

(i) Name of Organization Notified of Job Vacancy:	Contact Person	Address:	Telephone Number:	# of Interviewees Referred	Did Recruitment Source Request Notification? (Yes or No)
Website	Kim Martinez	kmartinez@hotmail.com	909-890-5904	3	No
So Cal Broadcasters Assoc	N/A	1849 Santelle Blvd Los Angeles, CA 90025	(310) 444-1431	0	No
All Access	Shawn Alexander	salexander@allaccess.com		0	No

6) Total # of Interviewees Referred: For the period from July 23, 2018 to July 22, 2019, this employment unit interviewed **7** interviewees for full-time job vacancies.

7) Supplemental Recruitment Initiatives:

(a) Internship Program

All Pro conducted its Promotion and Production Internship Program designed to assist qualified students at local Junior Colleges, local State Universities and Broadcast Trade Schools in acquiring skills needed for employment in the broadcast industry, while allowing the student to gain school credit. Typically an intern works at the Stations for 3-4 months, depending on the length of the school semester. The Stations recruit interns by notifying area colleges/universities about Internship openings and from student-initiated contacts. The goal of the Internship Program is to expose students to the “real-life” world of the field they are pursuing. The Promotions and Production Departments utilize established guidelines to create a program specific to each department. The Stations strive to teach interns how the world of Radio Promotions and Marketing as well as how Production works, and provide them with valuable experience to facilitate the pursuit of a career in radio broadcasting. An Intern’s duties range from assisting the Production Director in loading commercials and shows, to assisting in station events and remotes with the Promotions department.

(b) Chamber of Commerce/Career Mixers

Monthly, All Pro’s General Manager attends, San Bernardino Chamber meetings and Red Cross meetings. In addition, an All Pro Account Executive attends weekly Mixers each week held by the Greater Area San Bernardino Chamber , Riverside County Chamber, Temecula Chamber, Murrieta Chamber and Hemet /San Jacinto Chamber.

At the local community meetings and Mixers, All Pro’s personnel speak with attendees about career opportunities in the broadcast industry. In addition, they discuss the skills necessary for success in the broadcast industry, as well as ways to acquire such skills. All Pro’s personnel also distribute information to attendees about any vacancies at the stations.

(c) Establishment of Sales Training Program

Stations KATY-FM and KHTI(FM) are Equal Opportunity Employers.

All Pro has established a training program for all of its account executives. As part of the training program, All Pro sends the account executives to training seminars conducted by RAB, Rumble, Local Broadcast Sales, Marketron Geofencing, Site Management, Digital Sales and Nielsen's Rhiza. At the RAB seminars, the account executives learn about the broadcast industry, the market and ways to help clients. The Nielsen's training provides the account executives with methods of how to read and print Nielsen's reports. Through the RAB and Nielsen's seminars, the account executives acquire some of the skills necessary to serve as a Sales Manager. In addition, account executives are required to do on-line training with RAB and Nielsen's periodically throughout the year. During the reporting period, all account executives from both the KHTI and KATY locations have participated in the training program. All Pro Broadcasting has sent account executive to SCBA training to become Certified Radio Consultant.

(d) Participation in Events Sponsored by Local Colleges

During the reporting period, All Pro's Promotion's staff participated in events sponsored by local colleges. At the events, the Promotions Team discussed career opportunities in the broadcast industry, as well as the skills necessary for success in the broadcast industry. Specifically, the Promotions Team attended the following events:

9/26/18 Lake Elsinore Unified – College and Career Fair
2/26/19 Pathways to Career Success
4/12/19 Mt. San Jacinto Career & Job Fair
4/30/19 Pacific High – College and Career Day

(e) Training of Management Personnel

On an annual basis, All Pro sends management personnel, including Business Managers, to a training seminar offered by the California Chamber of Commerce regarding practices for ensuring equal employment opportunity and preventing discrimination and harassment. The management personnel then meet to discuss the information presented at the seminar and establish procedures for the stations. In addition, All Pro's Corporate Business Manager and all Department Managers attend various HR and Sexual Harassment Training.

(f) Station Tours

All Pro gives tours to Scout groups and groups from local high schools throughout the year. All Pro's Promotional Department meets with the children and gives a presentation on how a radio station operates. On this tour the guests are taken through the station, one department at a time and are told how each department operates, the importance of that the department and how all the departments make up the radio station. They are then lead into the on-air studio and are allowed to watch the DJ broadcast over the air and how radio production is accomplished.

During the reporting period, All Pro gave the following tours:

9/21/18 Boys & Girls Club