



**Total Number of Interviewees for Sales Positions Vacancy During the Reporting Period Per Recruitment/Referral Sources**

<b>Referral Source</b>	<b>Contact</b>	<b>Address</b>	<b>Phone</b>	<b>Number of Interviewees Referred</b>
Walk In/ Personal Referral	Curt Dykstra	202 W 2nd Street Yankton, SD 57078	605 665-7892	1
SD Dept of Labor Job Service	Online	3113 Spruce St Yankton, SD 57078	605 668-2900	1
KKYA & KYNT & KDAM Radio ads	Curt Dykstra	202 W 2nd Street Yankton, SD 57078	605 665-7892	2
JOB FAIR .WORKS	Jesse Stroud	400 N. Rowley Mitchell, SD 57301	605 996-1490	0

**Full - Time Vacancies Filled During Reporting Period**

**2 Job Title:** Sales and Marketing positions  
**Recruitment Source:**

**DATE FILLED:** Still Open

**Recruitment/Referral Sources Used to Seek Candidates for Sales and Marketing Positions**

<b><u>Name</u></b>	<b><u>Address</u></b>	<b><u>City</u></b>	<b><u>Zip</u></b>
South Dakota Job Service	3113 Spruce St	Yankton, SD	57078
KYNT,KDAM & KKYA Radio	202 W 2nd Street	Yankton, SD	57078
Job Fair.works	400 N. Rowley	Mitchell, SD	57301
Walk in / Employee Reference	202 W. 2nd Street	Yankton, SD	57078

**Total number of interviewees from all sources for this position: No applicants or interviews yet**

South Dakota Job Service	3113 Spruce St	Yankton	57078
KYNT,KDAM,KKYA Radio	202 West 2nd Street	Yankton	57078
Job Fair.works	400 N. Rowley	Mitchell, SD	57301
Personal Reference	202 West 2nd Street	Yankton	57078
South Dakota Broadcasters	106 W. Capitol Ave #7	Pierre, SD	57501

**Total Number of Persons Interviewed for Sales Positions Vacancy**

**During the Reporting Period: No applicants or interviews so far...started mid November**

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Walk In/ Personal Referral	Curt Dykstra	202 W 2nd Street Yankton, SD 57078	605 665-7892	0
SD Dept of Labor Job Service	Online	3113 Spruce St Yankton, SD 57078	605 668-2900	0
KKYA & KYNT & KDAM Radio Ads	Curt Dykstra	202 W 2nd Street Yankton, SD 57078	605 665-7892	0
JOB FAIR .WORKS	Jesse Stroud	400 N. Rowley Mitchell, SD 57301	605 996-1490	<b>0</b>
South Dakota Broadcasters Website	Marla Willard	106 W. Capitol Ave #7 Pierre, SD 57501	605 224-1034	0

**Outreach Activities Performed During the Reporting Period**

<b>Initiative</b>	<b>Scope of Participation and Location</b>	<b>Station Staff Involved</b>
Training- Establishment of training for station personal designed to acquire skills for higher level positions.	Algona, Iowa Riverfront Broadcasting sales training, April 25 & 26, 2018 Various Sales speakers Derron Steenbergen and Bob Ketchum Training on sales techniques for radio station sales people	Curt Dykstra, Kristi Tacke Nicole Dvorak, Jeff Kleeman
Participation in Career Day at Yankton Middle School	On September 14, 2018 Station employees attended a career day for 8th graders at Yankton Middle School. Riverfront employees discussed the different types of jobs in broadcasting and did hands on training with approximately 60 students	Dave Leshner Scott Kooistra
Training - 44i	Sioux Falls, South Dakota digital sales training for sales staff on 11/19/18 Lead by 44i team of Jim Lather. Discussed new products to sell and how to sell them	Curt Dykstra, Kristi Tacke Carolyn Becker, Nicole Dvorak

South Dakota Broadcasters	Training with new director and other staff members responsible for writing news Speaker was Al Tompkins from The Poynter Institute Learned new ways of collecting news information, held on Sept 13, 2018	Curt Dykstra, Dave Lesher David Leonard, Scott Kooistra
Summer Internship	Logan Haak participated in an internship with the radio stations from May 14, 2018 to August 10, 2018. Logan participated in the programming and sales department	Curt Dykstra
World of Work Internship Yankton High School	Austin Solberg, student at Yankton High School, wanted audio production experience. Austin was at the radio stations from Oct 22, 2018 to Nov 30, 2018	Dave Lesher
Fall Internship	Nick Griffin, student at Dakota State University in Madison, SD Nick participated in an internship from Sept 10, 2018 to Nov 30, 2018 Nick wanted experience in the audio production side	Dave Lesher
Participation in Greater Yankton Living Job Fair	Local job fair with various companies in the Yankton Area, held Sept 26, 2018 Riverfront Broadcasting had a booth and promoted various full time and part time positions available	Curt Dykstra
Participation in Yankton High School, Workforce Event	Local job fair with companies promoting jobs and interships available Workforce Event was held at Yankton High School, Riverfront Broadcasting had a booth promoting career positions and interships available, held on Dec 19, 2017	Curt Dykstra