want to be in broadcasting, but have not yet determined in what area. You can feel comfortable talking to them about your specific area of expertise and your passion for what you do. I can assure you it will be interesting to them, and you will most likely affect someone's career decisions.

I strongly encourage you to be positive about the industry and the opportunities for a successful career. They are already committing themselves to broadcasting, and they are and will hear enough negatives from other sources. You should be realistic and honest with them, of course, while communicating that in our industry, as in all industries, there will always be those who succeed if they have the talent, desire and passion to do so...and you are here to help equip them for success.

On some days we have scheduled a "social hour" off-campus so the students can talk with you in a casual setting. We hope you can be there for that time. If you can't, we certainly understand. Also, on some days you will see on the agenda that we have air check sessions scheduled for those interested in the product side of the business. If this is your area of expertise, please join us so that you can do one-on-one air check critiques with some of the students. Again, if time doesn't permit you to stay for that, we understand.

### **DIRECTIONS & PARKING**

You will be traveling to Brooks Library Parking Deck: [E. Dean Nicholson Blvd. Ellensburg, WA 98926](#)

Feel free to use this link to take you straight to the location: [Go to Google Maps](#)

If you have any questions or need further information, please contact CWU faculty, Jeff MacMillan – 360-909-3638; Dan Vallie – 828-266-1584; or Ciara Jade – 910-358-7168.

Thank you for helping us make this an amazing and impactful experience for these students and for "giving back" to the industry, and in helping to inspire and educate this next generation of broadcasters. We look forward to you sharing your expertise with these students/young broadcasters and for having the opportunity to welcome you to the Hubbard Radio Talent Institute at the Central Washington University in Ellensburg, WA.

Best regards,

Ciara Jade

**CIARA JADE**

*Director of Operations*

National Radio Talent System

704.246.8185

*Thankful for our Supporting Sponsor,*