



## EEO PUBLIC FILE REPORT

### Atlantic Coast Radio, LLC

#### A. Employment Unit covered:

Atlantic Coast Radio, LLC. 779 Warren Avenue, Portland, Maine 04103

WPEI-FM, Saco, Maine  
WPPI-FM, Topsham, Maine  
WJJB-FM, Gray, Maine  
WLOB-AM, Portland, Maine  
WRED-AM, Westbrook, Maine  
W263BZ, Portland, Maine  
W223BH, Portland, Maine

#### B. Reporting Period:

November 20, 2020 to November 19, 2021

#### C. Full-time Vacancies Filled during Reporting Period: One

We conducted a job search for an account executive in September and October. The search was necessitated due to a resignation. We successfully hired a replacement and that individual started on October 12. The full details for the Fall Job Fair follows.

D. Two Initiatives were conducted in the reporting period; The 2021 Career Day conducted in June, and the Fall Job Fair search for an account executive. Full recaps of the two initiatives follow.

E. EEO Community contact. Announcements were run in December and June. See attached documentation.



## ATLANTIC COAST RADIO 2021 CAREER DAY RECAP

THE 2021 CAREER DAY WAS HELD VIRTUALLY ON TUESDAY, JUNE 22<sup>ND</sup>. GENERAL MANAGER AND SALES MANAGER MORGAN GRUMBACH HOSTED. BECAUSE OF THE PANDEMIC, THE NORMAL PROCEDURE OF SCHEDULING IN PERSON MEETINGS AT THE RADIO STATION WAS WAIVED. THAT MAY HAVE LED TO A LESSER TURNOUT. WE HAD ONLY THREE APPOINTMENTS SCHEDULED. THE OTHER FACTOR MAY HAVE BEEN THE SEVERE SHORTAGE OF PEOPLE LOOKING FOR WORK.

THE LEAD UP TO THE EVENT WAS A FORTY TWO ANNOUNCEMENT SCHEDULE WHICH RAN FROM 6/15-6/21 ON EACH OF OUR THREE RADIO STATIONS, WJJB, WPEI, AND WLOB. WE RAN A CRAIGSLIST AD FROM 6/15 TO 6/21. WE ALSO SENT OUT A MAILER TO OUR COMMUNITY CONTACT LIST ON 6/9. OF THE THREE PEOPLE WHO ATTENDED THE CAREER DAY, ONE RESPONDED TO THE ON LINE AD. THIS PERSON WAS AN ADMINISTRATOR WHO WAS LOOKING TO EXIT THE MEDICAL FIELD AND WAS EXPLORING BROADCASTING. THE OTHER TWO RESPONDENTS HAD HEARD THE RADIO AD. ONE WAS A PART TIME EMPLOYEE SEEKING A FULL TIME POSITION AT OUR COMPANY. THE OTHER WAS A FORMER EMPLOYEE WHO EXPRESSED AN INTEREST IN RETURNING TO THE INDUSTRY. THE LAST INDIVIDUAL WAS A NO SHOW.



ATLANTIC COAST RADIO  
779 Warren Avenue  
Portland, ME 04103 USA

Order #: 100-00015  
Description: EEO Career Day 2021 WJJB  
Date Entered: 6/9/2021  
P.O.#:  
Salesperson: House, Account  
Invoice Frequency: Billed at end of Media/EOS, Sorted by Date Notary Req'd

EEO COMMUNITY  
, USA

#### On-Air Schedule

Start Date	End Date	Station	Scheduled Time/Event	Repeated	Length	Qty	Rate	Total	M	Tu	W	Th	F	Sa	Su
1 6/15/2021	6/21/2021	WJJB-AM/FM	06:00:00a to 10:00:00a	Weekly	:30	7	0.00	0.00	1	1	1	1	1	1	1
2 6/15/2021	6/21/2021	WJJB-AM/FM	10:00:00a to 03:00:00p	Weekly	:30	7	0.00	0.00	1	1	1	1	1	1	1
3 6/15/2021	6/21/2021	WJJB-AM/FM	03:00:00p to 07:00:00p	Weekly	:30	7	0.00	0.00	1	1	1	1	1	1	1
4 6/15/2021	6/21/2021	WJJB-AM/FM	07:00:00p to 12:00:00a	Weekly	:30	7	0.00	0.00	1	1	1	1	1	1	1
5 6/15/2021	6/21/2021	WJJB-AM/FM	12:00:00a to 06:00:00a	Weekly	:30	7	0.00	0.00	1	1	1	1	1	1	1

Order Start Date: 6/15/2021 Order End Date: 6/21/2021 Spots: 35

Total Charges: \$0.00

Nondiscrimination. Atlantic Coast Radio (Big Jab/WPEI/WLOB) does not discriminate on the basis of race or ethnicity in the sale, placement, or scheduling of advertising. Any order for advertising that includes any such restriction will not be accepted.

#### Projected Media Month/End-Of-Schedule Billing Totals for EEO COMMUNITY / 100-00015 :

		<u>Spot Count</u>	<u>Net Billing</u>
June	2021	35	\$0.00

Confirmed & Accepted for ATLANTIC COAST RADIO By:

Accepted for EEO COMMUNITY By:

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Please Sign and Return One Copy

ATLANTIC COAST RADIO  
779 Warren Avenue  
Portland, ME 04103 USA

Order #: 100-00016  
Description: EEO Career Day WLOB  
Date Entered: 6/9/2021  
P.O.#:  
Salesperson: House, Account  
Invoice Frequency: Billed at end of Media/EOS, Sorted by Date Notary Req'd

EEO COMMUNITY  
, USA

#### On-Air Schedule

Start Date	End Date	Station	Scheduled Time/Event	Repeated	Length	Qty	Rate	Total	M	Tu	W	Th	F	Sa	Su
1 6/15/2021	6/21/2021	WLOB-AM	06:00:00a to 10:00:00a	Weekly	:30	7	0.00	0.00	1	1	1	1	1	1	1
2 6/15/2021	6/21/2021	WLOB-AM	10:00:00a to 03:00:00p	Weekly	:30	7	0.00	0.00	1	1	1	1	1	1	1
3 6/15/2021	6/21/2021	WLOB-AM	03:00:00p to 07:00:00p	Weekly	:30	7	0.00	0.00	1	1	1	1	1	1	1
4 6/15/2021	6/21/2021	WLOB-AM	07:00:00p to 12:00:00a	Weekly	:30	7	0.00	0.00	1	1	1	1	1	1	1
5 6/15/2021	6/21/2021	WLOB-AM	12:00:00a to 06:00:00a	Weekly	:30	7	0.00	0.00	1	1	1	1	1	1	1

Order Start Date: 6/15/2021 Order End Date: 6/21/2021 Spots: 35 Total Charges: \$0.00

Nondiscrimination. Atlantic Coast Radio (Big Jab/WPEI/WLOB) does not discriminate on the basis of race or ethnicity in the sale, placement, or scheduling of advertising. Any order for advertising that includes any such restriction will not be accepted.

#### Projected Media Month/End-Of-Schedule Billing Totals for EEO COMMUNITY / 100-00016 :

		<u>Spot Count</u>	<u>Net Billing</u>
June	2021	35	\$0.00

Confirmed & Accepted for ATLANTIC COAST RADIO By:

Accepted for EEO COMMUNITY By:

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Please Sign and Return One Copy



ATLANTIC COAST RADIO  
779 Warren Avenue  
Portland, ME 04103 USA

Order #: 100-00017  
Description: EEO Career Day 2021 WPEI  
Date Entered: 6/9/2021  
P.O.#:  
Salesperson: House, Account  
Invoice Frequency: Billed at end of Media/EOS, Sorted by Date Notary Req'd

EEO COMMUNITY  
, USA

#### On-Air Schedule

<u>Start Date</u>	<u>End Date</u>	<u>Station</u>	<u>Scheduled Time/Event</u>	<u>Repeated</u>	<u>Length</u>	<u>Qty</u>	<u>Rate</u>	<u>Total</u>	<u>M</u>	<u>Tu</u>	<u>W</u>	<u>Th</u>	<u>F</u>	<u>Sa</u>	<u>Su</u>
1 6/15/2021	6/21/2021	WPEI-FM	06:00:00a to 10:00:00a	Weekly	:30	7	0.00	0.00	1	1	1	1	1	1	1
2 6/15/2021	6/21/2021	WPEI-FM	10:00:00a to 03:00:00p	Weekly	:30	7	0.00	0.00	1	1	1	1	1	1	1
3 6/15/2021	6/21/2021	WPEI-FM	03:00:00p to 07:00:00p	Weekly	:30	7	0.00	0.00	1	1	1	1	1	1	1
4 6/15/2021	6/21/2021	WPEI-FM	07:00:00p to 12:00:00a	Weekly	:30	7	0.00	0.00	1	1	1	1	1	1	1
5 6/15/2021	6/21/2021	WPEI-FM	12:00:00a to 06:00:00a	Weekly	:30	7	0.00	0.00	1	1	1	1	1	1	1

Order Start Date: 6/15/2021 Order End Date: 6/21/2021 Spots: 35 Total Charges: \$0.00

Nondiscrimination. Atlantic Coast Radio (Big Jab/WPEI/WLOB) does not discriminate on the basis of race or ethnicity in the sale, placement, or scheduling of advertising. Any order for advertising that includes any such restriction will not be accepted.

#### Projected Media Month/End-Of-Schedule Billing Totals for EEO COMMUNITY / 100-00017 :

	<u>Spot Count</u>	<u>Net Billing</u>
June 2021	35	\$0.00

Confirmed & Accepted for ATLANTIC COAST RADIO By:

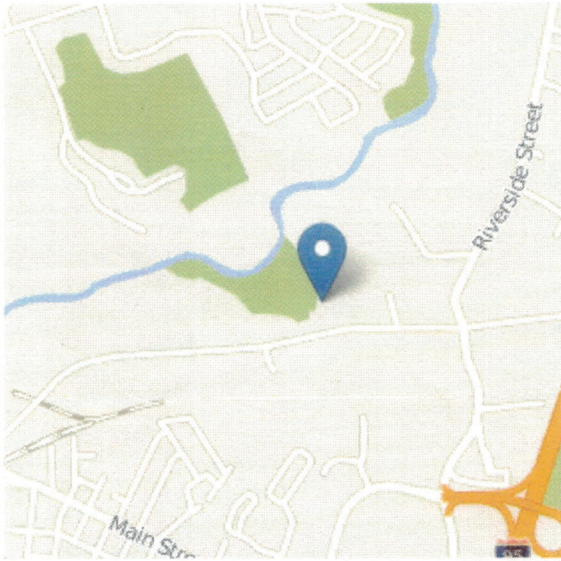
Accepted for EEO COMMUNITY By:

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Please Sign and Return One Copy

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Contact Information:

## Atlantic Coast Radio Virtual Career Day (Portland, ME)

compensation: **Salary, Hourly or Commission.**employment type: **employee's choice**

Virtual Career Day - Tuesday June 22nd, 2021.

Interested in a career in the broadcast industry? On the air, in the news, or in advertising sales? Atlantic Coast Radio, home of Big JAB Sports Radio, WPEI Sports Network, and News Talker WLOB, is holding a virtual Career Day on Tuesday June 22. Please respond to this post with a resume or call 207-773-9695 and ask for Morgan. We will set up a meeting time and link for next Tuesday. Station management will talk to you about breaking into the broadcast industry. To secure a spot please contact Morgan today.

Atlantic Coast Radio is an Equal Opportunity Employer.

QR Code Link to This Post







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**June 9, 2021**

**The Atlantic Coast Radio Career Day will be held virtually on Tuesday, June 22<sup>nd</sup>.**

**You must register in advance by emailing a resume to [Morgan@atlanticcoastradio.com](mailto:Morgan@atlanticcoastradio.com), or by calling 207-773-9695.**

**The Career day gives you the opportunity to meet station management and ask questions about a career in the radio industry as an on air personality, a news person, or advertising sales and marketing.**

**The meeting will take place via Zoom. Please register in advance following the above contact instructions.**

**Atlantic Coast Radio is an equal opportunity employer.**



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EEO COMMUNITY GROUP CONTACT LIST REVISED 2021

NEW ENGLAND SCHOOL OF COMMUNICATIONS  
ONE COLLEGE CIRCLE  
BANGOR, ME. 04401

NAACP  
151 NEWBURY ST.  
PORTLAND, ME. 04101

MAINE DEPARTMENT OF LABOR  
45 COMMERCE DR..  
AUGUSTA, ME. 04330

UNIVERSITY OF MAINE SYSTEM  
5781 WINGATE HALL  
ORONO, ME. 04469

UNIVERSITY OF MAINE DEPT. OF COMMUNICATIONS AND JOURNALISM  
5724 DUNN HALL  
ORONO, ME. 04469

SOUTHERN MAINE COMMUNITY COLLEGE  
2 FORT RD., MEDIA CENTER., BLDG #11  
SOUTH PORTLAND, ME 04101

UNIVERSITY OF SOUTHERN MAINE  
119 PAYSON SMITH  
PORTLAND, ME.04103

WORLD AFFAIRS COUNCIL OF MAINE  
USM, PORTLAND CAMPUS  
98 BEDFORD ST  
PORTLAND, ME 04104

JAPAN AMERICAN SOCIETY  
PO BOX 8461  
PORTLAND, ME 04104



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## 2021 JOB FAIR FOR OPEN SALES POSITION

This search for a sales person was conducted by Sales Manager Morgan Grumbach. Assisting in the interviews was General Manager Jon Van Hoogenstyn.

In previous years, we would have this event at a neutral site and let people walk in without an appointment. With an open position and the need to hire a sales person, we were concerned that utilizing a call for resumes and then a zoom meeting would not capture qualified candidates. Thankfully, we were wrong.

We ran 121 spots between 9/9 and 10/3 on each of our stations. In addition, we ran a craigslist ad commencing on 9/13. See attached radio ad copy and Craigslist ad. We also sent out a notice for the open position to our EEO Community Contact list on September 10<sup>th</sup>.

We received six resumes, all of which credited the radio ads for compelling them to act. Of the six resumes, we eliminated two before proceeding to a zoom interview. The Zoom interview process eliminated two more candidates. For the final two, we scheduled in person interviews. One candidate decided not to go to the final round. We conducted an in person interview with the final candidate and we hired that individual. Our new sales person started on 10/12/21.

In general, we were very impressed by the quality of the two candidates that made the final round. Our expectations for finding qualified sales people were not particularly high when we begin this process. In each case, the candidates had decided to switch fields from selling cars and sports equipment, to us. The pandemic has inspired people to explore career changes.

# ***COPY-Atlantic Coast Radio***

**START DATE:**  
**END DATE:**

**Atlantic Coast Radio Client: Fall 2021 Recruitment**

**Instructions:** Double Space, 12 Arial Font, CAPS and spell out numbers

1  
2  
BILLBOARD  
3  
4  
5  
15 SECONDS  
6  
7  
8  
9  
30 SECONDS  
10  
11  
12  
13  
14  
15  
16  
17  
18  
60 SECONDS

TIRED OF PLAYING THE SAME GAME, DAY IN AND DAY OUT? NEWSTALK  
WLOB IS LOOKING FOR A MOTIVATED AND COMPETITIVE INDIVIDUAL WHO  
WANTS TO BE A PART OF THE FAST PACED WORLD OF ADVERTISING SALES.  
INTERESTED? WELL, YOU GOTTA HAVE A STRONG WORK ETHIC, YOU MUST  
BE A TEAM PLAYER, AND HAVE YOUR OWN RELIABLE VEHICLE. PRIOR MEDIA  
SALES EXPERIENCE IS NOT NECESSARY, BUT SOME SALES EXPERIENCE IS  
PREFERRED. EMAIL RESUMES TO MORGAN AT ALTANTIC COAST RADIO DOT  
COM. MORGAN AT ATLANTIC COAST RADIO DOT COM. OR CALL SEVEN SEVEN  
THREE, NINE SIX NINE FIVE. ATLANTIC COAST RADIO IS AN EQUAL  
OPPORTUNITY EMPLOYER.



ATLANTIC COAST RADIO  
779 Warren Avenue  
Portland, ME 04103 USA

Order #: 157-00074  
Description: Fall Recruitment WLOB  
Date Entered: 9/7/2021  
P.O.#:  
Salesperson: House, Account  
Invoice Frequency: Billed at end of Media/EOS, Sorted by Date

WLOB NEWS  
779 WARREN AVENUE  
PORTLAND, ME 04103 USA

#### On-Air Schedule

	<u>Start Date</u>	<u>End Date</u>	<u>Station</u>	<u>Scheduled Time/Event</u>	<u>Repeated</u>	<u>Length</u>	<u>Qty</u>	<u>Rate</u>	<u>Total</u>	<u>M</u>	<u>Tu</u>	<u>W</u>	<u>Th</u>	<u>F</u>	<u>Sa</u>	<u>Su</u>
1	9/9/2021	9/12/2021	WLOB-AM	06:00:00a to 07:00:00p	Weekly	:30	18	0.00	0.00	0	0	0	5	5	4	4
2	9/13/2021	9/19/2021	WLOB-AM	06:00:00a to 07:00:00p	Weekly	:30	33	0.00	0.00	5	5	5	5	5	4	4
3	9/20/2021	9/22/2021	WLOB-AM	06:00:00a to 07:00:00p	Weekly	:30	15	0.00	0.00	5	5	5	0	0	0	0
4	9/23/2021	10/3/2021	WLOB-AM	06:00:00a to 12:00:00a	Weekly	:30	55	0.00	0.00	5	5	5	5	5	5	5

Order Start Date: 9/9/2021      Order End Date: 10/3/2021      Spots: 121      Total Charges: \$0.00

Nondiscrimination. Atlantic Coast Radio (Big Jab/WPEI/WLOB) does not discriminate on the basis of race or ethnicity in the sale, placement, or scheduling of advertising. Any order for advertising that includes any such restriction will not be accepted.

#### Projected Media Month/End-Of-Schedule Billing Totals for WLOB NEWS / 157-00074 :

	<u>Spot Count</u>	<u>Net Billing</u>
September 2021	86	\$0.00
October 2021	35	\$0.00
<b>Total:</b>	<b>121</b>	<b>\$0.00</b>

Confirmed & Accepted for ATLANTIC COAST RADIO By: \_\_\_\_\_

Accepted for WLOB NEWS By: \_\_\_\_\_

Please Sign and Return One Copy

ATLANTIC COAST RADIO  
779 Warren Avenue  
Portland, ME 04103 USA

Order #: 865-00080  
Description: Fall Recruitment WPEI  
Date Entered: 9/7/2021  
P.O.#:  
Salesperson: House, Account  
Invoice Frequency: Billed at end of Media Month, Sorted by Date

WPEI/WPPI RADIO  
779 WARREN AVENUE  
PORTLAND, ME 04103

#### On-Air Schedule

	Start Date	End Date	Station	Scheduled Time/Event	Repeated	Length	Qty	Rate	Total	M	Tu	W	Th	F	Sa	Su
1	9/9/2021	9/12/2021	WPEI-FM	06:00:00a to 07:00:00p	Weekly	:30	18	0.00	0.00	0	0	0	5	5	4	4
2	9/13/2021	9/19/2021	WPEI-FM	06:00:00a to 07:00:00p	Weekly	:30	33	0.00	0.00	5	5	5	5	5	4	4
3	9/20/2021	9/22/2021	WPEI-FM	06:00:00a to 07:00:00p	Weekly	:30	15	0.00	0.00	5	5	5	0	0	0	0
4	9/23/2021	10/3/2021	WPEI-FM	06:00:00a to 12:00:00a	Weekly	:30	55	0.00	0.00	5	5	5	5	5	5	5

Order Start Date: 9/9/2021      Order End Date: 10/3/2021      Spots: 121      Total Charges: \$0.00

Nondiscrimination. Atlantic Coast Radio (Big Jab/WPEI/WLOB) does not discriminate on the basis of race or ethnicity in the sale, placement, or scheduling of advertising. Any order for advertising that includes any such restriction will not be accepted.

#### Projected Media Month Billing Totals for WPEI/WPPI RADIO / 865-00080 :

	<u>Spot Count</u>	<u>Net Billing</u>
September 2021	86	\$0.00
October 2021	35	\$0.00
<b>Total:</b>	<b>121</b>	<b>\$0.00</b>

Confirmed & Accepted for ATLANTIC COAST RADIO By: \_\_\_\_\_

Accepted for WPEI/WPPI RADIO By: \_\_\_\_\_

Please Sign and Return One Copy



ATLANTIC COAST RADIO  
779 Warren Avenue  
Portland, ME 04103 USA

Order #: 140-00217  
Description: Fall Recruitment WJJB  
Date Entered: 9/7/2021  
P.O.#:  
Salesperson: House, Account  
Invoice Frequency: Billed at end of Media/EOS, Sorted by Date

WJJB/WRED RADIO  
779 WARREN AVENUE  
PORTLAND, ME 04103 USA

# On-Air Schedule

	Start Date	End Date	Station	Scheduled Time/Event	Repeated	Length	Qty	Rate	Total	M	Tu	W	Th	F	Sa	Su
1	9/9/2021	9/12/2021	WJJB-AM/FM	06:00:00a to 07:00:00p	Weekly	:30	18	0.00	0.00	0	0	0	5	5	4	4
2	9/13/2021	9/19/2021	WJJB-AM/FM	06:00:00a to 07:00:00p	Weekly	:30	33	0.00	0.00	5	5	5	5	5	4	4
3	9/20/2021	9/22/2021	WJJB-AM/FM	06:00:00a to 07:00:00p	Weekly	:30	15	0.00	0.00	5	5	5	0	0	0	0
4	9/23/2021	10/3/2021	WJJB-AM/FM	06:00:00a to 12:00:00a	Weekly	:30	55	0.00	0.00	5	5	5	5	5	5	5

Order Start Date: 9/9/2021      Order End Date: 10/3/2021      Spots: 121      Total Charges: \$0.00

Nondiscrimination. Atlantic Coast Radio (Big Jab/WPEI/WLOB) does not discriminate on the basis of race or ethnicity in the sale, placement, or scheduling of advertising. Any order for advertising that includes any such restriction will not be accepted.

## Projected Media Month/End-Of-Schedule Billing Totals for WJJB/WRED RADIO / 140-00217 :

	<u>Spot Count</u>	<u>Net Billing</u>
September 2021	86	\$0.00
October 2021	35	\$0.00
<b>Total:</b>	<b>121</b>	<b>\$0.00</b>

Confirmed & Accepted for ATLANTIC COAST RADIO By: \_\_\_\_\_

Accepted for WJJB/WRED RADIO By: \_\_\_\_\_

Please Sign and Return One Copy

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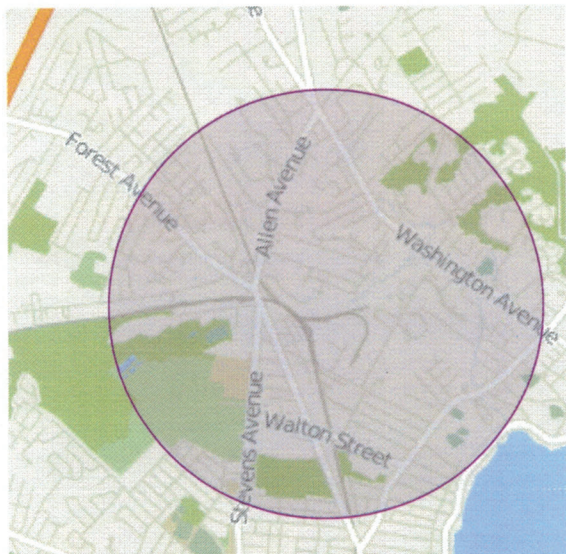


share

Posted about a minute ago on: 2021-09-13 15:03

Contact Information:

## Advertising Sales Rep (Portland)

compensation: **Draw on Commission**employment type: **full-time**

Tired of playing the same game, day in and day out? Atlantic Coast Radio, Home of Big jab 96.3 WJJB, WPEI 95.5/95.9, and NewsTalk WLOB 100.5, is looking for a motivated and competitive individual who wants to be a part of the fast paced world of advertising sales. Interested? Well, you gotta have a strong work ethic, you must be a team player, and have your own reliable vehicle. Prior media sales experience is not necessary, but some sales experience is preferred. E-mail resumes to or call 207-773-9695. Atlantic Coast Radio is an Equal Opportunity Employer.

QR Code Link to This Post







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September 10, 2021

Atlantic Coast Radio is interviewing for an Account Executive.

It is a full time position.

Prior media sales experience is not necessary, but some sales experience is preferred. This is an outside sales position. You must have reliable transportation.

Please email your resume to [morgan@atlanticcoastradio.com](mailto:morgan@atlanticcoastradio.com).

Atlantic Coast Radio is an equal opportunity employer.



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EEO COMMUNITY GROUP CONTACT LIST REVISED 2021

NEW ENGLAND SCHOOL OF COMMUNICATIONS  
ONE COLLEGE CIRCLE  
BANGOR, ME. 04401

NAACP  
151 NEWBURY ST.  
PORTLAND, ME. 04101

MAINE DEPARTMENT OF LABOR  
45 COMMERCE DR..  
AUGUSTA, ME. 04330

UNIVERSITY OF MAINE SYSTEM  
5781 WINGATE HALL  
ORONO, ME. 04469

UNIVERSITY OF MAINE DEPT. OF COMMUNICATIONS AND JOURNALISM  
5724 DUNN HALL  
ORONO, ME. 04469

SOUTHERN MAINE COMMUNITY COLLEGE  
2 FORT RD., MEDIA CENTER., BLDG #11  
SOUTH PORTLAND, ME 04101

UNIVERSITY OF SOUTHERN MAINE  
119 PAYSON SMITH  
PORTLAND, ME.04103

WORLD AFFAIRS COUNCIL OF MAINE  
USM, PORTLAND CAMPUS  
98 BEDFORD ST  
PORTLAND, ME 04104

JAPAN AMERICAN SOCIETY  
PO BOX 8461  
PORTLAND, ME 04104





#### COMMUNITY GROUP CONTACT RADIO COPY

ATLANTIC COAST RADIO, IN KEEPING WITH THE RULES AND REGULATIONS OF THE FEDERAL COMMUNICATIONS COMMISSION, IS SEEKING TO INVOLVE QUALIFIED COMMUNITY GROUPS IN THE DISSEMINATION OF ALL JOB VACANCY INFORMATION AT ATLANTIC COAST RADIO. IF YOUR QUALIFIED COMMUNITY GROUP OR GOVERNMENT BUREAU WOULD LIKE TO BE KEPT INFORMED OF ALL FULL TIME OPENINGS AT ATLANTIC COAST RADIO, SIMPLY CONTACT MR. JON VAN HOOGENSTYN AT ATLANTIC COAST RADIO, 779 WARREN AVENUE, PORTLAND, MAINE, 04103. ATLANTIC COAST RADIO WILL PUT YOUR GROUP ON A LIST OF QUALIFIED COMMUNITY GROUPS WHICH WILL AUTOMATICALLY RECEIVE NOTIFICATION OF ALL FUTURE FULL-TIME JOB VACANCIES AT ATLANTIC COAST RADIO. ATLANTIC COAST RADIO IS AN EQUAL OPPORTUNITY EMPLOYER.

ATLANTIC COAST RADIO  
779 Warren Avenue  
Portland, ME 04103 USA

Order #: 100-00010  
Description: EEO Community Groups WLOB  
Date Entered: 5/15/2020  
P.O.#:  
Salesperson: House, Account  
Invoice Frequency: Billed at end of Media/EOS, Sorted by Date Notary Req'd

EEO COMMUNITY  
, USA

#### On-Air Schedule

	Start Date	End Date	Station	Scheduled Time/Event	Repeated	Length	Qty	Rate	Total	M	Tu	W	Th	F	Sa	Su
1	5/26/2020	6/1/2020	WLOB-AM	06:00:00a to 09:00:00p	Weekly	:30	21	0.00	0.00	3	3	3	3	3	3	3
2	12/1/2020	12/7/2020	WLOB-AM	06:00:00a to 09:00:00p	Weekly	:30	21	0.00	0.00	3	3	3	3	3	3	3

#### Station Totals:

Station Spot Count Net Billing  
WLOB-AM 42 \$0.00

Order Start Date: 5/26/2020 Order End Date: 12/7/2020 Spots: 42 Total Charges: \$0.00

Nondiscrimination. Atlantic Coast Radio (Big Jab/WPEI/WLOB) does not discriminate on the basis of race or ethnicity in the sale, placement, or scheduling of advertising. Any order for advertising that includes any such restriction will not be accepted.

#### Projected Media Month/End-Of-Schedule Billing Totals for EEO COMMUNITY / 100-00010 :

		<u>Spot Count</u>	<u>Net Billing</u>
May	2020	18	\$0.00
June	2020	3	\$0.00
December	2020	21	\$0.00
<b>Total:</b>		<b>42</b>	<b>\$0.00</b>

Confirmed & Accepted for ATLANTIC COAST RADIO By: \_\_\_\_\_

Accepted for EEO COMMUNITY By: \_\_\_\_\_

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ATLANTIC COAST RADIO  
779 Warren Avenue  
Portland, ME 04103 USA

Order #: 100-00009  
Description: EEO Community Groups WPEI  
Date Entered: 5/15/2020  
P.O.#:  
Salesperson: House, Account  
Invoice Frequency: Billed at end of Media/EOS, Sorted by Date Notary Req'd

EEO COMMUNITY  
, USA

#### On-Air Schedule

Start Date	End Date	Station	Scheduled Time/Event	Repeated	Length	Qty	Rate	Total	M	Tu	W	Th	F	Sa	Su
1 5/26/2020	6/1/2020	WPEI-FM	06:00:00a to 09:00:00p	Weekly	:30	21	0.00	0.00	3	3	3	3	3	3	3
2 12/1/2020	12/7/2020	WPEI-FM	06:00:00a to 09:00:00p	Weekly	:30	21	0.00	0.00	3	3	3	3	3	3	3

#### Station Totals:

Station Spot Count Net Billing  
WPEI-FM 42 \$0.00

Order Start Date: 5/26/2020 Order End Date: 12/7/2020 Spots: 42 Total Charges: \$0.00

Nondiscrimination. Atlantic Coast Radio (Big Jab/WPEI/WLOB) does not discriminate on the basis of race or ethnicity in the sale, placement, or scheduling of advertising. Any order for advertising that includes any such restriction will not be accepted.

#### Projected Media Month/End-Of-Schedule Billing Totals for EEO COMMUNITY / 100-00009 :

		<u>Spot Count</u>	<u>Net Billing</u>
May	2020	18	\$0.00
June	2020	3	\$0.00
December	2020	21	\$0.00
<b>Total:</b>		<b>42</b>	<b>\$0.00</b>

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ATLANTIC COAST RADIO  
779 Warren Avenue  
Portland, ME 04103 USA

Order #: 100-00008  
Description: EEO Community Groups WJJB  
Date Entered: 5/15/2020  
P.O.#:  
Salesperson: House, Account  
Invoice Frequency: Billed at end of Media/EOS, Sorted by Date Notary Req'd

EEO COMMUNITY  
, USA

#### On-Air Schedule

	<u>Start Date</u>	<u>End Date</u>	<u>Station</u>	<u>Scheduled Time/Event</u>	<u>Repeated</u>	<u>Length</u>	<u>Qty</u>	<u>Rate</u>	<u>Total</u>	<u>M</u>	<u>Tu</u>	<u>W</u>	<u>Th</u>	<u>F</u>	<u>Sa</u>	<u>Su</u>
1	5/26/2020	6/1/2020	WJJB-AM/FM	06:00:00a to 09:00:00p	Weekly	:30	21	0.00	0.00	3	3	3	3	3	3	3
2	12/1/2020	12/7/2020	WJJB-AM/FM	06:00:00a to 09:00:00p	Weekly	:30	21	0.00	0.00	3	3	3	3	3	3	3

#### Station Totals:

Station Spot Count Net Billing  
WJJB-AM/FM 42 \$0.00

Order Start Date: 5/26/2020 Order End Date: 12/7/2020 Spots: 42 Total Charges: \$0.00

Nondiscrimination. Atlantic Coast Radio (Big Jab/WPEI/WLOB) does not discriminate on the basis of race or ethnicity in the sale, placement, or scheduling of advertising. Any order for advertising that includes any such restriction will not be accepted.

#### Projected Media Month/End-Of-Schedule Billing Totals for EEO COMMUNITY / 100-00008 :

		<u>Spot Count</u>	<u>Net Billing</u>
May	2020	18	\$0.00
June	2020	3	\$0.00
December	2020	21	\$0.00
<b>Total:</b>		<b>42</b>	<b>\$0.00</b>

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ATLANTIC COAST RADIO  
779 Warren Avenue  
Portland, ME 04103 USA

Order #: 100-00011  
Description: Community Contacts WJJB  
Date Entered: 5/7/2021  
P.O.#:  
Salesperson: House, Account  
Invoice Frequency: Billed at end of Media/EOS, Sorted by Date Notary Req'd

EEO COMMUNITY  
, USA

#### On-Air Schedule

	<u>Start Date</u>	<u>End Date</u>	<u>Station</u>	<u>Scheduled Time/Event</u>	<u>Repeated</u>	<u>Length</u>	<u>Qty</u>	<u>Rate</u>	<u>Total</u>	<u>M</u>	<u>Tu</u>	<u>W</u>	<u>Th</u>	<u>F</u>	<u>Sa</u>	<u>Su</u>
1	5/10/2021	5/16/2021	WJJB-AM/FM	06:00:00a to 09:00:00a	Weekly	:30	21	0.00	0.00	3	3	3	3	3	3	3
2	12/6/2021	12/12/2021	WJJB-AM/FM	06:00:00a to 09:00:00a	Weekly	:30	21	0.00	0.00	3	3	3	3	3	3	3

Order Start Date: 5/10/2021 Order End Date: 12/12/2021 Spots: 42 Total Charges: \$0.00

Nondiscrimination. Atlantic Coast Radio (Big Jab/WPEI/WLOB) does not discriminate on the basis of race or ethnicity in the sale, placement, or scheduling of advertising. Any order for advertising that includes any such restriction will not be accepted.

#### Projected Media Month/End-Of-Schedule Billing Totals for EEO COMMUNITY / 100-00011:

		<u>Spot Count</u>	<u>Net Billing</u>
May	2021	21	\$0.00
December	2021	21	\$0.00
<b>Total:</b>		<b>42</b>	<b>\$0.00</b>

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ATLANTIC COAST RADIO  
779 Warren Avenue  
Portland, ME 04103 USA

Order #: 100-00014  
Description: Community Contacts  
Date Entered: 5/7/2021  
P.O.#:  
Salesperson: House, Account  
Invoice Frequency: Billed at end of Media/EOS, Sorted by Date Notary Req'd

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**On-Air Schedule**

	<u>Start Date</u>	<u>End Date</u>	<u>Station</u>	<u>Scheduled Time/Event</u>	<u>Repeated</u>	<u>Length</u>	<u>Qty</u>	<u>Rate</u>	<u>Total</u>	<u>M</u>	<u>Tu</u>	<u>W</u>	<u>Th</u>	<u>F</u>	<u>Sa</u>	<u>Su</u>
1	5/10/2021	5/16/2021	WPEI-FM	06:00:00a to 09:00:00a	Weekly	:30	21	0.00	0.00	3	3	3	3	3	3	3
2	12/6/2021	12/12/2021	WPEI-FM	06:00:00a to 09:00:00a	Weekly	:30	21	0.00	0.00	3	3	3	3	3	3	3

**Order Start Date: 5/10/2021    Order End Date: 12/12/2021    Spots: 42**

**Total Charges: \$0.00**

Nondiscrimination. Atlantic Coast Radio (Big Jab/WPEI/WLOB) does not discriminate on the basis of race or ethnicity in the sale, placement, or scheduling of advertising. Any order for advertising that includes any such restriction will not be accepted.

**Projected Media Month/End-Of-Schedule Billing Totals for EEO COMMUNITY / 100-00014 :**

		<u>Spot Count</u>	<u>Net Billing</u>
May	2021	21	\$0.00
December	2021	21	\$0.00
<b>Total:</b>		<b>42</b>	<b>\$0.00</b>

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ATLANTIC COAST RADIO  
779 Warren Avenue  
Portland, ME 04103 USA

Order #: 100-00013  
Description: Community Contacts WLOB  
Date Entered: 5/7/2021  
P.O.#:  
Salesperson: House, Account  
Invoice Frequency: Billed at end of Media/EOS, Sorted by Date Notary Req'd

EEO COMMUNITY  
, USA

#### On-Air Schedule

	<u>Start Date</u>	<u>End Date</u>	<u>Station</u>	<u>Scheduled Time/Event</u>	<u>Repeated</u>	<u>Length</u>	<u>Qty</u>	<u>Rate</u>	<u>Total</u>	<u>M</u>	<u>Tu</u>	<u>W</u>	<u>Th</u>	<u>F</u>	<u>Sa</u>	<u>Su</u>
1	5/10/2021	5/16/2021	WLOB-AM	06:00:00a to 09:00:00a	Weekly	:30	21	0.00	0.00	3	3	3	3	3	3	3
2	12/6/2021	12/12/2021	WLOB-AM	06:00:00a to 09:00:00a	Weekly	:30	21	0.00	0.00	3	3	3	3	3	3	3

Order Start Date: 5/10/2021 Order End Date: 12/12/2021 Spots: 42 Total Charges: \$0.00

Nondiscrimination. Atlantic Coast Radio (Big Jab/WPEI/WLOB) does not discriminate on the basis of race or ethnicity in the sale, placement, or scheduling of advertising. Any order for advertising that includes any such restriction will not be accepted.

#### Projected Media Month/End-Of-Schedule Billing Totals for EEO COMMUNITY / 100-00013 :

	<u>Spot Count</u>	<u>Net Billing</u>
May 2021	21	\$0.00
December 2021	21	\$0.00
<b>Total:</b>	<b>42</b>	<b>\$0.00</b>

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