

Southern Belle, LLC

FOR Seven Mountains Media, LLC FOR RADIO STATIONS

WOGA (FM), Mansfield, PA (Facility ID: 78437)

WNBT (FM), Wellsboro, PA (Facility ID: 21200)

WZBF (FM) Sayre, Pa (Facility ID: 40383)

WNDA (AM), Wellsboro, PA (Facility ID: 21199)

17671 Route 6, Mansfield, PA 16933

EEO PUBLIC FILE REPORT

This EEO Public File Report is filed in the stations' public inspection file pursuant to Section 73.2080(c) (6) of the Federal Communications Commission's ("FCC") rules. During the period ending on March 31, 2021, the stations filled the following full-time vacancies:

WOGA-FM/WNBT-FM/WNDA-AM 2 Outside Sales/Marketing Consultants

The station interviewed a total of 6 people for all full-time vacancies during the period covered in this report.

The following are the recruitment sources used during the period covered in this report and the cumulative number of interviewees referred by each:

Recruitment Source	Address	Contact Person	Phone Number	# Referred by Source	Request Notification
On Air Recruitment WNBT-FM WOGA-FM WNDA-AM	17671 Route 6 Mansfield, PA 16933	Michele Ensminger	570-724-1490 michele@7mountainsmedia.com	2	No
Websites mybigfootcountry.com WNBT-FM wogaintioga.com WOGA-FM wogaintioga.com WNDA-AM	17671 Route 6 Mansfield, PA 16933	Michele Ensminger	570-724-1490 michele@7mountainsmedia.com	2	No
Corporate Website 7mountainsmedia.com		Michele Ensminger	570-724-1490 michele@7mountainsmedia.com	0	No
All Access	28955 Pacific Coast Hwy, Suite 210 Malibu, CA 90265		310-457-6616	0	No
Pennsylvania Association of Broadcasters	8501 Paxton Street Hummelstown, PA 17036	Gail Ponti	717-482-4820	0	No
National Association of Broadcasters	1771 North Street North West Washington, DC, 20036	nab@nab.org		0	No
Radio Talent Institute/Bloomsburg University of PA			704-246-8185	0	No
Indeed.com	177 Broad Street 6th Floor		203-328-2691	0	No

	Stamford, CT 06901				
LinkedIn.com	2029 Stierlin Court Mountain View, CA 94043	linkedin.com	650-687-3600	0	No
Internal Posting Seven Mountains/Mansfield	17671 Route 6 Mansfield, PA 16933	Michele Ensminger	570-724-1490 michele@ 7mountains media.com	0	No
Referral	17671 Route 6 Mansfield, PA 16933	Michele Ensminger	570-724-1490 michele@ 7mountains media.com	2	No

Attachment A contains the following information for each full-time vacancy:

- The recruitment source(s) used to fill each vacancy, identified by name
- The recruitment source that referred the hiree for each full-time vacancy;
- The total number of persons interviewed for each full-time vacancy; and
- The total number of interviewees referred by each recruitment source used in connection with each vacancy.

Attachment B contains a list and brief description of menu options activities undertaken pursuant to the FCC's EEO rules during the time period covered by this report.

If your organization would like to be contacted regarding future vacancies, please contact:

Jamie Dyer, Market Manager
Seven Mountains Media, LLC
17671 Route 6
Mansfield, PA 16933
570-724-1490

Attachment A

Full-Time Vacancy EEO Information

Job Title of Vacancy: Outside Sales

Recruitment Source That Referred The Hiree: Employee Referral

Date Vacancy Opened: 8/16/2020

Date Vacancy Filled: 9/02/2020

Total persons interviewed for the vacancy: 3

Full-Time Vacancy EEO Information

Job Title of Vacancy: Outside Sales

Recruitment Source That Referred The Hiree: Employee referral

Date Vacancy Opened: 08/16/2020

Date Vacancy Filled: 09/02/2020

Total persons interviewed for the vacancy: 3

Attachment B EEO Outreach/Training 4/1/20 - 3/31/21

1. Training and Professional Development:

- a. Our Sales Representatives are provided with weekly group sales meetings with the Leadership Team. These meetings provide training, guidance, sales tips, understanding of goals, support and coaching.
- b. Weekly 1-on-1 meetings with the Leadership Team.
 - Happen every Monday or Tuesday morning
 - Meet with all reps individually via video conference or in person
 - Discuss current, planned, and continuance proposals to clients
 - Discuss goals, needs, and clients who may need contact
 - Training topics for each rep individually based on perceived need or from their asking for certain clients. situations, or policy as a company

- c. We also provide additional sales training using RUMPLE, a media driven sales tool. Rumble training tools help our Sales Representatives to connect today's social world in a way that helps them stay a step ahead of the competition. An online tool that has various video training sessions that all sales representatives are required to complete.

- d. We offer RAB Professional Development Foundations Courses to our Marketing Consultants but any department (promotions, production) can participate. There are 17 online classes with the final exam, resulting in certification as a Radio Marketing Professional.