## EXHIBIT 3(c)

Sound Management, LLC. (WNDV, WYET, WYXX) EEOC Audit Response April 2021 – March 2022

# **Job Postings and Responses**

# **Positions:**

WNDV FM Sales – Gretchen XXXXX

Hired from: SOURCE 8, WNDV Station Website

Filled: 9.7.21

**Note:** Gretchen was one of twelve applicants for the open sales position.

She saw the open position on the <u>WWW.U93.com</u> website and inquired directly. Gretchen had previous media sales experience which gave her an edge over the other 11 interviewees.

Below are the recruitment sources used.

### **Source 1:**

Hosted U93 Job Fair and Career Expo

Date: May 20, 2021

Pam Kay Mason (SEU Hiring Manager) Job Fair and Career Expo. She interviewed 1 candidate from the Job Fair and Career Expo. The event was promoted on SEU radio stations and website.

Norther Indiana Events Center 21565 Executive Pkwy Elkhart, IN 46514

Notes: Credit card bill for space rented for Job Fair and Career Expo.

	*******	8128554006		-			\$250.00 T
	04/27/21	RV MH HALL OF FAME AND MU 000923700089 DLSEARERWAOL.COM	ELKHART	iN			\$1,000.00 *
Laptog	04/28/21	4ALLPROMOS	CENTERBROOK	CT	100	2	\$1,945.83 *

## List of Participating Companies

JOB & CAREER EXPO	Rep:	May-20
BASHOR CHILDREN'S HOME	Kenlyn	Y
FOUR WINDS CASINO	Kenlyn	Y
GENESIS PRODUCTS	Kenlyn	Y
GULF STREAM	Kenlyn	Y
HEARTLAND RV	Kenlyn	
LOWES HOME IMPROVEMENT	Kenlyn	Y
LOZIER	Mike	Y
TRI PACK INC	Louren	Y
UNIVERSITY OF NOTRE DAME	Kenlyn	Y

## **Source 2:**

Indiana Broadcasters Association (IBA) Website

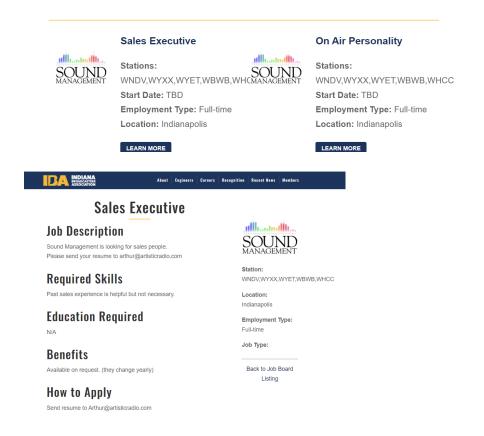
https://www.indianabroadcasters.org/

https://www.indianabroadcasters.org/careers/job-openings/

#### Contact:

Indiana Broadcasters Association Dave Arland/Sam Klemet, Co-Directors PO Box 902 Carmel, IN 46082 317-701-0084 IBA@IndianaBroadcasters.org

No interviews from this source.



IBA Job Posting are updated regularly.

#### **Source 3:**

INDEED.com

Dates: June 28, 2021

March 11, 2021

SOUND conduced one interview from INDEED recruitment source.

# **NOTE:** INDEED moved from an outside/repost to it's own recruitment source.

# Screenshot of posting:

0	Marketing Consultant/Sales	June 28, 2021	South Bend, IN
0	Marketing Consultant/Sales	March 11, 2021	South Bend, IN

# Text of posts:

JUNE 28, 2021

Sound Management; WNDV-FM, WYET-FM & WYXX-FM are looking for outside sales people for the fun and fast paced radio industry. Outgoing candidates who are driven to succeed and motivated by incentive based pay should apply today.

Prospecting and cold calls will be necessary for success. If you have had experience in outside sales, have creative, problem-solving abilities and the ability to quickly build relationships we want you to join our team!

# Key Responsibilities

- Business to business sales, and superior management of both large and small accounts
- Prospecting, cold calling, and development of new sales opportunities
- Creation of client-focused sales plans to meet/exceed goals, and ensuring client needs are met
- Participation in team/market efforts, meetings and events
- Assisting with collection efforts from clients

## Critical Competencies For Success

- Highly motivated and creative individual
- Committed to building and developing new relationships
- Exceptional time management skills

## Education/Qualifications

- 1-3 years business to business sales experience, with experience in media preferable
- Professional demeanor, and excellent verbal and written communication and customer service skills
- Successful track record in outside sales
- Web sales experience is a plus
- Knowledge in the following industries, radio, digital, marketing, advertising, a plus

Sound Management is an EOE.

Job Type: Full-time

Salary: \$45,000.00 - \$55,000.00 per year

#### Benefits:

- Dental insurance
- Health insurance
- Paid time off
- Vision insurance

### Schedule:

• Monday to Friday

# Supplemental pay types:

• Commission pay

#### Education:

• Bachelor's (Preferred)

### Experience:

• Sales Experience: 1 year (Preferred)

### License/Certification:

• Driver's License (Required)

Work Location: In person

### March 11, 2021

Sound Management; WNDV-FM, WYET-FM & WYXX-FM are looking for outside sales people for the fun and fast paced radio industry. Outgoing candidates who are driven to succeed and motivated by incentive based pay should apply today.

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- Dental insurance
- Health insurance
- Paid time off
- Vision insurance

#### Schedule:

• Monday to Friday

## Supplemental pay types:

• Commission pay

### Education:

• Bachelor's (Preferred)

### Experience:

• Sales Experience: 1 year (Preferred)

### License/Certification:

• Driver's License (Required)

### Source 4:

**Broadcast Compliance Services (BCS)** 

Dates: January 1, 2021 – September 30, 2021

Posts were updated monthly by Arthur Angotti

SOUND interviewed 1 candidate from the BCS Posting but did not offer them a position.

**NOTE:** BCS postings were disseminated to local and national agencies that would repost the position. These included large companies such as AllAccess.com and colleges like Ivy Tech.

BCS went out of business in 2022 so the records we used to have access to are no longer accessible via the web.

<u>Add</u>	<u>Edit</u>	J029812	Account Executive	08/26/2021	1	1	2021-12-02
<u>Add</u>	<u>Edit</u>	J029767	Account Executive	07/26/2021	1	1	2021-12-02
<u>Add</u>	<u>Edit</u>	J029738	Account Executive	06/28/2021	1	1	2021-12-01
<u>Add</u>	<u>Edit</u>	J029664	Account Executive	05/26/2021	1	1	2021-12-01
<u>Add</u>	<u>Edit</u>	J029630	Account Executive	04/27/2021	1	1	2021-12-01

The list below is the local contacts that the BCS used to send job postings: This list was sent to me by Robin Cooper with the BCS. Her number was (301) 998-6136.

- 6988 All Access Radio Joel Denver President 28955 Pacific Coast Highway Suite 210 Malibu CA 90265 310-457-6616 310-457-8058 lbrungardt@allaccess.com
- American Women in Radio and Television Dianne Farley Programs Coordinator 1760 Old Meadow Road Suite 500 McLean VA 22102 703-506-3290 703-506-3266 info@awrt.org
- Anthony Wayne Services-Bloomington C. Nin Administrator One City Centre 120 West Seventh Street Bloomington IN 47404 812-333-4975 812-333-6137 sein@awsusa.com
- Artistic Media Arthur Angotti Sr. Vice President 3371 Cleveland Road Suite 300 South Bend IN 46628 574-273-9300 574-273-9090 arthur@artisticradio.com
- 318 Black Broadcasters Alliance Sherman Kizart Outreach Committee 205 North Michigan Avenue Chicago IL 60601 312-421-4803 412-829-0313 Sherman Kizart@att.net
- 334 Catholic Charities "Jo Fisher, B.S." West Region Administrator 1817 Miami Street South Bend IN 46613 574-234-3111 574-289-1034 ccoleman@ccfwsb.org
- 342 College-Adrian College-Career Planning Lisa Napierala Interim Director Career Planning Office 110 South Madison Street Adrian MI 49221 517-265-5161 517-264-3266 careerplanning@adrian.edu
- 6979 College-Bethel College-Career Services Tyler Grant Diector of Global Engagement and Career Services 1001 Bethel Circle Administration Building-Room 314 Mishawaka IN 46545 574-257-2661 574-257-2653 MoveBeyond@BethelUniversity.edu
- 6980 College-Goshen College-Career Services Anita Yoder Direcgtor 1700 South Main Street Administration Building-AD-14 Goshen IN 46526 574-535-7547 574-535-7883 careerserv@goshen.edu

- 6981 College-Holy Cross College-Career Development Adam DeBeck Director of Career Development 54515 State Road 933 North Vincent 110B Notre Dame IN 46556 574-239-8318 574-239-8313 adebeck@hcc-nd.edu
- 6984 College-Ivy Tech Community College Jessica Tvrdy Director of Student Life220 Dean Johnson Boulevard South Bend IN 46601 574-289-7001 574-236-7177 jobready@panpowered.com
- 8302 Fletcher Place Community Center Melkissa Drew Director 1637 Prospect Street Indianapolis IN 46203 317-636-3466 melissa@fletcherplacecc.org
- 327 Good Works Indiana-The Christian Formation Center Richard Johnson
  Director 3804 Wayne STreet New Albany IN 47151 812-945-0886
  info@christian-formation.org
- 343 Indiana Broadcasters Association Dave Arland/Sam Klemet Co-Directors PO Box 902 Carmel IN 46082 317-701-0084 IBA@IndianaBroadcasters.org
- 6982 Indiana Institute of Technology Jennifer Schuler Career Services Assistant
  3500 DePauw Boulevard Indianapolis IN 46268 260-422-5561 260422-1376 JESchuler@indianatech.edu
- "Jewish Federation of St. Joseph Valley, IN" Lizzie Fagen Jewish Family Service 3202 Shalom Way South Bend IN 46615 574-233-1164 lfagen@thejewishfed.org
- Jobs With Justice-St. Joseph Valley Project Greg Jones Administrator 315 North Lafayette Lower Level South Bend IN 46601 574-287-4633 574-297-4637 indyplansb@sbcglobal.net
- "Kappa Alpha Psi, Incorporated" Donna Marie Smith Administrative Manager
   2322-24 North Broad Street Philadelphia PA 19132 215-228-7184 215 228-7181 lgreen@kappaalphapsi1911.com
- 220 Latino Public Broadcasting Mirna Reyes Office Manager 6777 Hollywood Boulevard Suite 512 Los Angeles CA 90028 323-466-7110 323-466-7521 info@lpbp.org
- Lutheran Foundation (The) Heather Gratz Executive Assistant 3024 Fairfield Avenue Fort Wayne IN 46807 260-458-2112 260-458-3069 hgratz@thelutheranfoundation.org
- Miami Nation of Indians of the State of Indiana Penny Fouts "Chairman, Education Committee" 80 West 6th Street PO Box 41 Peru IN 46970 765-473-9631 765-472-416+2 miamiindians@sbcglobal.net
- NAACP-Monroe County Branch William Vance President PO Box 243 Bloomington IN 47402 812-332-1513 wavdlv@sbcglobal.net
- 6516 Ohio-Illinois Center for Broadcasting Gary James National Placement Director 6703 Madison Avenue Cincinnati dbyrd@beonair.com GARY James National Placement Director OH 45227 513-271-6060 513-271-6135
- Pokagon Band of Potawatomi Indians John Miller Tribal Chairman 5860 Sink Road Dowagiac MI 49047 269-782-6323 Jobs@pokagon.com
- 336 Salvation Army-Indiana-St. Joseph County Liz Fallon Administrator 540 Carroll Street 120 Dodge Avenue South Bend IN 46601 574-233-9471 Liz Fallon@usc.salvationarmy.org
- South Bend Community School Corporation Laura Marzatto Acting Director 3206 Sugar Maple Court South Bend IN 46628 574-283-7505 574-283-7549 asksbcsc@sbcsc.k12.in.us
- 6987 South Bend Tribune Dorothy Visel Sales Rep 225 West Colfax Avenue South Bend IN 46626 574-234-6161 574-236-1765 Classifieds@sbtinfo.com

- 6974 University of Notre Dame-Career Center Lee Svete Director of Career Services 248 Flanner Hall Notre Dame IN 46556 574-631-5200 574-631-7700 recruitstudents@nd.edu
- 340 "University-Davenport University, South Bend-Granger" Diane Julian Career Services Coordinator 7121 Grape Road Granger IN 46530 574-277-8447 547-272-2967 career.services@davenport.edu.
- "University-Indiana University, Bloomington" Jeremy Harmon Recruiting Coordinator 625 North Jordan Career Development Center Bloomington IN 47405 812-855-1566 812-855-5678 iucareer@indiana.edu
- 6983 "University-Indiana University, South Bend"Stacie Jeffers Career Counselor 1700 Mishawaka Avenue South Bend IN 46634 574-520-4436 574-520-5018 sbcareer@iusb.edu
- "University-Indiana University-Purdue University, Fort Wayne" Ashley Calderon Career Counseling and Career Services 2101 East Coliseum Boulevard Fort Wayne IN 46805 260-481-0689 260-481-6183 careercenter@pfw.edu
- 6973 University-Purdue University Tim Luzader Director of Career OpportunitiesStewart Cemter Room 194 128 Memorial Mall West LafayetteIN 47907 765-494-3981 765-494-6959 askcco@purdue.edu
- University-Tri State University Debbi Roemke Director Career Services lower level of Alwood Hall 1 University Avenue Angola IN 46703 260-665-4124 260-665-4828 roemked@tri-state.edu
- Wea Indian Tribe Headquarters Pat Pastore Chief Liasison 715 Park Avenue Lafayette IN 47904 757-689-4984 betty.stuff@yahoo.com
- WorkOne Indiana-St. Joseph County:isa Greco

  South MariettaSuite 500

  South Bend IN

  Lisa.Greco@gotoworkone.com

  Business Representative 851

  46601 574-855-5321 574-239-9366

  Lisa.Greco@gotoworkone.com
- 6977 Zonta Club of Indianapolis Marueen Powers Eecutive Direcgtor 557 West
  Randolph Street Chicago IL 60661 312-930-5848 312-930-0951
  zontaintl.zonta.org
- 6976 Zonta Club of Lebanon Sylvia Maddox President PO Box 453 Lebanon IN 46052 765-436-7130 info@zontakw.com

# Source 5:

All Access

Dates: January 1, 2021 – September 30, 2021

No salespersons were interviewed from All Access postings.

**Note:** Job postings on AllAccess.com were generated from BCS Postings. (see above)

#### Contact:

All Access Radio
Joel Denver, President
28955 Pacific Coast Highway Suite 210
Malibu, CA 90265
310-457-6616
310-457-8058
lbrungardt@allaccess.com

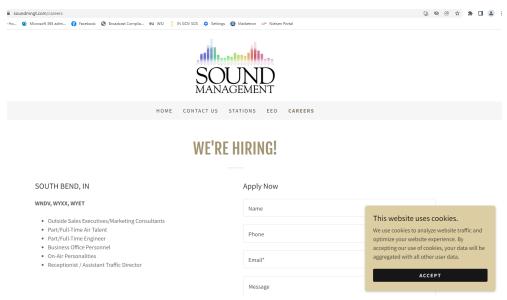
### **Source 6:**

**SOUND Websites** 

## No Interviews from SOUND Websites

a. Sound Management

www.soundmngt.com



Dates: Continuous Posting Updated as needed

b. WBWB website

www.wbwb.com



Dates: Continuous Posting Updated as needed

c. WHCC Website www.whcc105.com



Dates: Continuous Posting Updated as needed

Note: Specific South Bend Station websites will be listed below in sources 8, 10, and 12.

No interviews for the salesperson position came through the other Sound website advertising.

# **Source 7:**

WNDV 92.9 FM Radio Station Advertising 92.9 FM

Dates: Continuous and ongoing

SOUND conducted 2 interviews with applicants who heard the on-air recruitment on WNDV.

Script:

	TITLE: AE:	SPECIAL INSTRUCTION:			
1)	VOICE 1 U93 IS LOOKING TO HIRE SALESPEOPLE	MXSFXETC			
2)	VOICE 2 ARE YOU AN EXPERIENCED SALESPERSON?				
3)	VOICE 1 THAT WILL HELP A LOT! DO YOU HAVE OUTSIDE SALES? BOY THAT				
4)	WOULD BE HUGE.				
5)	VOICE 2 YEAH, OTHER THINGS THAT WOULD BE HUGE, GOOD TIME				
6)	MANAGEMENT SKILLS, GOOD COMMUNICATION SKILLS.				
7)	VOICE 1 ARE YOU CREATIVE, WANNA HAVE SOME FUN WITH THATCOME				
8)	WORK WITH US				
9)	VOICE 2 THIS IS YOUR CHANCE TO HAVE A JOB	WITH UNLIMITED EARNING			
10)	POTENTIAL				
11)	VOICE 1 EMAIL PAM@U93.COM AND APPLY				
12)	VOICE 2 PAM@U93.COM				
13)					
	I				

Note: Liners run year-round telling listeners on all SOUND stations to go to station websites to look at job openings.

# **Source 8:**

WNDV Station Website

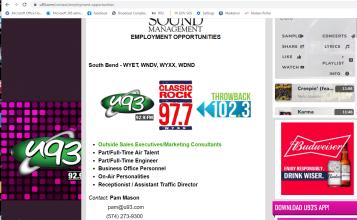
www.u93.com

https://u93.com/contact/employment-opportunities

SOUND conducted 2 interviews from the website advertising. The hired candidate found out about the opening through the WNDV Website Recruitment Source.

Dates: Online continuously, updated as new positions open.





**Note:** Above is the current (May 2023) posting on the WNDV website and on all SOUND Radio Station websites. Unfortunately, we do not have a picture of the posting from 2021-2022.

Arthur Angotti (Managing Member) certifies that the job postings for each website have been in place going back to around 2015 when SOUND Management purchased the stations. The postings are updated regularly to reflect new job opportunities that arise.

# **Source 9:**

Rock 97.7 FM Radio Station Advertising 97.7 FM

Dates: Continuous and ongoing

We conducted 2 interviews with applicants who heard about the open position on WYXX.

# Script:



**Note:** Liners run year-round telling listeners on all SOUND stations to go to station websites to look at job openings.

## **Source 10:**

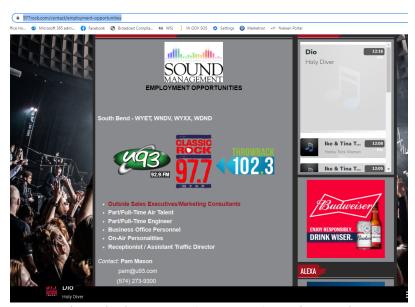
Rock 977.com Website – WYXX Website

www.977rock.com

https://977rock.com/contact/employment-opportunities

Dates: Online continuously, updated as new positions open.

SOUND did not conduct any interviews from this source.



**Note:** Above is the current (May 2023) posting on the WYXX website and on all SOUND Radio Station websites. Unfortunately, we do not have a picture of the posting from 2021 - 2022.

Arthur Angotti (Managing Member) certifies that the job postings for each website have been in place going back to around 2015 when SOUND Management purchased the stations. The postings are updated regularly to reflect new job opportunities that arise.

### **Source 11:**

WYET Radio Station Advertising 102.3 FM

Dates: Continuous and ongoing

No applicants interviewed said that they heard the job opening on WYET.

# Script:



**Note:** Liners run year-round telling listeners on all SOUND stations to go to station websites to look at job openings.

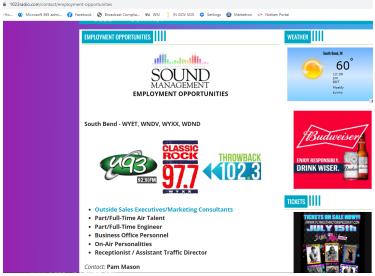
### **Source 12:**

WYET Website

www.1023radio.com

Dates: Online continuously, updated as new positions open.

SOUND conducted no interviews for this position from this source.



**Note:** Above is the current (May 2023) posting on the WYET website and on all SOUND Radio Station websites. Unfortunately, we do not have a picture of the posting from 2021 - 2022.

Arthur Angotti (Managing Member) certifies that the job postings for each website have been in place going back to around 2015 when SOUND Management purchased the stations. The postings are updated regularly to reflect new job opportunities that arise.

### **Source 15:**

Walk-in/Referral/other

Dates: N/A

No referrals/other applicants were interviewed for this position.

### **Source 16:**

Outside Web Links to job postings

Dates: Mach 11, 2021

Posted on Indeed and on the BCS website which re-posted to additional third-party sites.

SOUND conducted 3 interviews from outside posts that SOUND had not initiated.