

# FRANK R. WOODBECK

## *EXPERIENCE*

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Director, Las Vegas Operations & Workforce Initiatives

Responsible for economic development activity in coordination with the local development authorities in southern Nevada; and for providing advice and guidance to create employment and training opportunities for new and emerging companies throughout the state.

Day-to-day oversight and support of the Las Vegas office, which includes the Nevada Film Office, Office of

POST-NEWSWEEK CABLE, INC. (The Washington Post Company), Phoenix, AZ

January 1986 to December 1991

Vice President – Advertising Sales

- Position established in August 1984 under Capital Cities Cable (below). I joined The Washington Post Company in January 1986 as a result of the Capital Cities acquisition of American Broadcasting Companies (ABC Networks), and sale of Capital Cities Cable to The Washington Post Company. My duties are outlined below, under Capital Cities Communications. Took the division from infancy to 25+ cable advertising sales operations and a 50% net cash flow generator in 4 years.

CAPITAL CITIES COMMUNICATIONS, INC.

March 1972 to January 1986

Vice President, Advertising Sales – Capital Cities Cable, Inc., Bloomfield Hills, MI  
(August 1984 to January 1986)

- Established the Advertising Sales Division for the sale of advertising on satellite delivered cable networks in selected local communities where Capital Cities