

**Response of Vero Beach Broadcasters, LLC
to FCC EEO Audit Letter dated June 13, 2019**

Vero Beach Broadcasters, LLC ("VBB"), licensee of FM Station WGYL, Vero Beach, FL (**Facility ID 58946**), hereby responds to the June 13, 2019 letter from Lewis C. Pulley, Assistant Chief, Investigations and Hearings Division, Enforcement Bureau, that notified VBB of the Bureau's random selection of WGYL, including the station employment unit (the "SEU") in which WGYL operates, for an audit of its Equal Employment Opportunity ("EEO") program (the "Audit Letter").¹

In addition to WGYL, the SEU includes the following radio stations:

- WTTB(AM), Vero Beach, FL (**Facility ID 58947**), licensed to VBB;
- WOSN(FM), Indian River Shores, FL (**Facility ID 63823**), licensed to VBB;
- WJKD(FM), Vero Beach, FL (**Facility ID 70001**), licensed to VBB affiliate, Vero Beach FM Radio Partnership; and
- WPHR-FM, Gifford, FL (**Facility ID 40988**), licensed to VBB affiliate, R&S Radio, LLC.

Together, the stations in the SEU do business as "Treasure & Space Coast Radio".

Each numbered paragraph below corresponds to the numbered paragraph in the Audit Letter to which it responds.

3. Response to Audit Data Requests. Because the SEU has more than five full-time employees, the SEU submits the following responses to the specific requests contained in the Audit Letter:

3(a) Copies of EEO Public Inspection File Reports: See **Attachment 3(a)** for copies of the SEU's EEO Public Inspection File Reports for the "2017 Reporting Period", covering from Oct. 1, 2016 thru Sept. 30, 2017, and the "2018 Reporting Period", covering from Oct. 1, 2017 thru Sept. 30, 2018 (together, the "Reporting Periods").

The EEO Public Inspection File Report for the 2018 Reporting Period is posted on each of the following websites of the above-identified stations in the SEU.

Websites:	WGYL:	937wgyl.com
	WTTB:	wttbam.com
	WOSN:	wosnfm.com
	WJKD:	997jackfm.com
	WPHR-FM:	b947freshcountry.com

¹ This response is submitted on August 6, 2019, pursuant to an extension of time, to and including August 9, 2019, that was granted by email, dated July 26, 2019, from Lewis Pulley to VBB's counsel, Shelley Sadowsky.

The following full-time positions were filled on the following dates during each of the Reporting Periods:

2017 Reporting Period

1. Account Executive	Position Filled: 11/17/2016
2. WGYL Morning Show Co-host	Position Filled: 1/3/2017
3. Account Executive	Position Filled: 2/22/2017
4. Account Executive	Position Filled: 4/17/2017
5. Account Executive	Position Filled: 7/31/2017
6. Account Executive	Position Filled: 7/31/2017
7. Account Executive	Position Filled: 8/14/2017
8. Account Executive	Position Filled: 9/18/2017
9. Promotions/Marketing Director	Position Filled: 8/9/2017
10. Traffic Manager	Position Filled: 5/3/2017
11. General Manager	Position Filled: 1/1/2017

2018 Reporting Period

1. Account Executive	Position Filled: 10/3/2017
2. Local Sales Manager	Position Filled: 12/21/2017
3. Traffic Manager	Position Filled: 10/30/2017
4. Account Executive	Position Filled: 1/25/2018
5. Account Executive	Position Filled: 3/25/2018
6. Account Executive	Position Filled: 4/27/2018

3(b) Documentation related to Publicizing Full-time Positions:

See **Attachment 3(b)(1)** for job notices and list of recruitment sources to which the job notices were mailed; ad copy for on-air announcements and related broadcast schedules, all related to full-time positions filled during the 2017 Reporting Period.

See **Attachment 3(b)(2)** for job notices, listing of recruitment sources that received them by mail or email; newspaper ad; and, communications with online recruitment resources, all related to full-time positions filled during the 2018 Reporting Period.

3(c) Total number of interviewees for each full-time job vacancy and the referral source for each interviewee during the Reporting Periods:

See **Attachment 3(c)** for requested data regarding interviewees and referral sources.

3(d) Recruitment initiatives:

The SEU has had at least 10 full-time employees during each Reporting Period. The population of the market in which all stations in the SEU are located is more than

250,000. Accordingly, the SEU is required to participate in at least four recruitment initiatives within a two-year period. The SEU participated in four job fairs during the 2017 Reporting Period. The SEU participated in two job fairs during the 2018 Reporting Period. Thus, the SEU participated in more than the minimum number of required recruitment initiatives during the two Reporting Periods.

See **Attachment 3(d)** for documentation (including flyers, email correspondence, Facebook posts, texts and broadcast schedule of on-air announcements) pertaining to the following four recruitment initiatives undertaken by the SEU during the Reporting Periods:

- ♦ Job fair participation at Indian River State College, 3209 Virginia Ave, Fort Pierce, FL 34981 on April 19, 2017. The SEU personnel involved in this initiative were the Station Manager, Sales Manager and one Account Executive.

- ♦ Job fair sponsorship and participation at Walking Tree Brewery, 3209 Dodger Rd, Vero Beach, FL 32960 on June 6, 2017. The SEU personnel involved in this initiative were the Station Manager, Sales Manager, five Account Executives and five on-air talents.

- ♦ Job fair sponsorship and participation at Sean Ryan Pub, 2019 14th Avenue, Vero Beach, FL 32960 on January 25, 2018. The SEU personnel involved in this initiative were the General Manager, Sales Manager, Marketing Director, six Account Executives and two on-air talents.

- ♦ Job fair participation at University of Florida, 201 Criser Hall Gainesville, FL 32611 on March 21, 2018. The SEU personnel involved in this initiative were the Sales Manager and Marketing Director.

3(e) No Discrimination Complaints. No complaints against the SEU, any station in the SEU, or any licensee of the stations in the SEU, alleging unlawful discrimination on the basis of race, color, religion, national origin or sex are pending, and none have been resolved during the current license term of any station in the SEU.

3(f) EEO Responsibilities. The SEU's General Manager is responsible for ensuring that SEU department managers are informed of and trained in EEO policies and their implementation. Department managers are then responsible for disseminating EEO-related information to employees who work in their respective departments. The SEU employee handbook contains EEO-related information. All job applications state that the SEU is an equal opportunity employer.

3(g) Analysis of Recruitment Program. The SEU's recruitment program is analyzed for effectiveness on an ongoing basis. Upon the completion of each recruitment campaign, SEU management conducts an analysis of the implementation and results. Based on these analyses, adjustments are made in future campaigns (e.g., changes made in messaging and/or recruitment sources utilized for an open position).

3(h) Periodic Examination of Compensation, Etc. The SEU annually examines employee compensation and benefits. All positions are offered with salary commensurate with experience. Job performance for each position is measured by objective criteria that are applied to all similarly situated personnel (e.g., account executives). The SEU does not conduct testing as part of the hiring process. The SEU has no union contracts. The SEU encourages internal promotions and currently has six employees who have reached their current positions through promotion.

3(i) The SEU is not a religious broadcaster.

4. Time Brokerage. Items (a) through (d) are not applicable to the SEU.

5. A certificate of Laurie S. Silvers, a principal of the licensees of the radio stations that comprise the SEU, is included as ***Attachment 5***.

Please direct e-mail communications about this response to Karen Franke, General Manager of the SEU, at karenfranke@mytcmmedia.com with a copy to Shelley Sadowsky, the SEU's communications counsel, at shelley@sadowskycommlaw.com.

* * * *

Attachment 3(a)

EEO Public Inspection File Reports for Reporting Periods:

Oct. 1, 2016 thru Sept. 30, 2017

Oct. 1, 2017 thru Sept. 30, 2018

VERO BEACH BROADCASTERS,LLC/Vero Beach FM Radio Partnership/R&S Radio LLC				
WGYL WOSN, WJKD, WTTB, WPHR-FM				
1235 16TH STREET				
VERO BEACH, FL 32960				
772-567-0937				
10/1/16-9/30/17				
EEO PUBLIC FILE REPORT				
A. Full-time Vacancies Filled During Past Year				
1.Job Title: Account Executive (#1)			Date Filled:	11/17/2016
2. Job Title:WGYL Morning show Co-Host			Date Filled:	1/3/2017
3. Job Title: Account Executive (#2)			Date Filled:	2/22/2017
4. Job Title: Account Executive (#3)			Date Filled:	4/17/2017
5. Job Title: Account Executive (#4)			Date Filled:	7/31/2017
6. Job Title: Account Executive (#5)			Date Filled:	7/31/2017
7. Job Title: Account Executive (#6)			Date Filled:	8/14/2017
8. Job Title: Account Executive (#7)			Date Filled:	9/18/2017
9. Job Title: Promotions/Marketing Director			Date Filled:	8/9/2017
10. Job Title: Traffic Manager			Date Filled:	5/3/2017
11. Job Title: General Manager			Date Filled:	1/1/2017
B. Recruitment/Referral Sources Used to Seek Candidates for Each Vacancy				
Account Executive (#1)			Date Filled:12/7/16	Referred Person Hired?
Source				
External-Station Sales Referral/Applicant				Y
Monster.com				
Careersource TC				
Station Sales Referral				
Zip Recruiter				
Craig's List				
IRSC Job Fair				
Spherion				
Indeed				
Workforce Solutions and/or Job Fair				
Newspaper				
Job Title: WGYL Morning Show co-host			Date Filled: 1/3/17	Referred Person Hired?
Source				
All Access				Y
Monster.com				
Careersource TC				
Station Sales Referral				
Applicant-Self Referred				
Zip Recruiter				
Craig's List				
IRSC Job Fair				
Spherion				
Indeed				
Workforce Solutions and/or Job Fair				
Newspaper				
Job Title: Account Executive (#2)			Date Filled: 2/22/17	Referred Person Hired?
Source				
Zip Recruiter				Y
Monster.com				
Careersource TC				
Station Sales Referral				
Applicant-Self Referred				
Craig's List				
IRSC Job Fair				
Spherion				
Indeed				
Workforce Solutions and/or Job Fair				
Newspaper				

Job Title: Account Executive (#3)			Date Filled: 4/17/17	Referred Person Hired?
Source				
Indeed				Y
Monster.com				
Careersource TC				
Station Sales Referral				
Applicant-Self Referred				
Zip Recruiter				
Craig's List				
IRSC Job Fair				
Spherion				
Workforce Solutions and/or Job Fair				
Newspaper				
Job Title: Account Executive (#4)			Date Filled: 7/31/17	Referred Person Hired?
Source				
Workforce Solutions and/or Job Fair				Y
Monster.com				
Careersource TC				
Station Sales Referral				
Applicant-Self Referred				
Zip Recruiter				
Craig's List				
IRSC Job Fair				
Spherion				
Indeed				
Newspaper				
Job Title: Account Executive (#5)			Date Filled: 7/31/17	Referred Person Hired?
Source				
Workforce Solutions Job Fair				Y
Monster.com				
Careersource TC				
Station Sales Referral				
Applicant-Self Referred				
Zip Recruiter				
Craig's List				
IRSC Job Fair				
Spherion				
Indeed				
Newspaper				
Job Title: Account Executive (#6)			Date Filled: 8/14/17	Referred Person Hired?
Source				
Applicant-Self Referred				Y
Monster.com				
Careersource TC				
Station Sales Referral				
Zip Recruiter				
Craig's List				
IRSC Job Fair				
Spherion				
Indeed				
Workforce Solutions and/or Job Fair				
Newspaper				

Job Title: Account Executive (#7)			Date Filled: 9/08/17	Referred Person Hired?
Source				
Applicant-Self Referred				Y
Monster.com				
Careersource TC				
Station Sales Referral				
Zip Recruiter				
Craig's List				
IRSC Job Fair				
Spherion				
Indeed				
Workforce Solutions and/or Job Fair				
Newspaper				
Job Title: Promotions/Marketing Director			Date Filled: 8/9/17	Referred Person Hired?
Source				
Workforce Solutions Job Fair				Y
Monster.com				
Careersource TC				
Station Sales Referral				
Applicant-Self Referred				
Zip Recruiter				
Craig's List				
IRSC Job Fair				
Spherion				
Indeed				
Newspaper				
Job Title: Traffic Manager	Internal Promotion		Date Filled: 5/3/17	Referred Person Hired?
Source				
Job Title: General Manager	Internal Promotion		Date Filled: 1/1/17	Referred Person Hired?
Source				
C. Total Number Of Persons Interviewed For Each Full-Time Vacancy Filled				72
During The Past Year:				
D. Total Number of Interviewees For All Full-Time Vacancies Filled				
During The Past Year Per Recruitment/Referral Sources:				
Referral Source List				
Monster.com				
All Access				1
Careersource TC				
Station Sales Referral				4
Applicant-Self Referred				3
Zip Recruiter				49
Craig's List				3
IRSC Job Fair				
Spherion				
Indeed				1
Workforce Solutions and/or Job Fair				10
Newspaper				1
See Attached list and description of all outreach activities performed during the past year.				

VERO BEACH BROADCASTERS,LLC/Vero Beach FM Radio Partnership/R&S Radio LLC
WGYL WOSN, WJKD, WTTB, WPHR-FM
1235 16TH STREET
VERO BEACH, FL 32960
772-567-0937
10/1/16-9/30/17

OUTREACH ACTIVITY DESCRIPTION

Initiative #1

Station Employment Unit (SEU) sponsored an on-air recruitment for station positions from October 2-November 16, 2016, which resulted in applications being accepted. Recorded announcements were aired for 6 weeks, 10x times Sunday, Monday, Tuesdays, on stations WGYL/WJKD/WPHR.

Initiative #2

Station Employment Unit (SEU) participated in a Job Fair at IRSC Job Seekers & Graduates, 3209 Virginia Ave, Fort Pierce, FL 34981 on 04/19/17. Applications were accepted.

Initiative #3

Station Employment Unit (SEU) participated in a Job Fair at Walking Tree Brewery 3209 Dodger Rd, Vero Beach, FL 32960 on 06/14/17. Applications were accepted. Job Fair was promoted for 9 days prior to the event, 364 times on stations WPHR/WGYL/WOSN/WJKD.

Initiative #4

Station Employment Unit (SEU) participated in a Job Fair at Filthy's Fine Cocktails 1238 16th St, Vero Beach, FL 32960 on 07/11/17. Applications were accepted. Promotions for the Job Fair aired for 10 days prior to the event, 400 times on WPHR/WGYL/WOSN/WJKD.

Initiative #5

Station Employment Unit (SEU) participated in a Job Fair at Islamorada Brewery 3200 St Lucie Blvd, Fort Pierce, FL 34946 on 09/27/17. Applications were accepted. Promotions for the Job Fair aired for 11 days prior to the event, 364 times on stations WPHR/WGYL/WOSN/WJKD.

VERO BEACH BROADCASTERS,LLC/Vero Beach FM Radio Partnership/R&S Radio LLC
WGyl WOSN, WJKD, WTTB, WPHR-FM
1235 16TH STREET
VERO BEACH, FL 32960
772-567-0937
10/1/16-9/30/17
ATTACHED LIST "A"

POTENTIAL RECRUITMENT SOURCES THAT ARE CONTACTED PERIODICALLY (BUT NONE HAVE REQUESTED NOTICE OF JOB OPENINGS)

Company	Contact	Address	City	State	Zip	Phone	Email
Art Institute of Ft. Lauderdale	Director of Career Services/Wendy Wa	1799 SW 17th Street	Fort Lauderdale	FL	33316	800-275-7603	wwagner@aii.edu
Bethune Cookman College	Cathy Washington	640 Mary McLeod Bethune Blvd	Daytona Beach	FL	32114	386-481-2540	kogans@cookman.edu
Black Broadcasters Alliance	c/o Mr. Sherman Kizart	205 N Michigan Avenue, Suite 215	Chicago	IL	60601	412-829-9788	nabobinfo@nabob.org
CareerSource Treasure Coast		1880 82nd Avenue	Vero Beach	FL	32968		info@careersourcerc.com
Brevard Community College	Bob Sullivan	250 Community College Parkway	Palm Bay	FL	32909	321-433-5248	allenh@easternflorida.edu
Connecticut School of Broadcasting	Dave Duran	3450 Northlake Blvd, #110	North Palm Beach	FL	33408	561-842-2000	elynn@gocsb.com
Florida A&M/CC Cunningham Career Center	Meleny Washington	100 Student Union Plaza	Tallahassee	FL	32307	850-599-3700	empl@fau.edu
Florida Association of Broadcasters		201 S. Monroe St., #201	Tallahassee	FL	32301	850-681-6444	intern@fab.org
Florida Atlantic University	T. Teresa Broun	500 NW California Blvd	Port Saint Lucie	FL	34986	772-873-3305	empl@fau.edu
Florida Institute of Technology	Career Services/Dona Gaynor	150 W University Blvd	Melbourne	FL	32901	321-674-8102	career@fit.edu
Everest University	Career Services-Carly Evans	3319 W. Hillsborough Avenue	Tampa	FL	33614	813 879-6000	carly.evans@zenith.org
National Hispanic Media Coalition	Job Postings	55 South Grand Avenue	Pasadena	CA	91105	626-792-6462	info@nhmc.org
Indian River State College	Teri Smith	3209 Virginia Ave	Fort Pierce	FL	34981	772-462-7448	tdsmith@irsc.edu
Hodges Universities				FL		800-262-0979	career@hodges.edu
Keiser Career College	Pam Caruso	2085 Vista Pakway	West Palm Beach	FL	33411	561-471-6000	pcaruso@keiseruniversity.edu
National Association for Broadcasters	Career Services	1771 N Street, NW	Washington	DC	20036	202 429-5498	careers@nab.org
National Lesbian and Gay Journalists Association	Job Postings	2120 L St. NW, Ste 850	Washington	DC	20037	202 588-9888	info@nljia.org
Native American Journalist Association/Gaylord College	Career Resources	900 Asp Avenue, OMU Room 323	Norman	OK	73019	405 325-3402	oucs@ou.edu
School Board of St Lucie County	Career & Technical Education	4204 Okeechobee Rd	Fort Pierce	FL	34947	772-429-3963	michael.carbenia@stlucieschools.org
Scripps TCPALM.COM	Jane McIlmurray	1939 SE Federal Hwy.	Stuart,	FL	34994	772-287-1550	jane.mcilmurray@tcpalm.com
University of Central Florida	Garib Veena	4000 Central Florida Blvd. Bldg. 7F, Room	Orlando	FL	32816	407-823-2361	veena.garib@ucf.edu
University of Florida College of Journalism and Mass Communication	Sue Wagner					352-294-7138	swagner@wufft.org

VERO BEACH BROADCASTERS,LLC/Vero Beach FM Radio Partnership/R&S Radio LLC				
WGVL WOSN, WJKD, WTTB, WPHR-FM				
1235 16TH STREET				
VERO BEACH, FL 32960				
772-567-0937				
REPORTING PERIOD: 10/1/17-9/30/18				
EEO PUBLIC FILE REPORT				
A. Full-time Vacancies Filled During Reporting Period				
1. Job Title: Account Executive			Date Filled:	10/3/2017
2. Job Title: Local Sales Manager			Date Filled:	12/21/2017
3. Job Title: Traffic Manager			Date Filled:	10/30/2017
4. Job Title: Account Executive			Date Filled:	1/25/2018
5. Job Title: Account Executive			Date Filled:	3/25/2018
6. Job Title: Account Executive			Date Filled:	4/27/2018
B. Recruitment/Referral Sources Used to Seek Candidates for Each Vacancy				
Job Title: Account Executive			Date Filled:	Referred Person Hired?
Source				
External-Station Sales Referral/Applicant				
Monster.com			10/3/2017	Y
Careersource TC				
Station Sales Referral				
Zip Recruiter				
Craig's List				
Job Fair				
Glass Door				
Indeed				
Workforce Solutions				
Internal				
Newspaper				
Job Title: Local Selling Sales Manager			Date Filled:	Referred Person Hired?
Source				
External-Station Sales Referral/Applicant				
Monster.com				
Careersource TC				
Station Sales Referral				
Zip Recruiter				
Craig's List				
Job Fair				
Glass Door				
Indeed				
Workforce Solutions				
Internal			12/21/2017	Y
Newspaper				
Job Title: Traffic Manager			Date Filled: 10/30/17	Referred Person Hired?
Source				
All Access				
Monster.com				
Careersource TC				
Station Sales Referral				
Applicant-Self Referred				
Zip Recruiter				
Craig's List				
Job Fair			10/30/2017	Y
Glass Door				
Indeed				
Workforce Solutions				
Newspaper				
Job Title: Account Executive			Date Filled:	Referred Person Hired?
Source				
Zip Recruiter				
Monster.com				
Careersource TC				
Station Sales Referral				
Applicant-Self Referred				
Craig's List				
Job Fair			1/25/2018	Y
Glass Door				
Indeed				
Workforce Solutions				
Newspaper				
Job Title: Account Executive			Date Filled:	Referred Person Hired?
Source				
Indeed				
Monster.com				
Careersource TC				
Station Sales Referral				
Applicant-Self Referred			3/14/2018	Y
Zip Recruiter				
Craig's List				
Job Fair				
Glass Door				
Workforce Solutions				
Newspaper				

Job Title: Account Executive			Date Filled:	Referred Person Hired?
Source				
Workforce Solutions and/or Job Fair				
Monster.com				
Careersource TC				
Station Sales Referral				
Applicant-Self Referred				
Zip Recruiter				
Craig's List			4/27/2018	Y
Job Fair				
Glass Door				
Indeed				
Newspaper				
C. Total Number Of Persons Interviewed For All Full-Time Vacancies Filled During Reporting Period:				39
D. Total Number of Interviewees For Full-Time Vacancies Filled During Reporting Period Per Recruitment/Referral Sources:				
Referral Source List				
Monster.com				0
All Access				0
Careersource TC				0
Internal				0
Station Sales Referral and/or On-Air ad				1
Applicant-Self Referred				9
Zip Recruiter				2
Craig's List				16
Job Fair				1
Glass Door				2
Indeed				1
Workforce Solutions and/or Job Fair				7
Newspaper				0
				39
See Attached list and description of all outreach activities performed during the Reporting Period.				

VERO BEACH BROADCASTERS,LLC/Vero Beach FM Radio Partnership/R&S Radio LLC
WGYL WOSN, WJKD, WTTB, WPHR-FM
1235 16TH STREET
VERO BEACH, FL 32960
772-567-0937

Reporting Period: 10/1/17-9/30/18

OUTREACH ACTIVITY DESCRIPTION

Initiative #1

Station Employment Unit (SEU) participated in a Job Fair at Sean Ryan Pub 2019 14th Avenue, Vero Beach, FL 32960 on 01/25/18. Applications were accepted. Promotions for the Job Fair aired for 11 days prior to the event, 364 times on stations WPHR/WGYL/WOSN/WJKD.

Initiative #2

Station Employment Unit (SEU) sponsored an on-air recruitment for station positions from March 1-March 18, 2018 which resulted in applications being accepted. Recorded announcements were aired for 18 days, 6x times Monday-Sunday on stations WGYL & WPHR.

Initiative #3

Station Employment Unit (SEU) participated in a Job Fair at University of Florida, 201 Criser Hall Gainesville, FL 32611 on 03/21/18. Applications were accepted. Stations- WPHR/WGYL/WJKD/WOSN

Initiative #4

Station Employment Unit (SEU) sponsored an on-air recruitment for station positions from June 13 - June 24, 2018 and July 1- July 10, 2018 which resulted in applications being accepted. Recorded announcements were aired for 10x times per day Monday-Sunday on stations WGYL, WJKD & WPHR.

VERO BEACH BROADCASTERS,LLC/Vero Beach FM Radio Partnership/R&S Radio LLC
WGYL WOSN, WJKD, WTTB, WPHR-FM
 1235 16TH STREET
 VERO BEACH, FL 32960
 772-567-0937

10/1/17-9/30/18

ATTACHED LIST "A"

POTENTIAL RECRUITMENT SOURCES THAT ARE CONTACTED PERIODICALLY (BUT NONE HAVE REQUESTED NOTICE OF JOB OPENINGS)

Company	Contact	Address	City	State	Zip	Phone	Email
Bethune Cookman College	Cathy Washington	640 Mary McLeod Bethune Blvd	Daytona Beach	FL	32114	386-481-2540	kogans@cookman.edu
Black Broadcasters Alliance	c/o Mr. Sherman Kizart	205 N Michigan Avenue, Suite 215	Chicago	IL	60601	412-829-9788	nabobinfo@nabob.org
CareerSource Treasure Coast		1880 82nd Avenue	Vero Beach	FL	32968		info@careersourcerc.com
Brevard Community College	Bob Sullivan	250 Community College Parkway	Palm Bay	FL	32909	321-433-5248	allenh@easternflorida.edu
Connecticut School of Broadcasting	Dave Duran	3450 Northlake Blvd, #110	North Palm Beach	FL	33408	561-842-2000	elynn@gocsb.com
Florida Association of Broadcasters	Meleny Washington	100 Student Union Plaza	Tallahassee	FL	32307	850-599-3700	empl@fau.edu
Florida Association of Broadcasters		201 S. Monroe St., #201	Tallahassee	FL	32301	850-681-6444	intern@fab.org
Florida Atlantic University	T. Teresa Broun	500 NW California Blvd	Port Saint Lucie	FL	34986	772-873-3305	empl@fau.edu
Florida Institute of Technology	Career Services/Dona Gaynor	150 W University Blvd	Melbourne	FL	32901	321-674-8102	career@fit.edu
National Hispanic Media Coalition	Job Postings	55 South Grand Avenue	Pasadena	CA	91105	626-792-6462	info@nhmc.org
Indian River State College	Teri Smith	3209 Virginia Ave	Fort Pierce	FL	34981	772-462-7448	tdsmith@irsc.edu
Hodges Universities				FL		800-262-0979	career@hodges.edu
Keiser Career College	Pam Caruso	2085 Vista Pakway	West Palm Beach	FL	33411	561-471-6000	pcaruso@keiseruniversity.edu
National Lesbian and Gay Journalists Association	Job Postings	2120 L St. NW, Ste 850	Washington	DC	20037	202 588-9888	info@nljja.org
Native American Journalist Association/Gaylord College	Career Resources	900 Asp Avenue, OMU Room 323	Norman	OK	73019	405 325-3402	oucs@ou.edu
School Board of St Lucie County	Career & Technical Education	4204 Okeechobee Rd	Fort Pierce	FL	34947	772-429-3963	michael.carbenia@stlucieschools.org
Scripps TCPALM.COM	Donna Johnson	1939 SE Federal Hwy.	Stuart,	FL	34994	772-287-1550	donna.johnson@tcpalm.com
University of Central Florida	Garib Veena	4000 Central Florida Blvd. Bldg. 7F, R	Orlando	FL	32816	407-823-2361	veena.garib@ucf.edu
University of Florida College of Journalism	Sue Wagner					352-294-7138	swagner@wuft.org

12/8/2017 - emailed the above organizations of Local Selling Sales Mgr position

6/26/18 - emailed the above organizations for Account Executive (sales)

Attachment 3(b)(1)

2017 Reporting Period – 10/1/2016 thru 9/30/2017

Documentation related to Publicizing Full-Time Positions



10/1/16

WJKD-WOSN-WTTB-WGYL-WPHR

Job Title: Treasure and Space Coast Radio Account Executive

Available: Immediate availability for offices in Port St. Lucie and Vero Beach.

Compensation: Guarantee plus commission for 1st year.

Ready to work in a fun and fast paced career with unlimited growth potential? Treasure and Space Coast Radio is looking for driven individuals who are ready to take their career to the next level. We are hiring a sales executive to work out of our Port St. Lucie office and help grow our great company. We have 5 local radio stations that you will represent to our clients. 93.7 WGYL, 94.7 Hot Country, 97.1 Ocean FM, 99.7 Jack FM, and WTTB 1490. If you are motivated by money and want to work in a fun environment, send your resume to jobs@mytcmedia.com today. We are always looking for our next sales superstar - if that is you - we want to meet you now.!

Responsibilities:

- Identify New Business Opportunities
- Create Media Plans For Clients
- Create Effective Presentations
- Service Current Client Base
- Grow Current Clients Through New Ideas
- Create Effective Business Solutions to Help Your Clients Achieve Their Goals
- Be a Closer
- Overcome Daily Obstacles and Challenges Through Effective Problem Solving

Qualifications:

- Driven personality
- Problem Solver
- Proficient in Microsoft Office Suite
- Strong Communication Skills
- Self Motivated
- Strong Interpersonal Skills

Work Experience: No Sales Experience Required, but Sales/Industry Experience is Preferred

Education: High School Diploma, College Degree Preferred

Benefits (All Available After 90 Days):

- Group Insurance and 401k Eligibility
- Paid Holidays and Accrued Vacation
- Cell Phone Allowance

We are a drug free work place. Must have a valid Florida Driver's License, insurance and a good driving record.

Send resumes to jobs@mytcmedia.com

Treasure and Space Coast Radio is an Equal Opportunity Employer



10/17/16

WJKD-WOSN-WTTB-WGYL

Treasure and Space Coast Radio Job Specification Sheet

Job Title: Treasure and Space Coast Radio Broadcast Morning Show Co-host

Available: Immediate availability.

Compensation: Based on Experience

Function: Hard-working, entertaining morning show co-host on Adult Contemporary 93.7 WGYL-FM Ft. Pierce/Vero Beach/Stuart, Florida market. Must be able to positively interact and have a fluent, conversational speaking ability. Must have great prepping skills that you put to use daily, plus be able to relate, bringing your relevant life experiences, ideas and fun to this well-liked morning show.

What we look for:

3 years full-time on-air radio experience, preferably in a morning show environment, familiarity with any current radio automation system and creativity. Must be able to rise and function at an early hour and throughout the day. You will be expected to be computer-literate, use your adobe audition production skills on a daily basis for station production, voice commercials, meet deadlines, absorb coaching, take direction, be part of daily & weekly planning meetings, brainstorming, be comfortable making public appearances as you are integrated in to the community and do a live weekend airshift. There will be other responsibilities as per station management..

Send materials that will get you this job-resume', aircheck (preferably a scoped show, not a 'best of,' demonstrating interaction with listeners, co-host, etc.,) production samples (-define what exactly you did on the production-voice, produce, write, etc.,) ratings history, morning show philosophy, links to what you're about (i.e., Facebook fiend, Twitter Tweet-master, etc.,) other skills (writing, music scheduling.) If you do send links, please make sure they open when clicked on.

Great position for the right person or persons.

Treasure & Space Coast Radio is an Equal Opportunity Employer and drug free workplace.

Treasure and Space Coast Radio
1235 16th Street
Vero Beach, FL 32960
772 567 0937



1/5/17

WJKD-WOSN-WTTB-WGYL-WPHR

Treasure and Space Coast Radio Job Specification Sheet

Job Title: Treasure and Space Coast Radio Account Executive

Compensation: Guarantee plus commission for 1st year.

Function: Prospects and then sells radio advertising to businesses.
Uncovers a potential customer's marketing needs and develops solutions that meet them and deliver return on investment by using our radio stations' resources.
Able to talk in front of individuals or groups in a selling capacity.
Able to compose well researched, well thought out written proposals.
Looks for ways to add value to what the client receives.
Builds strong client relationships.

What we look for:

- Successful sales experience is helpful, but not necessary.
- College education in media, communications, marketing, advertising and/or business is a plus and/or willing to learn sales and marketing skills and put them into practice.
- Research, written proposal, and presentation skills are critical.
- Computer competency necessary.
- Works independently. Works hard. Focused. Purposeful.
- Positive team member able to overcome obstacles, solve problems.
- A long-term commitment. No job hoppers.
- Excellent references from previous customers, employers, persons of authority.
- Has reliable transportation.

Send resume to jobs@mytcmmedia.com

Treasure and Space Coast Radio
1235 16th Street
Vero Beach, FL 32960
772 567 0937

Treasure and Space Coast Radio is an Equal Opportunity Employer



•93.7 GYL FM •97.1 OCEAN FM •99.7 JACK FM •B94.7 FRESH COUNTRY •NEWS RADIO 1490 WTTB/105.7FM
1235 16th Street, Vero Beach, FL 32960 • Phone 772-567-0937 • Fax 772-562-4747

4/20/17

JOB TITLE: MARKETING AND PROMOTIONS DIRECTOR

Seeking an individual who will proactively manage promotional activities for 5 radio stations. Promotions and marketing director is in charge of anticipating and planning all events, live remotes, social media, websites and additional marketing materials.

JOB DESCRIPTION:

- Develop and execute training program for promo techs regarding events, social media and any other requirements for techs.
- Significant contribution to stations' online presence, through innovation of promotional and interactive campaigns for listeners and clients, as well as regular maintenance of website content.
- Significant contribution to station's print marketing initiatives, including copy-writing, basic layout and evaluation of finished products.
- Manage and maintain inventory of prizes and other giveaways; and document all prizes and contesting. Manage Trade as it applies to contesting and prizes for events and remotes. Upkeep of contest files.
- Ensure the proper outside image of all T&S radio stations and branding, i.e. appearance of promotion staff, signage, and station presence displayed to the maximum potential with the resources available.
- Maintain station vehicles appearance both interior and exterior. Organize regular vehicle cleanings, washings, maintenance, and fueling. Have each van equipped with standard items – scissors, duct tape, zip ties, and other items that remain in the van 24/7.
- Hire, train, and retain a promotional team of 8+ and schedule for all events a minimum of 3 weeks out. Create a plan for accountability with both rewards and consequences.
- Develop, create, and brainstorm promotions with staff to ensure that increase share of business. Schedule on-air promos.
- Recap sales and station promotions within 5 days of completion with proof of performance documentation.
- Develop professional relationship with Press contacts and keep current press list. Write and distribute Press Releases for newsworthy events.
- Protect the company through strict adherence to signed agreements of all station promotions and events, serving as Legal Liaison to insure that all legal requirements are met. Adherence to all FCC rules as well as T&S Radio regulations regarding contesting to include writing all rules for all contests. Understanding that daily hours will vary and weekend.
- Handle trade accounts as they pertain to Promotions – signs, print, staff shirts, t-shirts, etc.
- Be the liaison between T&SC Radio and non-profit/event-oriented accounts.
- Inventory promotional closet quarterly.
- Maintain and organize files for each promotional event (fairs, festivals, etc..)

Email resume to jobs@mytcmedia.com

Treasure and Space Coast Radio is an Equal Opportunity Employer

VERO BEACH BROADCASTERS,LLC/Vero Beach FM Radio Partnership/R&S Radio LLC
WGyl WOSN, WJKD, WTTB, WPHR-FM
1235 16TH STREET
VERO BEACH, FL 32960
772-567-0937
10/1/16-9/30/17
ATTACHED LIST "A"

POTENTIAL RECRUITMENT SOURCES THAT ARE CONTACTED PERIODICALLY (BUT NONE HAVE REQUESTED NOTICE OF JOB OPENINGS)

Company	Contact	Address	City	State	Zip	Phone	Email
Art Institute of Ft. Lauderdale	Director of Career Services/Wendy Wa	1799 SW 17th Street	Fort Lauderdale	FL	33316	800-275-7603	wwagner@aii.edu
Bethune Cookman College	Cathy Washington	640 Mary McLeod Bethune Blvd	Daytona Beach	FL	32114	386-481-2540	kogans@cookman.edu
Black Broadcasters Alliance	c/o Mr. Sherman Kizart	205 N Michigan Avenue, Suite 215	Chicago	IL	60601	412-829-9788	nabobinfo@nabob.org
CareerSource Treasure Coast		1880 82nd Avenue	Vero Beach	FL	32968		info@careersourcerc.com
Brevard Community College	Bob Sullivan	250 Community College Parkway	Palm Bay	FL	32909	321-433-5248	allenh@easternflorida.edu
Connecticut School of Broadcasting	Dave Duran	3450 Northlake Blvd, #110	North Palm Beach	FL	33408	561-842-2000	elynn@gocsb.com
Florida A&M/CC Cunningham Career Center	Meleny Washington	100 Student Union Plaza	Tallahassee	FL	32307	850-599-3700	empl@fau.edu
Florida Association of Broadcasters		201 S. Monroe St., #201	Tallahassee	FL	32301	850-681-6444	intern@fab.org
Florida Atlantic University	T. Teresa Broun	500 NW California Blvd	Port Saint Lucie	FL	34986	772-873-3305	empl@fau.edu
Florida Institute of Technology	Career Services/Dona Gaynor	150 W University Blvd	Melbourne	FL	32901	321-674-8102	career@fit.edu
Everest University	Career Services-Carly Evans	3319 W. Hillsborough Avenue	Tampa	FL	33614	813 879-6000	carly.evans@zenith.org
National Hispanic Media Coalition	Job Postings	55 South Grand Avenue	Pasadena	CA	91105	626-792-6462	info@nhmc.org
Indian River State College	Teri Smith	3209 Virginia Ave	Fort Pierce	FL	34981	772-462-7448	tdsmith@irsc.edu
Hodges Universities				FL		800-262-0979	career@hodges.edu
Keiser Career College	Pam Caruso	2085 Vista Pakway	West Palm Beach	FL	33411	561-471-6000	pcaruso@keiseruniversity.edu
National Association for Broadcasters	Career Services	1771 N Street, NW	Washington	DC	20036	202 429-5498	careers@nab.org
National Lesbian and Gay Journalists Association	Job Postings	2120 L St. NW, Ste 850	Washington	DC	20037	202 588-9888	info@nljia.org
Native American Journalist Association/Gaylord College	Career Resources	900 Asp Avenue, OMU Room 323	Norman	OK	73019	405 325-3402	oucs@ou.edu
School Board of St Lucie County	Career & Technical Education	4204 Okeechobee Rd	Fort Pierce	FL	34947	772-429-3963	michael.carbenia@stlucieschools.org
Scripps TCPALM.COM	Jane McIlmurray	1939 SE Federal Hwy.	Stuart,	FL	34994	772-287-1550	jane.mcilmurray@tcpalm.com
University of Central Florida	Garib Veena	4000 Central Florida Blvd. Bldg. 7F, Room	Orlando	FL	32816	407-823-2361	veena.garib@ucf.edu
University of Florida College of Journalism and Mass Communication	Sue Wagner					352-294-7138	swagner@wuft.org

Sales Order

Stations: **WGYL-FM, WJKD-FM, WPHR-FM** Buyer: _____
 Contract Name: **RECRUITMENT ON AIR NOV 2016** Tax Schedule: _____ (None)
 Contract#: **1919001599** Agency Commission %: **0**
 Start Date: **10/02/16** End Date: **11/19/16** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136HHOUS** Comm %: **0**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: _____ Zip: _____
 Product Name: **RECRUITMENT OCT-NOV16**
 Competitive Code: **Promo**

WGYL-FM

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	10/02/16	11/19/16		6:00 AM	11:00 PM	30	10	10					10	30	D	0.00	210	0.00	6	

TOTAL GROSS \$0.00, NET \$0.00

WJKD-FM

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION									RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W		SPOTS	\$\$		
1	10/02/16	11/19/16		6:00 AM	11:00 PM	30	10	10						10	30	D	0.00	210	0.00	6

TOTAL GROSS \$0.00, NET \$0.00

WPHR-FM

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$\$
1	10/02/16	11/19/16		6:00 AM	11:00 PM	30	10	10					10	30	D	0.00	210	0.00	6

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Oct 16	Nov 16
CA	0.00	0.00
ST	0.00	0.00

☒ Print Spot Prices

TOTAL SPOTS 630

GROSS TOTAL \$ 0.00

ADJUSTED SPOTS 630

ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

☐☐

Sales Manager

☐☐

Traffic Director

☐☐

Business Mgr.

☐☐

General Manager

Attachment 3(b)(2)

2018 Reporting Period – 10/1/2017 thru 9/30/2018

Documentation related to Publicizing Full-Time Positions

Sales Order

Station: **WOSN-FM** Buyer: _____
 Contract Name: **RECRUITMENT NOV 17 OSN** Tax Schedule: _____ (None)
 Contract#: **17074** Agency Commission %: **0**
 Start Date: **10/19/17** End Date: **10/31/17** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136HHOUS** Comm %: **19**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: **RECRUITMENT NOV 17 OSN**
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$
1	10/19/17	10/25/17		6:00 AM	11:59 PM	30	6	6	6	6	6	6	6	42	D	0.00	42	0.00	5
2	10/26/17	10/31/17		6:00 AM	11:59 PM	30	6	6		6	6	6	6	36	D	0.00	36	0.00	5

Billing Projections: By Month

	Oct 17	Nov 17
CA	0.00	0.00
ST	0.00	0.00

☒ Print Spot Prices

TOTAL SPOTS **78**
 GROSS TOTAL \$ **0.00**
 ADJUSTED SPOTS **78**
 ADJUSTED TOTAL \$ **0.00**

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: **WGYL-FM** Buyer: _____
 Contract Name: **RECRUITMENT NOV 17 GYL** Tax Schedule: _____ (None)
 Contract#: **17075** Agency Commission %: **0**
 Start Date: **10/19/17** End Date: **10/31/17** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136HHOUS** Comm %: **19**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: **RECRUITMENT NOV 17 GYL**
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$
1	10/19/17	10/25/17		6:00 AM	11:59 PM	30	6	6	6	6	6	6	6	42	D	0.00	42	0.00	5
2	10/26/17	10/31/17		6:00 AM	11:59 PM	30	6	6		6	6	6	6	36	D	0.00	36	0.00	5

Billing Projections: By Month

	Oct 17	Nov 17
CA	0.00	0.00
ST	0.00	0.00

☒ Print Spot Prices

TOTAL SPOTS **78**
 GROSS TOTAL \$ **0.00**
 ADJUSTED SPOTS **78**
 ADJUSTED TOTAL \$ **0.00**

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: **WPHR-FM** Buyer: _____
 Contract Name: **RECRUITMENT NOV 17 PHR** Tax Schedule: _____ (None)
 Contract#: **17072** Agency Commission %: **0**
 Start Date: **10/19/17** End Date: **10/31/17** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136HHOUS** Comm %: **19**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: **RECRUITMENT NOV 17 PHR**
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$
1	10/19/17	10/25/17		6:00 AM	11:59 PM	30	6	6	6	6	6	6	6	42	D	0.00	42	0.00	5
2	10/26/17	10/31/17		6:00 AM	11:59 PM	30	6	6		6	6	6	6	36	D	0.00	36	0.00	5

Billing Projections: By Month

	Oct 17	Nov 17
CA	0.00	0.00
ST	0.00	0.00

☒ Print Spot Prices

TOTAL SPOTS _____ **78**
 GROSS TOTAL \$ _____ **0.00**
 ADJUSTED SPOTS _____ **78**
 ADJUSTED TOTAL \$ _____ **0.00**

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: WJKD-FM Buyer: _____
 Contract Name: RECRUITMENT NOV 17 JKD Tax Schedule: _____ (None)
 Contract#: 17073 Agency Commission %: 0
 Start Date: 10/19/17 End Date: 10/31/17 Billing Cycle: Calendar
 Revenue Type: 4110 Local Direct Type: Cash Salesperson: 4136HHOUS Comm %: 19
 Advertiser: RECRUITMENT Makegood Policy: Within Contract Dates
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: RECRUITMENT NOV 17 JKD
 Competitive Code: Recruitment

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION									RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W		SPOTS	\$	
1	10/19/17	10/25/17		6:00 AM	11:59 PM	30	6	6	6	6	6	6	6	42	D	0.00	42	0.00	5
2	10/26/17	10/31/17		6:00 AM	11:59 PM	30	6	6		6	6	6	6	36	D	0.00	36	0.00	5

Billing Projections: By Month

	Oct 17	Nov 17
CA	0.00	0.00
ST	0.00	0.00

☒ Print Spot Prices

TOTAL SPOTS _____ 78
 GROSS TOTAL \$ _____ 0.00
 ADJUSTED SPOTS _____ 78
 ADJUSTED TOTAL \$ _____ 0.00

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

CLIENT	Recruitment		
TITLE	Halloween Stuck		
LENGTH	:30		
VO			
Bed Music			
AE			

:15		<p>DOES THE IDEA OF BEING STUCK AT THE SAME BORING JOB, DAY AFTER DAY FOR THE REST OF YOUR LIFE, SOUND HORRIFYING? (SFX: SCREAM) WELL, ENOUGH OF THAT! (THIS RADIO STATION) IS LOOKING FOR ACCOUNT EXECUTIVES. REDISCOVER THE PASSION FOR YOUR CAREER, AS YOU TACKLE NEW CHALLENGES, EXPAND YOUR CREATIVITY, AND MOST IMPORTANTLY HAVE FUN AND MAKE THAT MONEY! EVEN WITH MINIMAL SALES EXPERIENCE, YOU CAN BE SUCCESSFUL WITH THE SUPPORT OF THE TEAM AROUND YOU. COME WORK FOR (THIS RADIO STATION). SEND RESUMES TO JOBS AT MY T C MEDIA DOT COM. TREASURE AND SPACE COAST RADIO IS AN EQUAL OPPORTUNITY EMPLOYER</p>
:30		
:60		

Sales Order

Station: **WGYL-FM** Buyer: _____
 Contract Name: **RECRUITMENT FEB 18 GYL** Tax Schedule: _____ (None)
 Contract#: _____ 18961 Agency Commission %: **0**
 Start Date: **2/21/18** End Date: **2/28/18** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136chug** Comm %: **20**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: _____
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$\$
1	2/21/18	2/25/18		6:00 AM	11:59 PM	30			6	6	6	6	6	30	D	0.00	30	0.00	9
2	2/26/18	2/28/18		6:00 AM	11:59 PM	30	6	6	6					18	D	0.00	18	0.00	9

Billing Projections: By Month

	Feb 18	Mar 18
CA	0.00	0.00
ST	0.00	0.00

☒ Print Spot Prices

TOTAL SPOTS _____ **48**
 GROSS TOTAL \$ _____ **0.00**
 ADJUSTED SPOTS _____ **48**
 ADJUSTED TOTAL \$ _____ **0.00**

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: WJKD-FM Buyer: _____
 Contract Name: RECRUITMENT FEB 18 JKD Tax Schedule: _____ (None)
 Contract#: 18960 Agency Commission %: 0
 Start Date: 2/21/18 End Date: 2/28/18 Billing Cycle: Calendar
 Revenue Type: 4110 Local Direct Type: Cash Salesperson: 4136chug Comm %: 20
 Advertiser: RECRUITMENT Makegood Policy: Within Contract Dates
 Address: _____
 City: _____ State: _____ Zip: _____
 Product Name: _____
 Competitive Code: Recruitment

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$
1	2/21/18	2/25/18		6:00 AM	11:59 PM	30			6	6	6	6	6	30	D	0.00	30	0.00	9
2	2/26/18	2/28/18		6:00 AM	11:59 PM	30	6	6	6					18	D	0.00	18	0.00	9

Billing Projections: By Month

	Feb 18	Mar 18
CA	0.00	0.00
ST	0.00	0.00

☒ Print Spot Prices

TOTAL SPOTS 48
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 48
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: **WPHR-FM** Buyer: _____
 Contract Name: **RECRUITMENT FEB PHR** Tax Schedule: _____ (None)
 Contract#: **18959** Agency Commission %: **0**
 Start Date: **2/21/18** End Date: **2/28/18** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136chug** Comm %: **20**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: _____
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$
1	2/21/18	2/25/18		6:00 AM	11:59 PM	30			6	6	6	6	6	30	D	0.00	30	0.00	9
2	2/26/18	2/28/18		6:00 AM	11:59 PM	30	6	6	6					18	D	0.00	18	0.00	9

Billing Projections: By Month

	Feb 18	Mar 18
CA	0.00	0.00
ST	0.00	0.00

☒ Print Spot Prices

TOTAL SPOTS **48**
 GROSS TOTAL \$ **0.00**
 ADJUSTED SPOTS **48**
 ADJUSTED TOTAL \$ **0.00**

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: **WPHR-FM** Buyer: _____
 Contract Name: **RECRUITMENT MARCH 18 PHR** Tax Schedule: _____ (None)
 Contract#: **18964** Agency Commission %: **0**
 Start Date: **3/01/18** End Date: **3/18/18** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136chug** Comm %: **20**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: _____
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$\$
1	3/01/18	3/04/18		6:00 AM	11:59 PM	30				6	6	6	6	24	D	0.00	24	0.00	9
2	3/05/18	3/18/18		6:00 AM	11:59 PM	30	6	6	6	6	6	6	6	42	D	0.00	84	0.00	9

Billing Projections: By Month

Mar 18

CA 0.00

ST 0.00

☒ Print Spot Prices

TOTAL SPOTS 108

GROSS TOTAL \$ 0.00

ADJUSTED SPOTS 108

ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: **WJKD-FM** Buyer: _____
 Contract Name: **RECRUITMENT MARCH 18 JKD** Tax Schedule: _____ (None)
 Contract#: **18963** Agency Commission %: **0**
 Start Date: **3/01/18** End Date: **3/18/18** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136chug** Comm %: **20**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: _____
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$\$
1	3/01/18	3/04/18		6:00 AM	11:59 PM	30				6	6	6	6	24	D	0.00	24	0.00	9
2	3/05/18	3/18/18		6:00 AM	11:59 PM	30	6	6	6	6	6	6	6	42	D	0.00	84	0.00	9

Billing Projections: By Month

Mar 18
 CA 0.00
 ST 0.00

☒ Print Spot Prices

TOTAL SPOTS 108
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 108
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: **WGYL-FM** Buyer: _____
 Contract Name: **RECRUITMENT MARCH 18 GYL** Tax Schedule: _____ (None)
 Contract#: **18962** Agency Commission %: **0**
 Start Date: **3/01/18** End Date: **3/18/18** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136chug** Comm %: **20**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: _____
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$\$
1	3/01/18	3/04/18		6:00 AM	11:59 PM	30				6	6	6	6	24	D	0.00	24	0.00	9
2	3/05/18	3/18/18		6:00 AM	11:59 PM	30	6	6	6	6	6	6	6	42	D	0.00	84	0.00	9

Billing Projections: By Month

Mar 18
 CA 0.00
 ST 0.00

☒ Print Spot Prices

TOTAL SPOTS 108
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 108
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

CLIENT	Recruitment		
TITLE	Pot of Gold		
LENGTH	:30		
VO			
Bed Music			
AE	Callie		

:15		<p>YOU'VE HEARD THE STORY ABOUT THE LEPRECHAUN AND THE POT OF GOLD AT THE END OF THE RAINBOW, AND OF COURSE IT'S TOO GOOD TO BE TRUE, RIGHT? WELL, NOT SO FAST! THERE <u>IS</u> A POT OF GOLD WAITING FOR THOSE WHO WORK HARD FOR IT, HERE AT THIS RADIO STATION. IF YOU'RE NOT AFRAID OF HARD WORK AND YOU'RE WILLING TO CHASE THE GOLD, WE AT TREASURE AND SPACE COAST RADIO WANT TO HIRE YOU. APPLY FOR WORK AS A SALES EXECUTIVE. EXPERIENCE IS NOT NEEDED, BUT A DESIRE TO WORK HARD FOR GREAT MONEY IS NECESSARY. APPLY IN PERSON AT 1235 16TH ST. (TWELVE-THIRTY-FIVE SIXTEENTH STREET), VERO BEACH. TREASURE AND SPACE COAST RADIO IS AN EQUAL OPPORTUNITY EMPLOYER.</p>
:30		
:60		

Sales Order

Station: **WJKD-FM** Buyer: _____
 Contract Name: **UNCLE SAM RECRUIT JUNE 18 JKD** Tax Schedule: _____ (None)
 Contract#: **20511** Agency Commission %: **0**
 Start Date: **6/13/18** End Date: **6/30/18** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136chug** Comm %: **10**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: _____
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END.		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$\$
1	6/13/18	6/17/18		6:00 AM	11:59 PM	30			10	10	10	10	10	50	D	0.00	50	0.00	9
2	6/18/18	6/30/18		6:00 AM	11:59 PM	30	10	10	10	10	10	10		60	D	0.00	120	0.00	9
3	6/24/18	6/24/18		6:00 AM	11:59 PM	30							10	10	D	0.00	10	0.00	9

Billing Projections: By Month

	Jun 18	Jul 18
CA	0.00	0.00
ST	0.00	0.00

☒ Print Spot Prices

TOTAL SPOTS _____ **180**
 GROSS TOTAL \$ _____ **0.00**
 ADJUSTED SPOTS _____ **180**
 ADJUSTED TOTAL \$ _____ **0.00**

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: **WGYL-FM** Buyer: _____
 Contract Name: **UNCLE SAM RECRUIT JUNE 18 GYL** Tax Schedule: _____ (None)
 Contract#: **20512** Agency Commission %: **0**
 Start Date: **6/13/18** End Date: **6/30/18** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136chug** Comm %: **10**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: _____
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	6/13/18	6/17/18		6:00 AM	11:59 PM	30			10	10	10	10	10	50	D	0.00	50	0.00	9	
2	6/18/18	6/30/18		6:00 AM	11:59 PM	30	10	10	10	10	10	10		60	D	0.00	120	0.00	9	
3	6/24/18	6/24/18		6:00 AM	11:59 PM	30							10	10	D	0.00	10	0.00	9	

Billing Projections: By Month

	Jun 18	Jul 18
CA	0.00	0.00
ST	0.00	0.00

☒ Print Spot Prices

TOTAL SPOTS 180
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 180
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: **WPHR-FM** Buyer: _____
 Contract Name: **UNCLE SAM RECRUIT JUNE 18 PHR** Tax Schedule: _____ (None)
 Contract#: **20510** Agency Commission %: **0**
 Start Date: **6/13/18** End Date: **6/30/18** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136chug** Comm %: **10**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: _____
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$\$
1	6/13/18	6/17/18		6:00 AM	11:59 PM	30			10	10	10	10	10	50	D	0.00	50	0.00	9
2	6/18/18	6/30/18		6:00 AM	11:59 PM	30	10	10	10	10	10	10		60	D	0.00	120	0.00	9
3	6/24/18	6/24/18		6:00 AM	11:59 PM	30							10	10	D	0.00	10	0.00	9

Billing Projections: By Month

	Jun 18	Jul 18
CA	0.00	0.00
ST	0.00	0.00

☒ Print Spot Prices

TOTAL SPOTS _____ **180**
 GROSS TOTAL \$ _____ **0.00**
 ADJUSTED SPOTS _____ **180**
 ADJUSTED TOTAL \$ _____ **0.00**

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: **WGYL-FM** Buyer: _____
 Contract Name: **UNCLE SAM RECRUIT JULY 18 GYL** Tax Schedule: _____ (None)
 Contract#: _____ 20513 Agency Commission %: **0**
 Start Date: **7/01/18** End Date: **7/10/18** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136chug** Comm %: **10**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: _____ Zip: _____
 Product Name: _____
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	7/09/18	7/10/18		6:00 AM	11:59 PM	30	10	10						20	D	0.00	20	0.00	9	
2	7/02/18	7/08/18		6:00 AM	11:59 PM	30	10	10	10	10	10	10	10	70	D	0.00	70	0.00	9	
3	7/01/18	7/01/18		6:00 AM	11:59 PM	30							10	10	D	0.00	10	0.00	9	

Billing Projections: By Month

Jul 18
 CA 0.00
 ST 0.00

☒ Print Spot Prices

TOTAL SPOTS 100
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 100
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: **WPHR-FM** Buyer: _____
 Contract Name: **UNCLE SAM RECRUIT JULY 18 PHR** Tax Schedule: _____ (None)
 Contract#: **20515** Agency Commission %: **0**
 Start Date: **7/01/18** End Date: **7/10/18** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136chug** Comm %: **10**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: _____
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$\$
1	7/09/18	7/10/18		6:00 AM	11:59 PM	30	10	10						20	D	0.00	20	0.00	9
2	7/02/18	7/08/18		6:00 AM	11:59 PM	30	10	10	10	10	10	10	70	D	0.00	70	0.00	9	
3	7/01/18	7/01/18		6:00 AM	11:59 PM	30						10	10	D	0.00	10	0.00	9	

Billing Projections: By Month

Jul 18
 CA 0.00
 ST 0.00

☒ Print Spot Prices

TOTAL SPOTS 100
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 100
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: **WJKD-FM** Buyer: _____
 Contract Name: **UNCLE SAM RECRUIT JULY 18 JKD** Tax Schedule: _____ (None)
 Contract#: _____ 20514 Agency Commission %: **0**
 Start Date: **7/01/18** End Date: **7/10/18** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136chug** Comm %: **10**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: _____ Zip: _____
 Product Name: _____
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	7/09/18	7/10/18		6:00 AM	11:59 PM	30	10	10						20	D	0.00	20	0.00	9	
2	7/02/18	7/08/18		6:00 AM	11:59 PM	30	10	10	10	10	10	10	10	70	D	0.00	70	0.00	9	
3	7/01/18	7/01/18		6:00 AM	11:59 PM	30							10	10	D	0.00	10	0.00	9	

Billing Projections: By Month

Jul 18
 CA 0.00
 ST 0.00

☒ Print Spot Prices

TOTAL SPOTS 100
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 100
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager



1/8/18

WJKD-WOSN-WTTB-WGYL-WPHR

Job Title: Treasure and Space Coast Radio Account Executive

Hiring immediately

Compensation: Base plus commission

Function: Prospects and then sells radio advertising to businesses.
Uncovers a potential customer's marketing needs and develops solutions that meet them and deliver return on investment by using our radio stations' resources.
Able to talk in front of individuals or groups in a selling capacity.
Able to compose well researched, well thought out written proposals.
Looks for ways to add value to what the client receives.
Builds strong client relationships.

What we look for:

Successful sales experience is helpful, but not necessary.
College education in media, communications, marketing, advertising and/or business is a plus and/or willing to learn sales and marketing skills and put them into practice.
Research, written proposal, and presentation skills are critical.
Computer competency necessary.
Works independently. Works hard. Focused. Purposeful.
Positive team member able to overcome obstacles, solve problems.
A long-term commitment. No job hoppers.
Excellent references from previous customers, employers, persons of authority.
Has reliable transportation.

Send resume to jobs@mytcmedia.com

Treasure and Space Coast Radio
1235 16th Street
Vero Beach, FL 32960
772 567 0937

Treasure and Space Coast Radio is an Equal Opportunity Employer

VERO BEACH BROADCASTERS,LLC/Vero Beach FM Radio Partnership/R&S Radio LLC
WGYL WOSN, WJKD, WTTB, WPHR-FM
 1235 16TH STREET
 VERO BEACH, FL 32960
 772-567-0937

10/1/17-9/30/18

ATTACHED LIST "A"

POTENTIAL RECRUITMENT SOURCES THAT ARE CONTACTED PERIODICALLY (BUT NONE HAVE REQUESTED NOTICE OF JOB OPENINGS)

Company	Contact	Address	City	State	Zip	Phone	Email
Bethune Cookman College	Cathy Washington	640 Mary McLeod Bethune Blvd	Daytona Beach	FL	32114	386-481-2540	kogans@cookman.edu
Black Broadcasters Alliance	c/o Mr. Sherman Kizart	205 N Michigan Avenue, Suite 215	Chicago	IL	60601	412-829-9788	nabobinfo@nabob.org
CareerSource Treasure Coast		1880 82nd Avenue	Vero Beach	FL	32968		info@careersourcerc.com
Brevard Community College	Bob Sullivan	250 Community College Parkway	Palm Bay	FL	32909	321-433-5248	allenh@easternflorida.edu
Connecticut School of Broadcasting	Dave Duran	3450 Northlake Blvd, #110	North Palm Beach	FL	33408	561-842-2000	elynn@gocsb.com
Florida Association of Broadcasters	Meleny Washington	100 Student Union Plaza	Tallahassee	FL	32307	850-599-3700	empl@fau.edu
Florida Association of Broadcasters		201 S. Monroe St., #201	Tallahassee	FL	32301	850-681-6444	intern@fab.org
Florida Atlantic University	T. Teresa Broun	500 NW California Blvd	Port Saint Lucie	FL	34986	772-873-3305	empl@fau.edu
Florida Institute of Technology	Career Services/Dona Gaynor	150 W University Blvd	Melbourne	FL	32901	321-674-8102	career@fit.edu
National Hispanic Media Coalition	Job Postings	55 South Grand Avenue	Pasadena	CA	91105	626-792-6462	info@nhmc.org
Indian River State College	Teri Smith	3209 Virginia Ave	Fort Pierce	FL	34981	772-462-7448	tdsmith@irsc.edu
Hodges Universities				FL		800-262-0979	career@hodges.edu
Keiser Career College	Pam Caruso	2085 Vista Pakway	West Palm Beach	FL	33411	561-471-6000	pcaruso@keiseruniversity.edu
National Lesbian and Gay Journalists Association	Job Postings	2120 L St. NW, Ste 850	Washington	DC	20037	202 588-9888	info@nljja.org
Native American Journalist Association/Gaylord College	Career Resources	900 Asp Avenue, OMU Room 323	Norman	OK	73019	405 325-3402	oucs@ou.edu
School Board of St Lucie County	Career & Technical Education	4204 Okeechobee Rd	Fort Pierce	FL	34947	772-429-3963	michael.carbenia@stlucieschools.org
Scripps TCPALM.COM	Donna Johnson	1939 SE Federal Hwy.	Stuart,	FL	34994	772-287-1550	donna.johnson@tcpalm.com
University of Central Florida	Garib Veena	4000 Central Florida Blvd. Bldg. 7F, R	Orlando	FL	32816	407-823-2361	veena.garib@ucf.edu
University of Florida College of Journalism	Sue Wagner					352-294-7138	swagner@wuft.org

12/8/2017 - emailed the above organizations of Local Selling Sales Mgr position

6/26/18 - emailed the above organizations for Account Executive (sales)



Treasure and Space Coast Radio Search your candidates



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Job Performance Report

This is a summary report of all of the job posting activity for your account for all users, all time. The data in this report can be delayed up to 2 hours.

Filter: All Jobs

Sort: Job Title

Posted: 06/28/2018 - 07/24/2019

TrafficBoost Jobs Only

5 Jobs

Job title	Location	Ref#	Status	Created by	Hiring Company	First Posted on	Closed on	TrafficBoost visitors	TrafficBoost candidates	TrafficBoosts Used	Total visitors	Total candidates	Apply clicks	Conv. %
Totals:								36	5	1	1173	436	0	37.2%
Account Executive	Vero Beach, FL	-	Closed	Calle Schnur	99.7 JACK FM	8/13/18	1/28/19	N/A	0	0	242	75	N/A	31.0%
Account Executive	Vero Beach, FL	-	Closed	Calle Schnur	99.7 JACK FM	6/28/18	8/10/18	36	5	1	122	42	N/A	34.4%
Account Executive for 99.7 JACK FM	Vero Beach, FL	-	Closed	Calle Schnur	99.7 JACK FM	1/28/19	7/2/19	N/A	0	0	256	81	N/A	31.6%

Karen Franke

From: Jobs TSCR [jobs@mytcmmedia.com]
Sent: Wednesday, July 24, 2019 2:59 PM
To: KF
Subject: Fwd: Job Posting Confirmed

----- Forwarded message -----

From: **ZipRecruiter** <support@ziprecruiter.com>
Date: Thu, Jun 28, 2018 at 3:31 PM
Subject: Job Posting Confirmed
To: <jobs@mytcmmedia.com>

Hi Callie,

Congratulations! Your Account Executive job has now been sent to 100+ job boards. You are on your way to finding your next great hire!

View Job

Here's what to do next to set up your job post for success:

- **Check your email:** We'll notify you via email every time a candidate applies.
- **Rate your candidates:** View and rate all of your candidates. Every time you give a thumbs up, our matching technology contacts similar job seekers and invites them to apply to your job.
- **Watch for Great Match candidates:** As applications come in to your dashboard, we analyze each one and tag strong candidates to save you time. Make sure to take a look and rate them so we can find more like the ones you prefer.
- **Add a Screening Question:** Screening questions quickly bring great candidates front and center, saving you time by hiding unqualified candidates. Add one now if you haven't already!
- **Search our Resume Database:** Proactively use our resume search tools to find candidates that fit your position. The resume database has over 12 million resumes of job seekers whom you can contact directly and invite to apply.

We are here and happy to help 24/7. Let us know of any questions or concerns!

Customer Success Team @ ZipRecruiter

(877) 252-1062

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Vero Beach, FL

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122 visitors 38 candidates (4 hidden)

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 Edit Screening Questions

 Preview Job

Posted on  ZipRecruiter

Account Executive



99.7 JACK fm Vero Beach, FL, USA

Benefits Offered **Dental, Medical, Vision**

Employment Type **Full-Time**

Why Work Here?

"Great team atmosphere. Work hard play hard."

Highly successful and well branded radio conglomerate operated by professional seasoned broadcasters is seeking a sales-driven advertising sales superstar to take us to the next level of revenue.

Currently seeking a candidate in Vero Beach, FL for the Saint Lucie County territory.

The ideal candidate will absolutely love music...and instinctively understand how to convey the passion to business decision makers. Excellent verbal and written communication skills are

necessary, along with basic computer skills. You'll be working independently with in office resources to develop new business with categories in which our 5 station formats and company has multiple proven success stories, and provide superior client service at all times. Candidates must not be afraid to pick up the phone and motivate themselves to find prospects.

Be a part of a team that offers hands on training, resources and support on a daily basis. Strong performance can translate into excellent compensation approaching six figures.

Your responsibilities will include:

- Develop and service new accounts through prospecting and setting appointments with businesses and organizations.
- Learn and fully understand the business objectives and advertising strategies of prospects and clients.
- In consultation with, and with guidance provided by our ownership, provide solutions to help clients achieve their objectives through highly effective advertising.

Qualifications:

- Outside direct media or agency sales experience preferred
- Excellent organizational, written, and presentation skills
- Proficient in Word, Excel, and PowerPoint
- Ability to build and maintain positive client relationships
- Competitive, persuasive, energetic, and self-motivated traits with the ability to overcome objections.
- Professional appearance a must

Job Type: Full-time



Treasure and Space Coast Radio Search your candidates



My Account



Post a Job



Dashboard



Candidates



Jobs



Messages



Resume Database



Help



Reactivate

Job Performance Report

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5 Jobs

Job title	Location	Ref#	Status	Created by	Hiring Company	First Posted on	Closed on	TrafficBoost visitors	TrafficBoost candidates	TrafficBoosts Used	Total visitors	Total candidates	Apply clicks	Conv. %
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Account Executive	Vero Beach, FL	-	Closed	Callie Schnur	99.7 JACK fm	8/13/18	1/28/19	N/A	0	0	242	75	N/A	31.0%
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Account Executive for 99.7 JACK FM	Vero Beach, FL	-	Closed	Callie Schnur	99.7 JACK fm	1/28/19	7/2/19	N/A	0	0	256	81	N/A	31.6%

Karen Franke

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Sent: Wednesday, July 24, 2019 2:28 PM
To: KF
Subject: Fwd: Job Posting Confirmed

----- Forwarded message -----

From: ZipRecruiter <support@ziprecruiter.com>
Date: Mon, Aug 13, 2018 at 9:33 AM
Subject: Job Posting Confirmed
To: <jobs@mytcmmedia.com>



ZipRecruiter

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Hi Callie,

Congratulations! Your Account Executive job has now been posted on 100+ job boards. You are on your way to finding your next great hire!



Account Executive
Vero Beach, FL

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Sent to 100+ Job Boards on 8/13/18

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Account Executive

Vero Beach, FL

● CLOSED

242 visitors 68 candidates (7 hidden)

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Posted on  ZipRecruiter

Account Executive



99.7 JACK fm Vero Beach, FL, USA

Benefits Offered **Dental, Medical, Vision**

Employment Type **Full-Time**

Why Work Here?

"Great team atmosphere. Work hard play hard."

Highly successful and well branded radio conglomerate operated by professional seasoned broadcasters is seeking a sales-driven advertising sales superstar to take us to the next level of revenue.

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- Outside direct media or agency sales experience preferred
- Excellent organizational, written, and presentation skills
- Proficient in Word, Excel, and PowerPoint
- Ability to build and maintain positive client relationships
- Competitive, persuasive, energetic, and self-motivated traits with the ability to overcome objections.
- Professional appearance a must

Job Type: Full-time

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showing all

new posting in:

(page: 1)

status	manage	posting title	area and category	posted date	exp.	id
Expired	display repost	SALES REPRESENTATIVE	psl sales receipt	28 Feb 2018 11:11	n/a	6513560848

page: 1

This posting has expired from craigslist. [?]

Repost this Posting

You will have the opportunity to make changes before it is made live. [[learn more](#)]

CL

SALES REPRESENTATIVE (VERO BEACH)



compensation: **Salary PLUS commission**

employment type: **full-time**

Looking for motivated individuals who like to make money and grow businesses on the Treasure and Space Coast. Position is to prospect and sell radio advertising. Must be able to walk into businesses and call without hesitation!!

Training and resources are available. No sales experience required.....but a positive attitude and willingness to work hard is!



EQUAL OPPORTUNITY EMPLOYER

We're Hiring

Full time account executives and
part time promotional techs immediately.

Send your resume today to jobs@mytcmmedia.com



*Does your
holiday office
party look
like this?*

Ours looks like this!



Join our team and **EVERYDAY** will seem like a party!

<input type="checkbox"/> PROOF O.K. BY: _____		<input type="checkbox"/> O.K. WITH CORRECTIONS BY: _____	
PLEASE READ CAREFULLY • SUBMIT CORRECTIONS ONLINE			
ADVERTISER: TRADE TREASURE & SPACE	PROOF CREATED AT: 12/7/2017 11:23 AM		
SALES PERSON: Sherri Cipriani	PROOF DUE: -	NEXT RUN DATE: 12/08/17	
PUBLICATION: TR-DAILY	SIZE: 6 col X 20 in		
			TR-1843077.INDD

Karen Franke

From: Kayla Provost [PROMO@mytcmedia.com]
Sent: Wednesday, July 24, 2019 4:57 PM
To: Karen Franke
Subject: Proof for 11/29
Attachments: image002.jpg

----- Forwarded message -----

From: Cipriani, Sherri <Sherri.Cipriani@tcpalm.com>
Date: Thu, Nov 30, 2017 at 10:58 AM
Subject: RE: Proof for 11/29
To: Kayla Provost <promo@mytcmedia.com>

Hi Kayla, the cost to run your recruitment ad on 12/8/17.

Detailed pricing is below.

FYI, I am out of the office in about an hour and will be out until Monday.

Thanks!

Holiday Party	12/8 (1 insertion)	full page, Full Color, full run	\$3,642.00
----------------------	---------------------------	--	-------------------

Sherri Cipriani

Regional Support Supervisor

Treasure Coast Newspapers | TCPALM.COM |  **USA TODAY
NETWORK**

Press Journal The Stuart News St. Lucie News Tribune

772-221-4244

Fax: 772-600-1448

Attachment 3(c)
**Data Regarding No. of Interviewees for Each Position and
Referral Source for each Interviewee**

2017 Reporting Period (10/1/16 thru 9/30/17)

♦ Account Executive (7 hired) -- 64 Interviewees referred from following sources:

Zip Recruiter: 49
Job Fairs: 7
Sales staff: 4
Craigslist: 3
Indeed: 1

♦ WGYL Morning Show Co-Host – 4 Interviewees from following sources:

All Access: 1
Self-Referrals: 3

♦ Promotions/Marketing Director – 4 Interviewees from following sources:

Job Fairs: 3
Newspaper: 1

♦ Traffic Manager 1 Interviewee (Internal Staff Promotion)

♦ General Manager 1 Interviewee (Internal Staff Promotion)

2018 Reporting Period (10/1/17 thru 9/30/18)

♦ Account Executive (4 hired) – 38 Interviewees referred from following sources:

Craigslist: 16
Self-referrals: 9
Job Fairs: 7
Zip Recruiter: 2
Glass Door: 2
Sales Staff: 1
Indeed: 1

♦ Traffic Manager 1 Interviewee from Job Fair

♦ Local Sales Manager 1 Interviewee (Internal Promotion)

Attachment 3(d)

Documentation of Four Recruitment Initiatives

Job Fair Information

Date: 4/19/17

Location: Indian River State College

3209 Virginia Avenue, Fort Pierce, FL

Time: 10 am – 2 pm

Approx Number of Attendees: 125

Organization that put on job fair: Indian River State College

Promoted via:

Radio, newspaper, emails

IRSC JOB FAIR FOR EMPLOYERS



Wednesday, April 19, 2017
10:00 a.m. - 2:00 p.m.

IRSC Mueller Campus (Richardson Center, Bldg. C)
6155 College Lane
Vero Beach, FL 32966

Refreshments will be provided.

REGISTRATION FEE (per company) \$25.00

Mail check payable to IRSC
Career & Transfer Services
3209 Virginia Avenue
Fort Pierce, FL 34981-5596

If you want to prepay the \$25.00 fee visit the [edi website](#).

For event information contact Edie Marcelle at 772-226-2522.

Registration deadline is Friday, March 31, 2017



INDIAN RIVER STATE COLLEGE

Miscellaneous Receipt

Original Copy

Request: BTEDDER on: 04/19/17

Date...: 04/19/17

Cashier: BTEDDER Sess: 001

Receipt #: 001179645

Transaction Amount: 25.00

Payee: IRSC

in Reference to:

for: MISCELLANEOUS REVENUE

Description: JOB FAIR

Treasure and Space Coast Radio, Inc.

Type Payment(s)	Amount	Details
CHECK PAYMENT	25.00	NBR: 9586

Charge Description	Account Number	Amount
JOB FAIR	60162000 601620 51 48900	25.00

Job Fair Information

Date: 6/14/17

Location: Walking Tree Brewery

3209 Dodger Road, Vero Beach

Time: 4:40 pm – 6:30 pm

Approx Number of Attendees: 70

Organization that put on job fair: Treasure & Space Coast Radio

Promoted via:

Facebook, newspaper, radio, flyers

Sales Order

Station: **WOSN-FM** Buyer: _____
 Contract Name: **JUN JOBFAIR WALKINGTREE OSN-01** Tax Schedule: _____ (None)
 Contract#: **15626** Agency Commission %: **0**
 Start Date: **6/05/17** End Date: **6/14/17** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136bhat** Comm %: **19**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: **JUN 2017 JOB FAIR**
 Competitive Code: **Promo**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$\$
1	6/05/17	6/11/17		6:00 AM	10:00 PM	30	8	8	8	8	8	10	10	60	D	0.00	60	0.00	7
2	6/12/17	6/13/17		6:00 AM	10:00 PM	30	10	10						20	D	0.00	20	0.00	7
3	6/14/17	6/14/17		6:00 AM	4:00 PM	30			11					11	D	0.00	11	0.00	2

Billing Projections: By Month

Jun 17
 CA 0.00
 ST 0.00

☒ Print Spot Prices

TOTAL SPOTS **91**
 GROSS TOTAL \$ **0.00**
 ADJUSTED SPOTS **91**
 ADJUSTED TOTAL \$ **0.00**

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: **WJKD-FM** Buyer: _____
 Contract Name: **JUN JOBFAIR WALKINGTREE JKD-01** Tax Schedule: _____ (None)
 Contract#: **15627** Agency Commission %: **0**
 Start Date: **6/05/17** End Date: **6/14/17** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136bhat** Comm %: **19**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: **JUN 2017 JOB FAIR**
 Competitive Code: **Promo**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$\$
1	6/05/17	6/11/17		6:00 AM	10:00 PM	30	8	8	8	8	8	10	10	60	D	0.00	60	0.00	7
2	6/12/17	6/13/17		6:00 AM	10:00 PM	30	10	10						20	D	0.00	20	0.00	7
3	6/14/17	6/14/17		6:00 AM	4:00 PM	30			11					11	D	0.00	11	0.00	2

Billing Projections: By Month

Jun 17
 CA 0.00
 ST 0.00

☒ Print Spot Prices

TOTAL SPOTS 91
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 91
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: **WGYL-FM** Buyer: _____
 Contract Name: **JUN JOBFAIR WALKING TREE-01** Tax Schedule: _____ (None)
 Contract#: **15625** Agency Commission %: **0**
 Start Date: **6/05/17** End Date: **6/14/17** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136bhat** Comm %: **19**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: **-----**
 City: **-----** State: **--** Zip: **-----**
 Product Name: **JUN 2017 JOB FAIR**
 Competitive Code: **Promo**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$\$
1	6/05/17	6/11/17		6:00 AM	10:00 PM	30	8	8	8	8	8	10	10	60	D	0.00	60	0.00	7
2	6/12/17	6/13/17		6:00 AM	10:00 PM	30	10	10						20	D	0.00	20	0.00	7
3	6/14/17	6/14/17		6:00 AM	4:00 PM	30			11					11	D	0.00	11	0.00	2

Billing Projections: By Month

	Jun 17
CA	0.00
ST	0.00

☒ Print Spot Prices

TOTAL SPOTS **91**
 GROSS TOTAL \$ **0.00**
 ADJUSTED SPOTS **91**
 ADJUSTED TOTAL \$ **0.00**

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: WPHR-FM Buyer: _____
 Contract Name: JUN JOBFAIR WALKINGTREE PHR-01 Tax Schedule: _____ (None)
 Contract#: 15628 Agency Commission %: 0
 Start Date: 6/05/17 End Date: 6/14/17 Billing Cycle: Calendar
 Revenue Type: 4110 Local Direct Type: Cash Salesperson: 4136bhat Comm %: 19
 Advertiser: RECRUITMENT Makegood Policy: Within Contract Dates
 Address: -----
 City: ----- State: -- Zip: -----
 Product Name: JUN 2017 JOB FAIR WPHR
 Competitive Code: Promo

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	6/05/17	6/11/17		6:00 AM	10:00 PM	30	8	8	8	8	8	10	10	60	D	0.00	60	0.00	7	
2	6/12/17	6/13/17		6:00 AM	10:00 PM	30	10	10						20	D	0.00	20	0.00	7	
3	6/14/17	6/14/17		6:00 AM	4:00 PM	30			11					11	D	0.00	11	0.00	2	

Billing Projections: By Month

Jun 17
 CA 0.00
 ST 0.00

☒ Print Spot Prices

TOTAL SPOTS 91
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 91
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

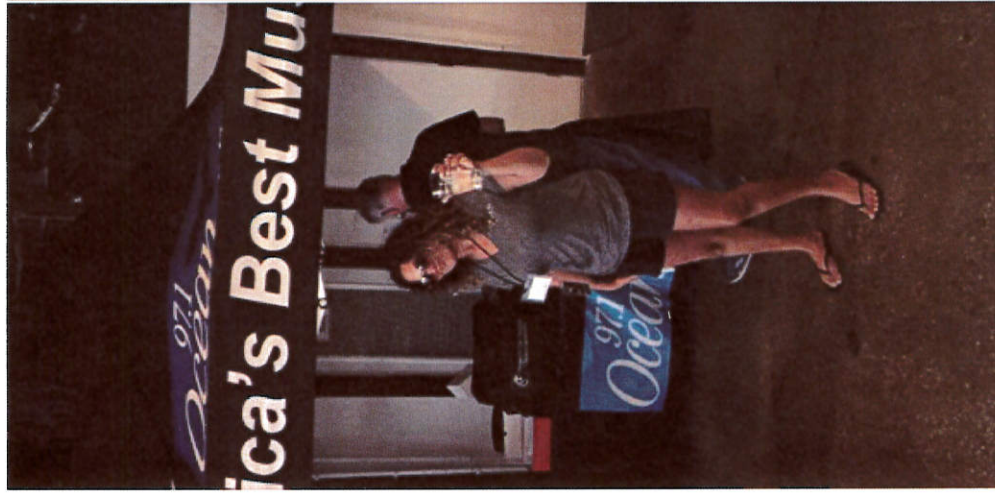
☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager



97.1 Ocean fm added 2 new photos.

Published by Edward Wieland [?] June 14 at 4:54pm

Treasure and Space Coast Radio Job Fair at Walking Tree Brewery



97.1 Ocean fm added an event

June 13 at 2:27pm

Looking to join a team? Ready to have some fun? Join us for the Treasure & Space Coast Job Fair June 14th from 4:30pm-6:30pm

JOB FAIR
Treasure and Space Coast Radio

WALKING TREE BREWERY
Walking Tree Brewery 3209 Dodger Rd.
Vero Beach, FL 32940

4:30-6:30 P.M. **Wednesday, June 14th**

Free Food and Drinks

POSITIONS:
Full Time Account Executives, Full Time Promotions and Marketing Director,
Part Time Promotions Technicians, Part Time On Air Talent

Looking to Join a Team? Ready to Have some Fun?
ESVP to jobs@mytreemedia.com • Bring your resume and your appetite.

97.1 JAX FM **89.7** **93.7** **94.7** **95.7** **96.7** **97.1** **98.1** **99.1** **100.1** **101.1** **102.1** **103.1** **104.1** **105.1** **106.1** **107.1** **108.1** **109.1** **110.1** **111.1** **112.1** **113.1** **114.1** **115.1** **116.1** **117.1** **118.1** **119.1** **120.1** **121.1** **122.1** **123.1** **124.1** **125.1** **126.1** **127.1** **128.1** **129.1** **130.1** **131.1** **132.1** **133.1** **134.1** **135.1** **136.1** **137.1** **138.1** **139.1** **140.1** **141.1** **142.1** **143.1** **144.1** **145.1** **146.1** **147.1** **148.1** **149.1** **150.1** **151.1** **152.1** **153.1** **154.1** **155.1** **156.1** **157.1** **158.1** **159.1** **160.1** **161.1** **162.1** **163.1** **164.1** **165.1** **166.1** **167.1** **168.1** **169.1** **170.1** **171.1** **172.1** **173.1** **174.1** **175.1** **176.1** **177.1** **178.1** **179.1** **180.1** **181.1** **182.1** **183.1** **184.1** **185.1** **186.1** **187.1** **188.1** **189.1** **190.1** 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**691.1** **692.1** **693.1** **694.1** **695.1** **696.1** **697.1** **698.1** **699.1** **700.1** **701.1** **702.1** **703.1** **704.1** **705.1** **706.1** **707.1** **708.1** **709.1** **710.1** **711.1** **712.1** **713.1** **714.1** **715.1** **716.1** **717.1** **718.1** **719.1** **720.1** **721.1** **722.1** **723.1** **724.1** **725.1** **726.1** **727.1** **728.1** **729.1** **730.1** **731.1** **732.1** **733.1** **734.1** **735.1** **736.1** **737.1** **738.1** **739.1** **740.1** **741.1** **742.1** **743.1** **744.1** **745.1** **746.1** **747.1** **748.1** **749.1** **750.1** **751.1** **752.1** **753.1** **754.1** **755.1** **756.1** **757.1** **758.1** **759.1** **760.1** **761.1** **762.1** **763.1** **764.1** **765.1** **766.1** **767.1** **768.1** **769.1** **770.1** **771.1** **772.1** **773.1** **774.1** **775.1** **776.1** **777.1** **778.1** **779.1** **780.1** **781.1** **782.1** **783.1** **784.1** **785.1** **786.1** **787.1** **788.1** **789.1** **790.1** **791.1** **792.1** **793.1** **794.1** **795.1** **796.1** **797.1** **798.1** **799.1** **800.1** **801.1** **802.1** **803.1** **804.1** **805.1** **806.1** **807.1** **808.1** **809.1** **810.1** **811.1** **812.1** **813.1** **814.1** **815.1** **816.1** **817.1** **818.1** **819.1** **820.1** **821.1** **822.1** **823.1** **824.1** **825.1** **826.1** **827.1** **828.1** **829.1** **830.1** **831.1** **832.1** **833.1** **834.1** **835.1** **836.1** **837.1** **838.1** **839.1** **840.1** **841.1** **842.1** **843.1** **844.1** **845.1** **846.1** **847.1** **848.1** **849.1** **850.1** **851.1** **852.1** **853.1** **854.1** **855.1** **856.1** **857.1** **858.1** **859.1** **860.1** **861.1** **862.1** **863.1** **864.1** **865.1** **866.1** **867.1** **868.1** **869.1** **870.1** **871.1** **872.1** **873.1** **874.1** **875.1** **876.1** **877.1** **878.1** **879.1** **880.1** **881.1** **882.1** **883.1** **884.1** **885.1** **886.1** **887.1** **888.1** **889.1** **890.1** **891.1** **892.1** **893.1** **894.1** **895.1** **896.1** **897.1** **898.1** **899.1** **900.1** **901.1** **902.1** **903.1** **904.1** **905.1** **906.1** **907.1** **908.1** **909.1** **910.1** **911.1** **912.1** **913.1** **914.1** **915.1** **916.1** **917.1** **918.1** **919.1** **920.1** **921.1** **922.1** **923.1** **924.1** **925.1** **926.1** **927.1** **928.1** **929.1** **930.1** **931.1** **932.1** **933.1** **934.1** **935.1** **936.1** **937.1** **938.1** **939.1** **940.1** **941.1** **942.1** **943.1** **944.1** **945.1** **946.1** **947.1** **948.1** **949.1** **950.1** **951.1** **952.1** **953.1** **954.1** **955.1** **956.1** **957.1** **958.1** **959.1** **960.1** **961.1** **962.1** **963.1** **964.1** **965.1** **966.1** **967.1** **968.1** **969.1** **970.1** **971.1** **972.1** **973.1** **974.1** **975.1** **976.1** **977.1** **978.1** **979.1** **980.1** **981.1** **982.1** **983.1** **984.1** **985.1** **986.1** **987.1** **988.1** **989.1** **990.1** **991.1** **992.1** **993.1** **994.1** **995.1** **996.1** **997.1** **998.1** **999.1** **1000.1**

JUN

14

JOB FAIR

Wed 4:30 PM · Walking Tree Brewery · Vero Beach

You like 97.1 Ocean fm

★ Interested



Newsradio 1490 WTTB with Bob Soos.

Published by Karen Waite Franke [?] June 11 at 11:25am

Do you want to work with the Mayor of the Airwaves? He is a super cool guy. Come out to our job fair this Wednesday. #radiorocks

Treasure and Space Coast Radio

JOB FAIR

Walking Tree Brewery 3209 Dodger Rd.
Vero Beach, FL 32960

4:30-6:30 P.M.

Wednesday, June 14th

Free Food and Drinks

POSITIONS:

Full Time Account Executives, Full Time Promotions and Marketing Director,
Part Time Promotions Technicians, Part Time On-Air Talent

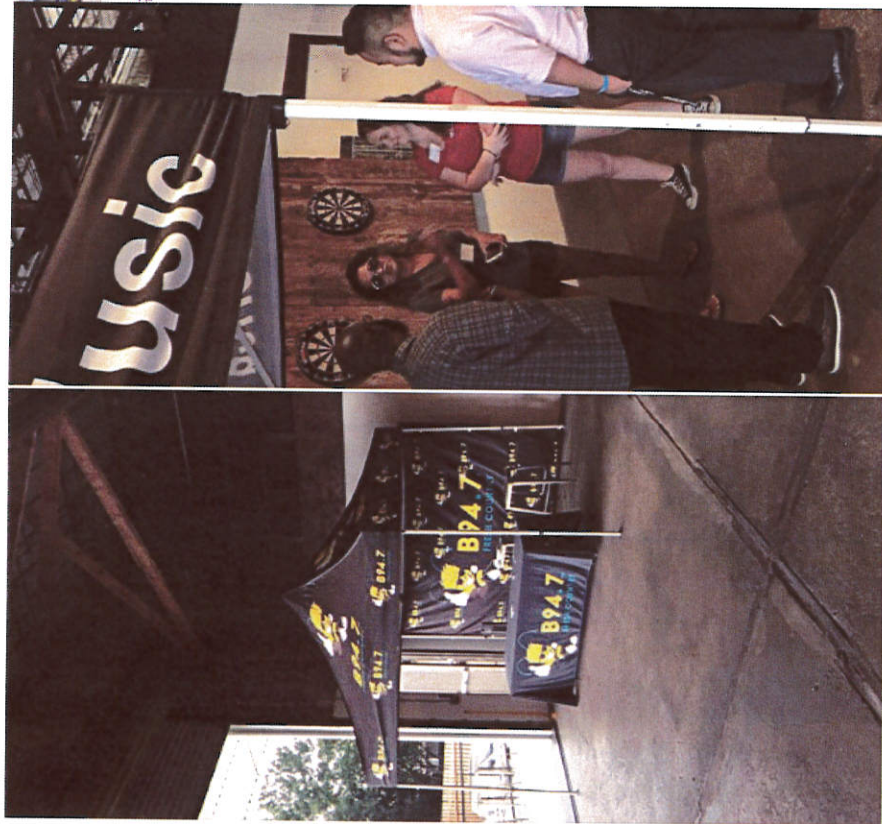
Looking to Join a Team? Ready to Have some Fun?
RSVP to jobs@mytcmmedia.com • Bring your Resume and your appetite.



B94.7 Fresh Country added 2 new photos to the album:
Job fair.

Published by Edward Wieland [?] · June 14 at 4:49pm ·

Treasure and Space Coast Radio Job Fair at Walking Tree Brewery



B94.7 Fresh Country

Published by Monica Tolbert Black-Wieland [?] · June 11 at 11:14am ·

#jobfair #radiojobs #seeyawednesday

Treasure and Space Coast Radio

JOB FAIR

WALKING TREE BREWERY

Walking Tree Brewery 3209 Dodger Rd.
Vero Beach, FL 32960

Wednesday, June 14th

4:30-6:30 P.M.

Free Food and Drinks

POSITIONS:

Full Time Account Executives, Full Time Promotions and Marketing Director,
Part Time Promotions Technicians, Part Time On-Air Talent

Looking to Join a Team? Ready to Have some Fun?
RSVP to jobs@mytcmmedia.com • Bring your Resume and your appetite.

99.7 JACK FM
B94.7
93.7 WML
Ocean 105.7
NEWS RADIO WTTB 105.7 • 1490L



99.7 Jack fm added 3 new photos.

Published by Edward Wieland [?] · June 14 at 4:56pm ·

Treasure and Space Coast Radio Job Fair at Walking Tree Brewery



99.7 Jack fm added an event
June 13 at 2:35pm ·



JOB FAIR
Treasure and Space Coast Radio

WALKING TREE BREWERY
Walking Tree Brewery 3209 Dodgert Rd.
Vero Beach, FL 32960

4:30-6:30 P.M. Wednesday, June 14th

Free Food and Drinks

POSITIONS:
Full Time Account Executives, Full Time Promoters and Marketing Director
Part Time Promotions Technicians, Part Time On-Air Talent

Looking to Join a Team? Ready to Have some Fun?
RSVP to jobs@myfmmedia.com • Bring your Resume and your appetite.

99.7 JACK fm **89.7** **OSZ FM** **WTTB** **NEWS 101** **101.1** **1400L**

JUN 14

JOB FAIR

Wed 4:30 PM · Walking Tree Brewery · Vero Beach
You like 99.7 Jack fm

★ Interested

Like

Comment





Published by Edward Weary 19 June 2020 4:50pm



93.7 GYL added an event
June 13 at 2:33pm



JUN 14

JOB FAIR

Wed 4:30 PM · Walking Tree Brewery · Vero Beach

You like 93.7 GYL

★ Interested



Treasure and Space Coast Radio

JOB FAIR



WALKING
TREE
BREWERY
VERO BEACH, FL 32960

Walking Tree Brewery 3209 Dodger Rd.
Vero Beach, FL 32960

4:30-6:30 P.M.

Wednesday, June 14th

Free Food and Drinks

POSITIONS:

Full Time Account Executives, Full Time Promotions and Marketing Director,
Part Time Promotions Technicians, Part Time On-Air Talent

Looking to Join a Team? Ready to Have some Fun?

RSVP to jobs@mytcmmedia.com • Bring your Resume and your appetite.



B94.7
FRESH COUNTRY



NEWSRADIO
WTTB
105.7 • 1490

Job Fair Information

Date: 1/25/18

Location: Sean Ryan Pub

2019 14th Avenue, Vero Beach

Time: 4:40 pm – 6:30 pm

Approx Number of Attendees: 40

Organization that put on job fair: Treasure & Space Coast Radio

Promoted via:

Facebook, newspaper, radio, flyers

Sales Order

Station: **WPHR-FM** Buyer: _____
 Contract Name: **RECRUIT JAN 18 PHR** Tax Schedule: _____ (None)
 Contract#: **18447** Agency Commission %: **0**
 Start Date: **1/24/18** End Date: **1/25/18** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136HHOUS** Comm %: **20**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: _____
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$\$
1	1/24/18	1/24/18		6:00 AM	11:59 PM	15			8					8	D	0.00	8	0.00	8
2	1/25/18	1/25/18		6:00 AM	4:00 PM	15				8				8	D	0.00	8	0.00	5

Billing Projections: By Month

Jan 18
 CA 0.00
 ST 0.00

☒ Print Spot Prices

TOTAL SPOTS **16**
 GROSS TOTAL \$ **0.00**
 ADJUSTED SPOTS **16**
 ADJUSTED TOTAL \$ **0.00**

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: **WGYL-FM** Buyer: _____
 Contract Name: **RECRUIT JAN 18 GYL** Tax Schedule: _____ (None)
 Contract#: **18445** Agency Commission %: **0**
 Start Date: **1/24/18** End Date: **1/25/18** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136HHOUS** Comm %: **20**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: **-----**
 City: **-----** State: **--** Zip: **-----**
 Product Name: _____
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	1/24/18	1/24/18		6:00 AM	11:59 PM	15			8					8	D	0.00	8	0.00	8	
2	1/25/18	1/25/18		6:00 AM	4:00 PM	15				8				8	D	0.00	8	0.00	5	

Billing Projections: By Month

	Jan 18
CA	0.00
ST	0.00

☒ Print Spot Prices

TOTAL SPOTS **16**
 GROSS TOTAL \$ **0.00**
 ADJUSTED SPOTS **16**
 ADJUSTED TOTAL \$ **0.00**

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: **WJKD-FM** Buyer: _____
 Contract Name: **RECRUIT JAN 18 JKD** Tax Schedule: _____ (None)
 Contract#: **18446** Agency Commission %: **0**
 Start Date: **1/24/18** End Date: **1/25/18** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136HHOUS** Comm %: **20**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: _____
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$
1	1/24/18	1/24/18		6:00 AM	11:59 PM	15			8					8	D	0.00	8	0.00	8
2	1/25/18	1/25/18		6:00 AM	4:00 PM	15				8				8	D	0.00	8	0.00	5

Billing Projections: By Month

Jan 18
 CA 0.00
 ST 0.00

☒ Print Spot Prices

TOTAL SPOTS _____ 16
 GROSS TOTAL \$ _____ 0.00
 ADJUSTED SPOTS _____ 16
 ADJUSTED TOTAL \$ _____ 0.00

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: **WGYL-FM** Buyer: _____
 Contract Name: **Gyl RECRUITMENT@SEAN RYAN PUB** Tax Schedule: _____ (None)
 Contract#: _____ 18353 Agency Commission %: **0**
 Start Date: **1/16/18** End Date: **1/25/18** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136HHOUS** Comm %: **20**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: _____
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION									RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W		SPOTS	\$\$	
1	1/16/18	1/24/18		6:00 AM	11:59 PM	30	12	12	12	12	12	12	12	84	D	0.00	108	0.00	9
2	1/25/18	1/25/18		6:00 AM	4:00 PM	30				10				10	D	0.00	10	0.00	9

Billing Projections: By Month

Jan 18
 CA 0.00
 ST 0.00

☒ Print Spot Prices

TOTAL SPOTS 118
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 118
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: **WPHR-FM** Buyer: _____
 Contract Name: **PHR RECRUITMENT@SEAN RYAN PUB** Tax Schedule: _____ (None)
 Contract#: **18354** Agency Commission %: **0**
 Start Date: **1/16/18** End Date: **1/25/18** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136HHOUS** Comm %: **0**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: _____
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION									RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W		SPOTS	\$\$	
1	1/16/18	1/24/18		6:00 AM	11:59 PM	30	12	12	12	12	12	12	12	84	D	0.00	108	0.00	9
2	1/25/18	1/25/18		6:00 AM	4:00 PM	30				10				10	D	0.00	10	0.00	9

Billing Projections: By Month

Jan 18
 CA 0.00
 ST 0.00

☒ Print Spot Prices

TOTAL SPOTS 118
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 118
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

Sales Order

Station: **WJKD-FM** Buyer: _____
 Contract Name: **JKD RECRUITMENT@SEAN RYAN PUB** Tax Schedule: _____ (None)
 Contract#: **18352** Agency Commission %: **0**
 Start Date: **1/16/18** End Date: **1/25/18** Billing Cycle: **Calendar**
 Revenue Type: **4110 Local Direct** Type: **Cash** Salesperson: **4136HHOUS** Comm %: **0**
 Advertiser: **RECRUITMENT** Makegood Policy: **Within Contract Dates**
 Address: _____
 City: _____ State: -- Zip: _____
 Product Name: _____
 Competitive Code: **Recruitment**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$\$
1	1/16/18	1/24/18		6:00 AM	11:59 PM	30	12	12	12	12	12	12	12	84	D	0.00	108	0.00	9
2	1/25/18	1/25/18		6:00 AM	4:00 PM	30				10				10	D	0.00	10	0.00	9

Billing Projections: By Month

Jan 18
 CA 0.00
 ST 0.00

☒ Print Spot Prices

TOTAL SPOTS 118
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 118
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

☐ ☐ Sales Manager
☐ ☐ Traffic Director
☐ ☐ Business Mgr.
☐ ☐ General Manager

CLIENT	Recruitment		
TITLE	Priceless		
LENGTH	:30		
VO			
Bed Music			
AE			

:15		<p>PENCIL HOLDER: FIVE DOLLARS. (SFX: CASH REGISTER) DESK: ONE HUNDRED DOLLARS. (SFX: CASH REGISTER) COMPUTER: TWO-THOUSAND DOLLARS. (SFX: CASH REGISTER) LOVING YOUR WORKSPACE: PRICELESS. COME TO OUR NEXT RADIO JOB FAIR AT SEAN RYAN PUB (ON THURSDAY, JANUARY TWENTY-FIFTH). YOU'LL LOVE WORKING AT THIS RADIO STATION. THERE'S NO LIMIT TO HOW MUCH MONEY YOU CAN MAKE IN SALES. COMMISSION IS UNCAPPED. PREP YOUR RESUME AND JOIN US AT OUR NEXT RADIO JOB FAIR AT SEAN RYAN PUB IN DOWNTOWN VERO BEACH, (JANUARY TWENTY-FIFTH) FROM FOUR-THIRTY TO SIX-THIRTY AND COME WORK FOR (RADIO STATION). TREASURE AND SPACE COAST RADIO IS AN EQUAL OPPORTUNITY EMPLOYER</p>
:30		
:60		

CLIENT	Recruitment		
TITLE	Testimonial		
LENGTH	:30		
VO			
Bed Music			
AE			

:15		<p>THIS IS A TRUE STORY. THE NAMES HAVE BEEN CHANGED TO PROTECT THE INNOCENT. (SFX: SOUNDER) KATIE WAS MISERABLE AT HER JOB. THEN, SHE WENT TO A BAR AND SAW A JOB FAIR HOSTED BY (RADIO STATION). (SFX: SOUNDER) FAST FORWARD TWO YEARS, KATIE IS MAKING BANK, DRINKING OUT OF HER YETI, AND BEING B-F-F'S WITH HER COWORKERS. (SFX: YAYY!) THIS YEAR, BE LIKE KATIE. MEET US AT THE NEXT RADIO JOB FAIR AT SEAN RYAN PUB, DOWNTOWN VERO BEACH, (THURSDAY, JANUARY TWENTY-FIFTH) FROM FOUR-THIRTY TO SIX-THIRTY. AND MAYBE YOU'LL BE LIKE KATIE AND MAKE BANK, TOO.</p>
:30		<p>TREASURE AND SPACE COAST RADIO IS AN EQUAL OPPORTUNITY EMPLOYER</p>
:60		

CLIENT	Recruitment		
TITLE	Sean Ryan Radio Job Fair		
LENGTH	:15		
VO			
Bed Music			
AE	Callie		

:15	<p>NEED A NEW JOB? GET INTO RADIO! THERE'S NO LIMIT TO THE AMOUNT OF MONEY YOU CAN MAKE IN RADIO ADVERTISING SALES. JOIN THE RADIO JOB FAIR HOSTED BY (93-POINT-7 GYL / B 94-POINT-7 / 99-7 JACK FM), AT SEAN RYAN PUB IN VERO BEACH, THIS THURSDAY, FROM FOUR-THIRTY TO SIX-THIRTY.TREASURE AND SPACE COAST RADIO IS AN EQUAL OPPORTUNITY EMPLOYER</p> <p><u>*** ALSO NEED A "TODAY" VERSION***</u></p>	
:30		
:60		



B94.7 ^{99.7} **JACK** fm
FRESH COUNTRY playing what we want



NEWSRADIO
WTTB
105.7 fm • 1490 am

JOB FAIR

THURSDAY
JANUARY 25

SEAN RYAN PUB
VERO BEACH

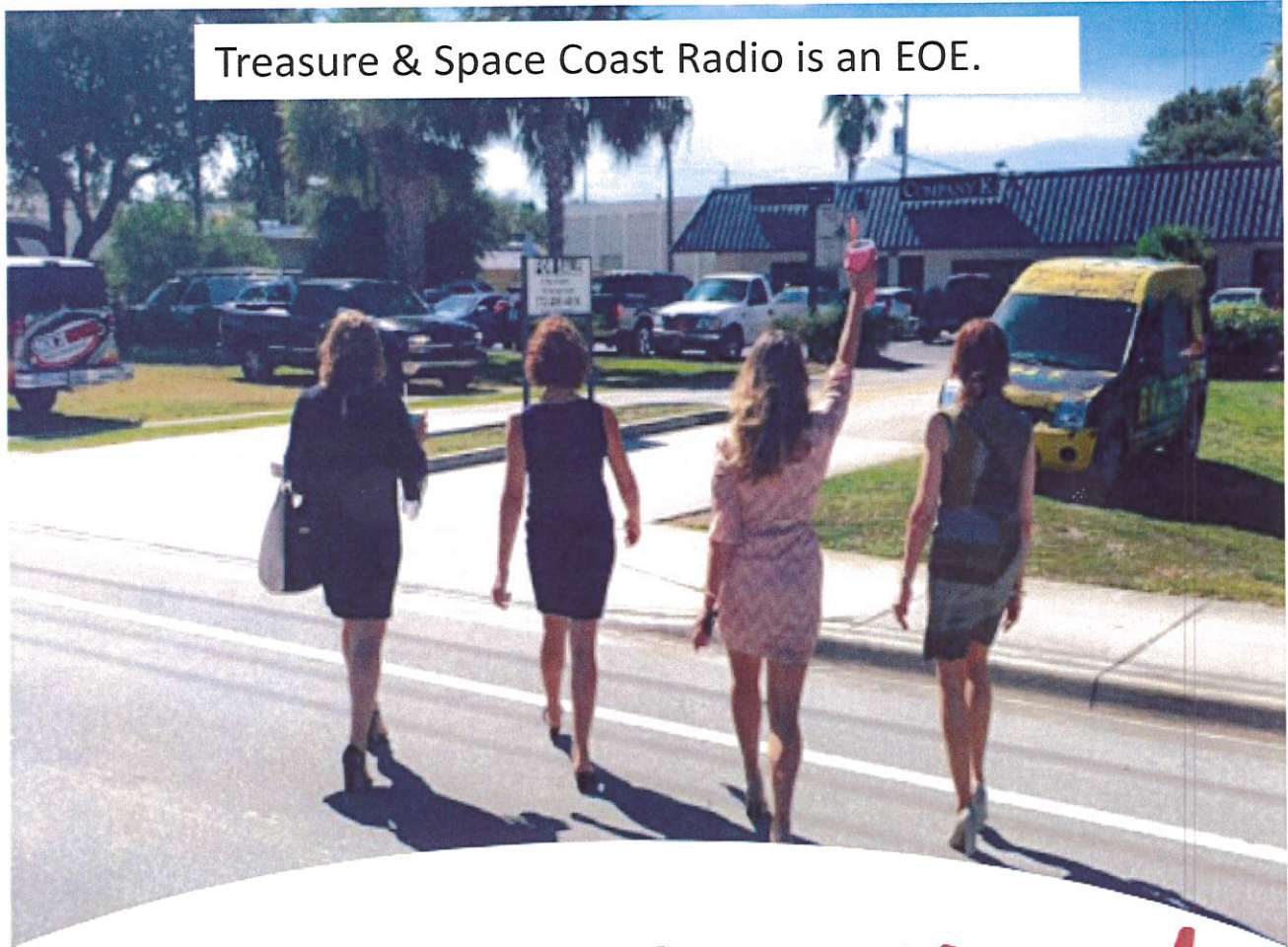
4:30-6:30P

POSITIONS AVAILABLE

Full Time Sales
Account Executives

Part Time
Promotional Techs

Treasure & Space Coast Radio is an EOE.



Come work with us!

Job Fair

Thursday, January 25 4:30-6:30p

**SEAN RYAN PUB
VERO BEACH**



PosterMyWall.com



B94.7
FRESH COUNTRY

99.7
JACK fm
playing what we want



NEWSRADIO
WTTB
105.7 FM • 1490 AM



93.7 GYL

Published by Hootsuite (?) - January 15 at 9:32am

If your tired of dragging your feet out of bed every morning and want to enjoy going to work..... join our team! Were having a job fair next Thursday at Sean Ryan Pub! #lets makethatmoney #radiatorradio

93.7 GYL Today's Best Music

B94.7 JACK radio country playing what we want

NEWSRADIO WTTB 105.7 • 1490

JOB FAIR

THURSDAY
JANUARY 25

SEAN RYAN PUB
VERO BEACH

4:30-7P

POSITIONS AVAILABLE

Full Time Sales
Account Executives

Part Time
Promotional Techs



99.7 Jack fm

Published by Kayla Provost (?) - 3 mins

TODAY, come see us at @seannyanpub from 4:30-6:30p to upgrade your job! We've all been there, waking up and dreading going to work... you CAN change that by working with us! #RadioRocks #BringThatResume #moneymoneymoney 💰

93.7 GYL Today's Best Music

B94.7 JACK radio country playing what we want

NEWSRADIO WTTB 105.7 • 1490

JOB FAIR

THURSDAY
JANUARY 25

SEAN RYAN PUB
VERO BEACH

4:30-6:30P

POSITIONS AVAILABLE

Full Time Sales
Account Executives

Part Time
Promotional Techs

Job Fair Information

Date: 3/21/18

Location: University of Florida

1060 Weimer Hall, Gainesville, Florida

Time: 9a-3p

Approx Number of Applicants: 75

Organization that put on job fair: University of Florida, College of Journalism and Communications

Contact:

Alexandra Wilkerson

Program Assistant

Knight Division

University of Florida

College of Journalism and Communications



Callie Schnur <callieh@mytcmmedia.com>

CJC Spring Career Day

Wilkerson, Princess Alexandria <pwilkerson@jcu.ufl.edu>

Wed, Feb 28, 2018 at 11:35 AM

Thank you for registering for the University of Florida College of Journalism and Communications 2018 Spring Career Day. Below you will find detailed instructions regarding the event. Please read these instructions carefully and note the deadlines for hotel bookings and scheduling your interviews.

Employer Registration

During the registration process you may indicate whether you would prefer an open table, pre-scheduled interview table, or an open and pre-scheduled interview table.

- Open Table indicates an open table format only. Any student may come up and speak to a recruiter about career opportunities, as well as submit a resume on the spot. Students **will not** be able to pre-schedule interviews or submit resumes prior to CJC Career Day.
- Pre-Scheduled Interviews ONLY requires students to submit resumes for your review **prior** to CJC Career Day. You may select the students you wish to interview in advance and schedule them according to the time slots on your profile page. You will be able to see the student's availability before you select them for a time slot.
- Open Table and Pre-Scheduled Interviews are tables that are designated for pre-scheduled interviews and open table. The employer may choose which part of the day he/she would like to block for pre-scheduled interviews. The remainder of the day may be used for open tabling.

Student Registration

Student registration opens **January 8, 2018**. Students can upload cover letters, resumes, any additional works and request interviews until **11:59pm March 13**.

Scheduling Your Interviews

Employers may view pending interview requests and schedule students for interviews by logging into their CJC Career Day profile page. **Scheduling begins March 14th and ends March 19 at 11:59pm**

<https://mail.google.com/mail/u/0/?ik=f704c7af8b&view=pt&search=all&permmsgid=msg-f%3A1593663356398334018&simpl=msg-f%3A1593663356398334018&mb=1>

Link to profile page: <https://apps.jou.ufl.edu/knight/careeday/register-emp1.asp>

Remember: Your log in is the email address and password you used to register for the event. If you need a password reset, please email Alexandria Wilkerson at pwilkerson@jou.ufl.edu

Parking at the Reitz Union Parking Garage

On the bottom of this document, we have included a map to help find your way to our parking area. 1 week prior to CJC Career Day, you will also receive an email containing a parking permit and additional maps. You will need to print the permit and show it to the garage attendant to be directed to our reserved parking area. We have reserved parking at no cost to you on Wednesday March 21, 2018. **However, we can only hold parking spots until 11AM!** If for any reason you cannot arrive before noon, please contact us. We will not be responsible for any parking tickets incurred for parking in non-designated areas.

Check-In

The **Grand Ballroom** is located on the **2nd Floor of the Reitz Union**. The doors will open for employers at **8:30am**. Employers should check in at the registration desk in front of the Ballroom. There, you will sign in so that students know you are in attendance, as well as receive your employer packet. The employer packet will include name tags, a campus map, a sheet to document any interview no-shows, as well as additional information on the event. From the registration desk, you'll receive assistance in locating your table, as well as direction to the employer break area.

Meals

Continental breakfast will be provided between 8-10am. Lunch will **NOT** be served, however, there are several food courts on campus, and within the Reitz Union on the ground, 1st and 4th floors.

Hotels

Hotel accommodations near the college that are offering reduced rates to employers participating in our College of Journalism and Communications Career Day are listed below. Discounts are dependent upon the availability of rooms. Please remember to mention that you are reserving a room for the CJC Career Day at the University of Florida.

Reitz Union Hotel

686 Museum Road



Callie Schnur <callieh@mytcmmedia.com>

What To Expect At CJC Career Day For Employers

Wilkerson, Princess Alexandria <pwilkerson@jou.ufl.edu>

Tue, Mar 20, 2018 at 4:18 PM

Greetings,

Tomorrow is the CJC Career Day and we look forward to seeing all of you. Please read the below information carefully.

Your Interviews

Please review your schedule prior to your arrival. There will be a hard copy of your interview schedule along with your interview rating sheet inside your employer folder that you will receive at check-in. *****This in only applicable for employers who have pre-scheduled interviews for all or part of the day.*****

Link to profile page: <https://apps.jou.ufl.edu/knight/careerday/register-emp1.asp>

Remember: Your log in is the email address and password you used to register for the event. If you need a password reset, please email Alexandria Wilkerson at pwilkerson@jou.ufl.edu

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***If you are an employer registered as a mixed table, meaning you have pre-scheduled interviews and open table time, you will have a sign on your table that reads "This is an open table. You are welcome to inquire about our company and job/internship opportunities." This sign is an indication to students that you are available to speak with them. Please pull the sign up so that it doesn't show during your interview times and display the sign during your open table times. The students have been informed to look for this signal. ***

Electricity

If you need access to electricity, inform one of the CJC Career Day ambassadors and we will gladly connect you to an outlet.

Meals

Continental breakfast will be provided between 8-10am. Lunch will **NOT** be served, however, there are several food courts on campus, and within the Reitz Union on the ground, 1st and 4th floors. You may take lunch at your leisure. **There will be bottled water provided throughout the day for your convenience.**

Check Out

You are free to leave the event at any time. When you leave, please bring your table signs, name badges and interview rating sheets (if applicable) to the attendants at the outside registration desk.

Important Contacts

Information regarding additional recruitment opportunities:**Information about parking, meals, general questions:**

Katrice Graham

Alexandria Wilkerson

Program Director**Program Assistant**

Knight Division

Knight Division

kgraham@jou.ufl.edu

pwilkerson@jou.ufl.edu

352-294-0808

352-294-0809

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Directions**Traveling South on I-75**

Take I-75 South to exit 387, Newberry Road. When you get off of the ramp go East for five miles; eventually Newberry Road becomes University Avenue (Note: You should pass the Oaks Mall on your right shortly after traveling on Newberry road.) Continue traveling East on University Ave. At the intersection of University Avenue and Gale Lemerand Drive, take a right on Gale Lemerand Dr. Continue on Gale Lemerand and make a left on Museum Rd. Continue on Museum for about 100 ft. and make a left turn. The parking garage will be the first right turn. Show the parking pass to the attendant in the kiosk at the end.

Traveling North on I-75

Take I-75 North to exit 384 and turn east onto Archer Road. Continue on Archer and make a left at Gale Lemerand Dr. Continue on Gale Lemerand and make a right turn on Museum Rd. On Museum for about 100 ft., see a sign for parking on the left. Make the first left turn and then a right into the parking garage. Show the parking pass to the attendant in the kiosk at the end.

NOTE: There is a strict speed limit of 20mph on the UF campus, as soon as you turn onto Gale Lemerand Drive.

Maps

[Map to the University of Florida](#)



Callie Schnur <callieh@mytcmmedia.com>

CJC Career Day Employer Survey

Wilkerson, Princess Alexandria <pwilkerson@jou.ufl.edu>

Thu, Mar 29, 2018 at 10:02 AM

Dear Valued Employer:

On behalf of the Knight Division, we would like to thank you for your commitment to recruiting talent from the University of Florida College of Journalism and Communications Career Day. We kindly ask for your assistance by completing our brief employer survey in order to help improve the Career Day and resources available to both employers and students.

Responses are confidential and will be used to enhance our event and provide you with the resources you need to maximize your recruiting efforts. Completion of the free-response questions are especially appreciated, even when providing constructive criticism, as this feedback often provides our team with new ideas and specific ways we can improve. **Please complete your responses by April 11, 2018 if you haven't already done so.**

You may access the link by clicking 2018 Spring CJC Career Day Employer Survey

Also, we are happy to publicize your internship or job announcements at any time. If interested, you may forward your announcement directly to us at KGraham@jou.ufl.edu or pwilkerson@jou.ufl.edu

If you were not the representative from your company who attended the Career Day, please forward this email to the participating

partner: Thank you.

Alexandria Wilkerson

Program Assistant

Knight Division

University of Florida

College of Journalism and Communications

1060M Weiner Hall

P.O. Box 118400 | Gainesville, FL 32611

Phone: 352.294.0809 | Fax 352.846.2484

pwilkerson@jou.ufl.edu

CERTIFICATE

I, Laurie S. Silvers, hereby certify to the Federal Communications Commission ("FCC") as follows:

I am a manager of Vero Beach Broadcasters, LLC ("VBB"), licensee of radio station WGYL, WTTB and WOSN. I am also a principal of the licensees of Stations WPHR-FM and WJKD, that operate in the same station employment unit with stations WGYL, WTTB and WOSN.

I have reviewed the attached Response to the FCC's EEO audit letter of June 13, 2019, directed to WGYL and VBB. To the best of my personal knowledge, information and/or belief, the information contained in the Response is accurate and complete.


Laurie S. Silvers

Dated: 8.5.19