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RADIO NEWS

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FCC, broadcasters debate market fair share

by Frank Saxe

The FCC has upheld the sale of a small town Arkansas station, but the question of relevant market remains unanswered.

Last month, El Dorado Broadcasting (EDB) asked the Commission to take another look at the sale of KBYB-FM El Dorado, AR to Noalmark Broadcasting. EDB argued the deal would give Noalmark roughly 80% of the market's radio ad revenues and listeners in Union County.

But when the Commission reviewed the sales agreement a second time, the FCC looked at a geographical area which included more than twice the number of stations. While the FCC unanimously upheld its approval of the sale, Commissioners **Susan Ness (D)** and **Gloria Tristani (D)** said a larger issue remains. "There can be no meaningful assessment of market concentration because there is no consistent definition of the relevant market," they said in a joint statement two weeks ago.

The pair also said the current rules for defining radio markets hamper the FCC's ability to enforce the Telecom Act's ownership limits, to the point where one company could own all of the radio stations that serve a particular community—particularly in daisy-chain duopoly settings.

The FCC is looking at what relevant markets should be, under its biennial review (MM 98-35).

Trouble in Smalltown, USA

Although some owners are grumbling about FCC review, the Commission is increasingly being asked by small

market owners to review a sale's market impact because the Justice Department has been reluctant to divert its resources to such cases. EDB filed a complaint with DOJ's Antitrust Division, but it declined to look at the El Dorado deal's implications.

In a recent filing, Air Virginia, which owns WUMX-FM Charlottesville, VA, asked the FCC to block Charlottesville Broadcasting Corp. from merging with Eure Communications, which would give the new company five stations in the market, with what Air Virginia said would be 60% of the radio revenues in market #223.

In St. George, UT, a town of 11,350 near the Arizona border, Redrock Broadcasting asked the FCC to block the sale of two stations to Simmons Radio. Redrock lawyers said Simmons has admitted it would have 45% of the radio revenue in the market, and has claimed in its own newspaper ads that its three stations have 71% of "prime time listening."

"If you have a policy, then it ought to apply to everyone—otherwise don't have the policy," said Redrock's DC attorney **Lee Shubert**, who said many owners are being "creamed" while DOJ focuses on large markets.

Cmsrs. Ness and Tristani said BIA revenue numbers help guide them in larger markets, but accurate numbers are tough to come by for small markets, so it is "vital that parties provide us with fact-specific information about the effect of the proposed transaction on diversity and competition."

Hicks keeps promise, takes flack

by Frank Saxe

Capstar (N:CRB) CEO **Steve Hicks** has promised FCC Chair **Bill Kennard (D)** he'll help minority owners—and a recent deal in Roanoke, VA will do that to the chagrin of another owner, which calls it a "sham transaction."

Capstar owns two AMs and seven FMs in the market and to comply with owner-

ship requirements it has filed an application to sell six stations to black-owned Davis Broadcasting. But Wheeler Broadcasting has asked the FCC to deny the transfer, arguing Capstar would still effectively control the stations. After Capstar, Wheeler is the second largest group owner in Roanoke, with three FMs and an AM.

Under the deal struck with Davis, Capstar would receive 33% of Davis' stock and a

\$5.45M promissory note in exchange for acting as a guarantor for bank financing totalling \$14.8M.

"It appears that the transaction...is a thinly disguised stratagem designed to more effectively consolidate the Roanoke market under the Capstar aegis," said Wheeler in its filing.

A Capstar spokeswoman said she could not comment on the pending deal.

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Mancow rocks Chicago

by Katy Bachman

Holy cow! Mancow, that is, whose move to Emmis' WKQX-FM (Q101) mornings has had an explosive effect on the station's ratings, to the detriment of Chancellor's WRCX-FM (Rock 103.5).

Mancow left WRCX at the end of June and signed a reported \$3M contract with Q101. His first day on-air was July 27 (RBR 6/29, p. 4). To fill Mancow's vacancy, WRCX picked up the syndicated "Bob and Tom Show."

Since then, Q101's ratings in morning drive increased 65%, according to just-released AccuTrack data. Mancow took Q101's weekly AccuTrack 12+ morning drive shares from 5.5 to 9.6, while Rock 103.5 dropped during the month of July to a 1.5.

The May-June-July Arbitrends show the same pattern among the 18-34 demo: Q101 jumped from a 4.4 in June to a 7.1 in July compared to Rock 103.5's dramatic fall from a high of 16.0 in May to a 12.7 in June and 3.4 in July.

Q101 GM **Chuck Hillier** called the results "the quickest turnaround in Chicago history. By the time Cow gets done with these dudes [Bob and Tom on Rock 103.5], you'll need dental records to identify them."

Meanwhile, **Howard Stern's** Arbitrends on CBS' WCKG-FM are trending down. His 12+ morning drive shares (May-June-July) were 3.0, 4.1, 1.9. Among the 18-34 demo, the numbers are better, but declining at 5.7, 8.5, 4.7.

RBR observation: Who said radio wars would die with consolidation!

Memo haunts Zimmer

by Frank Saxe

The Missouri Attorney General's office has turned over a confidential memo to the FCC, in which two broadcast attorneys lay out for the Zimmer brothers how they can own more stations in Missouri's capital.

AG **Jay Nixon** has asked the FCC to review the applications filed by Zimmer Radio of Missouri, owned by **Jerry, Donald, John and James Zimmer**; and by MVP Radio, owned by **David and Tom Zimmer**, to acquire more stations in central Missouri (RBR 4/13, p.12). The AG's office says the family's two companies would control 85% of the market's ad revenue.

The "privileged and confidential" memo from Fletcher Heald & Hildreth attorneys **Frank Jazzo** and **Andrew Kersting** to Jerry and Donald Zimmer details how they could own additional stations.

"One means of acquiring all the Jefferson City stations would be to have a member of the Zimmer family purchase the station on an individual basis. It would be best to have someone such as David purchase the additional FM station because he does not hold an interest in Zimmer [Radio]," said the memo. It also points out that the FCC has repeatedly ruled that the existence of a family relationship is not enough to presume common control.

"MVP is independent and always has been," said Kersting last week, adding the memo "certainly wasn't an attempt to skirt the ownership rules."

Although they were filed nine months ago, the FCC has yet to rule on the Zimmer and MVP applications.

Network revs look promising

Revenues may finally be catching up to the ratings, say network radio execs. They point to recent Miller Kaplan figures showing network was up 7.3% in Q2, after a slight drop in Q1. "New inventory is part of it, but the business is really robust," said **David Kantor**, SVP Chancellor's AMFM Radio Networks. "There's no way we won't do better this year." Last year's network revenues were \$646M. —KB

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Competing Media

Local radio ad share surges to nearly 20%

by Katy Bachman

After a rather lackluster April (*RBR* 7/27, p. 4), radio's share of the local ad pie jumped to 19.8% in May from last month's 15.3%, based on the radio stations in the 10 markets that make up the *RBR*/Miller Kaplan Total Media Index. The top 25 categories listed represent 90% of the local ad dollars.

Radio's gain was newspapers' loss. Still, newspapers continue to have the largest share of ad dollars at 41.8%, despite losing share from April's high of 45.4%. TV's share is holding steady at 39.3%.

Total media expenditures were up 44.6% to about \$567M. Radio was up more than 87%, followed by TV, up 41.6% and newspapers' 32.9% gain.

In the leading media categories, radio's share was up; Automotive to 11.6% from 9.8%; Restaurants to 25.6% from 11.3%; Department Stores to 12.3% from 10.8%.

Communications/Cellular dollars were way up, more than doubling expenditures in radio to more than \$9M for a 28.1% share of the total.

Television (it was a sweeps month, after all) spent three times more on advertising in May, and radio got the lion's share at 84.0%. Other strong categories for radio in May were Financial Services at 22.7%, Computers/Office Equipment at 21.6%, Medical/Dental/Health Insurance at 34.8%, and Entertainment-Other/Lottery at 49.7%.

Dominating the local market ad share, Newspapers netted more than 50% of the dollars in Department Stores, Appliances & Electronics, Computers/Office Equipment, and Transportation.

Categories spending big shares in TV include Automotive at 45.9%, Restaurants at \$50.6%, Foods at 42.5%, Furniture at 39.2%, and Movies/Theater/Concerts at 48.3%.

RBR/Miller Kaplan Total Media Index May 1998 (Expenditures in 000)

Category	Newspaper	TV	Radio	Total Media	Radio % of Total
Automotive	59,972	64,810	16,441	141,223	11.6%
Restaurants	20,074	29,942	9,212	59,228	15.6%
Department Stores	31,947	5,057	5,170	42,174	12.3%
Foods	13,811	13,944	5,022	32,777	15.3%
Communications/Cellular	12,176	11,831	9,372	33,379	28.1%
Furniture	10,048	9,220	4,281	23,549	18.2%
Financial Services	11,271	10,456	6,394	28,121	22.7%
Movies/Theater/Concerts	6,745	8,824	2,702	18,271	14.8%
Grocery Stores	7,949	4,903	3,820	16,672	22.9%
Appliances & Electronics	10,263	5,017	2,045	17,325	11.8%
Hotels/Resorts/Tours	13,027	3,424	2,110	18,561	11.4%
Drug Stores/Products	4,515	8,401	2,022	14,938	13.5%
Computers/Office Equipment	6,782	3,420	2,810	13,012	21.6%
Other Retail	6,414	4,007	3,989	14,410	27.7%
Medical/Dental/Health Insurance	3,405	3,711	3,802	10,918	34.8%
Auto Parts/Service	2,717	5,580	2,904	11,201	25.9%
Music Stores/CDs/Videos	1,246	3,374	1,710	6,330	27.0%
Transportation	4,381	2,079	1,528	7,988	19.1%
Entertainment-Other/Lottery	1,296	2,040	3,292	6,628	49.7%
Home Improvement	4,271	3,596	2,901	10,768	26.9%
Professional Services	722	4,381	2,012	7,115	28.3%
Beverages	951	5,940	4,761	11,652	40.9%
Television	1,711	610	12,210	14,531	84.0%
Personal Fitness & Weight Centers	505	2,384	541	3,430	15.8%
Publications	560	1,152	924	2,636	35.1%
TOTAL	236,759	218,103	111,975	566,837	19.8%

*Based on Media Market X-Ray composite data for 10 markets (Atlanta, Dallas, Hartford, Minneapolis-St. Paul, Pittsburgh, Portland, OR, Providence, Sacramento, San Diego, Seattle). Newspaper and television data compiled by Competitive Media Reporting and radio data compiled by Miller, Kaplan, Arase & Co., CPAs. For further information contact George Nadel Rivin at (818) 769-2010.

RBR News Briefs

► More woes at Westwood One (O:WONE)...CBS Talker **Gill Gross** exits the lineup Sept. 25 after six years. WW1 Programming President **Ed Salamon** acknowledges there's been "a real shakeout in old CBS Talk shows," but points out that several new ones have been added, such as **Martha Stewart**.

► Keeping **Art Bell's** "Coast to Coast" and "Dreamland" programs, Premiere Radio Networks has given all 23 other Talk Radio Networks programs their walking papers. Premiere acquired the network when it purchased Chancellor Broadcasting Co. earlier this year.

► Despite its financial troubles (*RBR* 7/6, p. 3), Digital Courier (DCI) has managed to sign Citadel (O:CITC) to a two-year group contract for a WAN service, allowing Citadel's 106 stations to share audio, data and text.

► The NAB has asked the FCC for a temporary stay on implementation of the new main studio rules, released Aug. 11. NAB said disruption will be caused by changing the political broadcasting rules in the midst of a biennial Federal election campaign. The FCC ordered broadcasters to give the public, for the first time, telephone access to the public file and mail copies to whomever requests them—a change the NAB will challenge.

► UPI CEO **James Adams** resigned Aug. 14 to head a defense intelligence firm, after 14 months on the job. Adams will remain as a director and will be closely involved in day-to-day operations. UPI's executive director of business development, **Gerry Muldrum**, will head UPI while a search for a new CEO is conducted. Broadcast head **Ben Avery** said stations should notice little difference.

► CBS attorneys are expected to file an appeal this week of a New York court ruling which reinstated an \$8M lawsuit against **Howard Stern** and Infinity Broadcasting, now a subsidiary of CBS Corp. (N:CBS). The suit was filed by the family of a deceased topless dancer, who claim a July '95 broadcast about her death caused them severe emotional distress.

► Miami was the setting for the largest ever FCC pirate crackdown—it shut down 15 pirate stations in recent weeks, including 13 during a five day sweep in late July.

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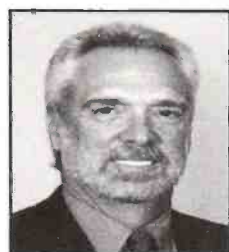
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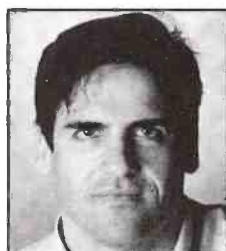
The list: Radio's biggest moguls

By Jack Messmer

Westwood One founder
Norm Pattiz.



The year's hottest IPO
launched Broadcast.com
co-founder Mark Cuban
into the top ranks of RBR's
list in his first appearance
at \$268M. The other co-
founder, Todd Wagner,
checks in at \$158M.



Sure dad's a billionaire,
but Mark Mays' \$54M in
Clear Channel stock is
hardly chump change, nor
is brother Randall's \$36M.



No one has more fun in
radio than Jacor's Randy
Michaels. Even so, we
doubt that he minds the
accumulated wealth as a
nice side benefit.



Here, listed from the wealthiest down to \$10M in total stock and options, are the top shareholders of the public companies which own radio stations, radio networks, or radio-related companies.

Unlike our two previous annual lists, which counted only stock actually owned, this listing also includes options (and, in a few cases, warrants) to purchase stock. All of the figures have been obtained from the companies' recent SEC filings. Since it is virtually impossible to determine the exercise prices of all of the options, they are counted at full value with the stock in determining the total value. The option figures are assumed to include only "in-the-money" options, but a few companies did not specify whether or not all of the options were exercisable at current prices. All dollar values are based on July 31 closing stock prices.

The billionaires

Individual, Title, Company	Owned	Options	Total Value
Lowry Mays, CEO, Clear Channel	29,331,336	1,120,000	\$1,710,969,216
Pulitzer Family trust (note)	15,378,578	0	\$1,304,287,957
B.J. "Red" McCombs, dir., Clear Channel	22,378,372	2,000	\$1,257,485,962

\$500M to \$999M

Roy E. Disney, vice chair, Disney	18,485,745	360,000	\$648,990,921
Michael Pulitzer, CEO, Pulitzer (indiv.)	6,784,377	0	\$575,396,582
Sulzberger Family trust, New York Times	16,718,859	287,638	\$522,949,783

\$250M to \$499M

Barry & Gail Ackerley, co-chairs, Ackerley	21,054,072	0	\$463,189,584
Barbara Cox Anthony, Cox Radio (note)	9,642,003	0	\$420,024,935
Anne Cox Chambers, Cox Radio (note)	9,642,003	0	\$420,024,935
Rob Glaser, CEO, RealNetworks	14,082,871	0	\$418,078,191
David Saperstein, CEO, Metro Networks	10,486,018	33,334	\$402,365,214
Mel Karmazin — total (note)			\$381,393,443
Mel Karmazin, Pres., CBS	1,085,220	9,762,519	\$368,139,718
Mel Karmazin, CEO, Westwood One	172,149	358,000	\$13,253,725
Michael Eisner, CEO, Disney	10,808,745	0	\$372,220,752
David Moore, dir., Pulitzer (indiv.)	4,013,006	0	\$340,359,091
Emily Pulitzer, dir., Pulitzer (indiv.)	3,807,746	0	\$322,950,169
Tichenor Family voting trust, Heftel (note)	7,422,644	0	\$302,472,743
Mark Cuban, chair, Broadcast.com	4,609,740	288,000	\$267,539,048
Scott Ginsburg, former exec., Chancellor	4,218,132	1,300,000	\$266,249,869



The signal is clear.

<p>JUNE 1997 \$32,500,000</p> <p>AMERICAN TOWER AMERICAN TOWER CORP. HAS SOLD A STAKE TO</p> <p>CLEAR CHANNEL COMMUNICATIONS, INC.</p> <p>FINANCIAL ADVISOR</p>	<p>MAY 1998 \$589,000,000</p> <p>CAPSTAR BROADCASTING CORPORATION</p> <p>COMMON STOCK</p> <p>CO-LEAD MANAGER</p>	<p>JUNE 1997 \$100,000,000</p> <p>CAPSTAR BROADCASTING</p> <p>12% SENIOR EXCHANGEABLE PREFERRED STOCK DUE 2009</p> <p>LEAD MANAGER</p>	<p>MAY 1998 \$1,350,000,000</p> <p>CAPSTAR RADIO BROADCASTING PARTNERS, INC. \$500,000,000 REVOLVING CREDIT FACILITY \$450,000,000 TERM LOAN A FACILITY \$400,000,000 TERM LOAN B FACILITY ADMINISTRATIVE AGENT/CO-ARRANGER</p>
<p>JUNE 1997 \$200,000,000</p> <p>CAPSTAR RADIO BROADCASTING</p> <p>9 7/8% SENIOR SUBORDINATED NOTES DUE 2007</p> <p>LEAD MANAGER</p>	<p>JUNE 1997 \$200,000,000</p> <p>Chancellor MEDIA CORPORATION</p> <p>CHANCELLOR RADIO BROADCASTING COMPANY A WHOLLY OWNED SUBSIDIARY OF CHANCELLOR BROADCASTING COMPANY</p> <p>8 7/8% SENIOR SUBORDINATED NOTES DUE 2007 CO-MANAGER</p>	<p>MARCH 1998 \$1,032,400,000</p> <p>Chancellor MEDIA CORPORATION</p> <p>CHANCELLOR MEDIA CORPORATION</p> <p>COMMON STOCK</p> <p>JOINT-BOOK MANAGER</p>	<p>SEPTEMBER 1997 \$2,500,000,000</p> <p>Chancellor MEDIA CORPORATION</p> <p>CHANCELLOR MEDIA CORPORATION OF LOS ANGELES \$1,600,000,000 REVOLVING CREDIT FACILITY \$900,000,000 TERM LOAN A FACILITY</p> <p>SYNDICATION AGENT/CO-ARRANGER</p>
<p>MARCH 1998 \$594,800,000</p> <p>CLEAR CHANNEL COMMUNICATIONS, INC.</p> <p>COMMON STOCK</p> <p>LEAD MANAGER</p>	<p>MARCH 1998 \$500,000,000</p> <p>CLEAR CHANNEL COMMUNICATIONS, INC.</p> <p>2 3/8% SENIOR CONVERTIBLE NOTES DUE 2003</p> <p>LEAD MANAGER</p>	<p>JUNE 1998 \$940,000,000</p> <p>CLEAR CHANNEL COMMUNICATIONS, INC.</p> <p>HAS ACQUIRED</p> <p>MORE GROUP</p> <p>FINANCIAL ADVISOR</p>	<p>OCTOBER 1997 \$66,200,000</p> <p>ECHOSTAR COMMUNICATIONS CORPORATION</p> <p>COMMON STOCK</p> <p>CO-MANAGER</p>
<p>JANUARY 1998 \$238,600,000</p> <p>HFTEL BROADCASTING CORPORATION</p> <p>CLASS A COMMON STOCK</p> <p>LEAD MANAGER</p>	<p>JUNE 1998 \$184,875,000</p> <p>LAMAR ADVERTISING COMPANY</p> <p>COMMON STOCK</p> <p>LEAD MANAGER</p>	<p>NOVEMBER 1997 \$36,900,000</p> <p>LAMAR ADVERTISING COMPANY</p> <p>COMMON STOCK</p> <p>LEAD MANAGER</p>	<p>SEPTEMBER 1997 \$200,000,000</p> <p>LAMAR ADVERTISING COMPANY</p> <p>8 3/8% SENIOR SUBORDINATED NOTES DUE 2007</p> <p>CO-MANAGER</p>
<p>JUNE 1997 \$500,000,000</p> <p>outdoor systems OUTDOOR SYSTEMS, INC.</p> <p>8 3/8% SENIOR SUBORDINATED NOTES DUE 2007</p> <p>CO-MANAGER</p>	<p>FEBRUARY 1998 \$150,000,000</p> <p>SBA COMMUNICATIONS CORPORATION</p> <p>12% SENIOR DISCOUNT NOTES DUE 2008</p> <p>LEAD MANAGER</p>	<p>APRIL 1998 \$467,800,000</p> <p>SBG SINCLAIR BROADCAST GROUP</p> <p>SINCLAIR BROADCAST GROUP</p> <p>CLASS A COMMON STOCK</p> <p>CO-MANAGER</p>	<p>SEPTEMBER 1997 \$193,500,000</p> <p>SBG SINCLAIR BROADCAST GROUP</p> <p>SINCLAIR BROADCAST GROUP</p> <p>CLASS A COMMON STOCK</p> <p>CO-MANAGER</p>
<p>SEPTEMBER 1997 \$150,000,000</p> <p>SBG SINCLAIR BROADCAST GROUP</p> <p>SINCLAIR BROADCAST GROUP</p> <p>6% CONVERTIBLE EXCHANGEABLE PREFERRED STOCK</p> <p>CO-MANAGER</p>	<p>AUGUST 1997 \$206,900,000</p> <p>UNIVERSAL OUTDOOR HOLDINGS, INC.</p> <p>COMMON STOCK</p> <p>LEAD MANAGER</p>	<p>APRIL 1998 \$1,750,000,000</p> <p>UNIVERSAL OUTDOOR HOLDINGS, INC.</p> <p>HAS BEEN ACQUIRED BY</p> <p>CLEAR CHANNEL COMMUNICATIONS, INC.</p> <p>FINANCIAL ADVISOR</p>	<p>FEBRUARY 1998 \$836,000,000</p> <p>UNIVISION COMMUNICATIONS, INC.</p> <p>CLASS A COMMON STOCK</p> <p>CO-MANAGER</p>

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BT Alex. Brown

Bankers Trust
Architects of Value

Clear Channel's stock price gains of the past year have boosted Lowry Mays into the ranks of America's billionaires. He's already closing fast on a second billion.



You'd be selling Walt's nephew short to say that he inherited his wealth. Roy E. Disney and his hand-picked CEO, Michael Eisner, put Disney back on the fast track. Roy is likely a billionaire, since he has extensive personal investments outside Disney, including Latin Communications, parent company of EXCL.



Metro Networks' stock has been rising, taking founder David Saperstein's net worth sharply higher as well.



Mel Karmazin's carried-over options from Infinity Broadcasting, exercisable for just pennies on the dollar, make him far and away the biggest shareholder of CBS Corp., although Chairman Michael Jordan also makes RBR's list... about \$300M further down. Karmazin's holdings also include Westwood One stock and options.



Ed Christian has been expanding Saga into TV and Icelandic radio.



The stock price of Emmis Communications got a boost after Jeff Smulyan took the radio group into television, as well.



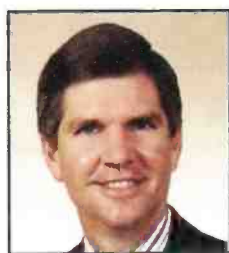
\$100M to \$249M

Karl Eller, CEO, Eller Media (Clear Ch.)	2,239,938	2,171,112	\$247,843,666
Gerald Carrus, CBS Corp. (note)	7,048,666	0	\$239,210,578
Michael Wiener, CBS Corp. (note)	6,107,232	0	\$207,261,132
David Smith, chair., Sinclair	6,935,057	0	\$181,608,338
Fisher family members & trusts, Fisher Cos.	2,426,460	0	\$178,951,425
Taylor Family voting trust, NY Times	5,803,191	0	\$178,448,123
J. Duncan Smith, VP, Sinclair	6,570,020	0	\$172,049,114
Steve Dodge, CEO, American Tower	4,047,114	3,000,000	\$169,130,736
Tom Hicks — total (note)			\$168,499,249
Tom Hicks, chair., Capstar	4,636,913	0	\$114,183,983
Tom Hicks, chair., Chancellor Media	1,125,705	0	\$54,315,266
Todd Wagner, CEO, Broadcast.com	2,648,100	235,800	\$157,533,038
Edward Gaylord, chair., Gaylord Ent.	5,019,144	120,937	\$157,414,981
Frederick Smith, VP, Sinclair	5,926,853	0	\$155,206,500
Robert Smith, VP, Sinclair	5,748,702	0	\$150,541,259
David Margolese, CEO, CD Radio	4,434,500	700,000	\$135,422,438
Jeff Smulyan, CEO, Emmis	2,640,894	375,000	\$128,929,469
J. Michael Gearon Jr., Exec. VP, Am. Tower	4,640,002	234,451	\$116,986,872
Tom Murphy, dir., Disney	3,267,129	1,200	\$112,551,446
Scott Eller, pres., Eller Media (Cl. Ch.)	1,902,938	0	\$106,920,377
Steve Hicks, CEO, Capstar	2,544,499	1,678,436	\$103,989,774

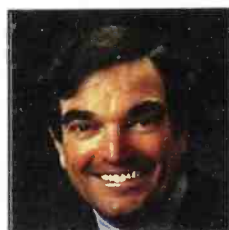
\$50M to \$99M

Warren Tichenor, Heftel	2,231,778	0	\$90,944,954
Sam Zell, chair., Jacor (note)	1,505,836	0	\$88,279,636
Michael Budagher, COO, OmniAmerica	2,155,000	0	\$87,816,250
Glenn Jones, CEO, Jones Intercable	2,450,307	601,113	\$82,006,913
Steve Dinetz, former exec., Chancellor	132,088	1,549,138	\$81,119,155
M.C. Dickinson, dir., CBS (in trusts)	2,352,464	0	\$79,835,571
Darlene Friedland, dir., CD Radio	2,834,500	0	\$74,759,938
McHenry Tichenor Jr., CEO, Heftel	1,752,334	40,000	\$73,037,611
Stuart & Anita Subotnick, chair/dir., Big City	8,250,458	0	\$71,160,200
Mitch Kapor, dir., RealNetworks	2,218,945	19,920	\$66,465,185
Edith Gaylord Harper, Gaylord Ent.	2,133,371	0	\$65,334,487
Michael Jordan, chair, CBS	62,173	1,844,195	\$64,696,411
Jeff Marcus, CEO, Chancellor Media	63,636	1,274,242	\$64,552,614
William Rouhana Jr., CEO, WinStar	937,173	986,667	\$63,486,720
Robert Decherd, CEO, Belo Corp.	2,951,802	47,130	\$62,977,572
Larry Wilson, CEO, Citadel	2,268,765	479,636	\$60,464,822
Jim de Castro, Pres.-Radio, Chancellor	0	1,170,000	\$56,452,500
Mark Mays, COO, Clear Channel	921,936	39,576	\$54,024,475
David Stonecipher, CEO, Jeff-Pilot	367,993	520,000	\$50,060,605

Mac Tichenor is the third generation of his family in radio, but the first to run a public company. The family fortune is growing rapidly, as is the Hefiel stake owned by Clear Channel.



New CEO Jeff Marcus already owns a substantial stake in Chancellor Media, since he was a director long before taking the top post. The \$65M figure doesn't include his holdings in privately-owned Marcus Cable nor his investments through Hicks, Muse, Tate & Furst.



Michael Eisner's compensation package is regularly criticized by corporate responsibility activists as being overly generous, but even years of accumulated stock options haven't put him into the top ten of RBR's moguls list.



Not only has Steve Hicks multiplied his \$20M severance from SFX by five times through his new company, Capstar, he also managed to buy SFX itself and is now also buying Triathlon from his former partner, Bob Sillerman.



\$25M to \$49M

Dealey Herndon, dir., Belo Corp.	2,334,650	19,000	\$49,426,650
John Madigan, CEO, Tribune	701,850	0	\$47,199,413
Barry Baker, CEO-designate, Sinclair	261,876	1,382,435	\$43,059,572
Martin Dickinson, dir., Gaylord Ent.	1,293,755	34,264	\$40,670,582
Michael Levy, CEO, SportsLine USA	1,370,000	150,000	\$40,280,000
Tom Stoner, dir., American Tower	1,584,269	40,538	\$38,995,368
Randall Mays, CFO, Clear Channel	606,498	39,576	\$36,300,960
Calvin Payne, CEO, Westower	1,125,000	0	\$36,281,250
S. Roy Jeffrey, COO, Westower	1,125,000	0	\$36,281,250
James Moroney Jr., dir., Belo Corp.	1,638,932	43,500	\$35,331,072
Robert Lawrence, COO, Jacor	9,403	592,460	\$35,284,218
Lawrence Pearlman, CEO, Ceridian	52,857	556,754	\$34,861,824
Nathan Kantor, COO, WinStar	95,572	948,697	\$34,460,877
Randy Michaels, CEO, Jacor	15,925	565,900	\$34,109,491
Christine Gaylord Everest, dir., Gaylord Ent.	989,692	74,576	\$32,593,208
Sanford Litvack, Sr. Exec. VP, Disney	33,870	900,000	\$32,159,681
Fred Lumis, dir., American Tower	833,351	497,043	\$31,929,456
Alan Box, Exec. VP, American Tower	850,928	448,622	\$31,189,200
Lawrence Murphy, Exec. VP, Disney	63,681	816,000	\$30,293,575
James Dowdle, CEO, Tribune Bdcstng.	392,980	32,369	\$28,604,720
Matt Devine, CFO, Chancellor Media	0	562,500	\$27,140,625
Norm Pattiz, chair., Westwood One	865,730	215,000	\$27,018,250
Estate of Burk Zantf, SportsLine USA	800,000	200,000	\$26,500,000
Kristie Miller, dir., Tribune	369,812	6,000	\$25,273,357

Notes: All calculations based on closing stock prices, July 31, 1998. Totals for Mel Karmazin and Tom Hicks are for two radio companies each. The holdings of Barbara Cox Anthony and Anne Cox Chambers are based on their ownership, though a series of trusts, of Cox Enterprises. Holdings allocated to the Tichenor Family Voting Trust include all stock owned by Tichenor family members other than McHenry Tichenor Jr., McHenry Tichenor Sr. and Warren Tichenor, whose individual holdings were disclosed due to their directorships. Holdings of Sam Zell and David Schulte are estimated, based on previous disclosures of their respective ownership of Zell/Chilmark, the investment fund which is Jacor's largest shareholder. The holdings of Gerald Carrus and Michael Wiener are based on their stock ownership at the time of Infinity Broadcasting's merger into CBS—neither is currently a director, executive or 5% shareholder of CBS. The holdings listed for individual Pulitzer family members are exclusive of the shares held by the Pulitzer Family trust.

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David Smith is the public face of Sinclair Broadcast Group, but his three brothers each own nearly as much of the company's stock. Together, the siblings are worth two-thirds of a billion dollars.

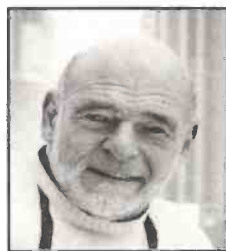


Steve Dodge may have sold his radio stations to CBS, but he still owns a lot of the towers.

American Tower is his third Wall Street success, following in the footsteps of American Cable Systems and American Radio Systems.



If you follow the daily rumor faxes, Sam Zell sold Jacor at least five times in the last 18 months. In truth, Zell isn't getting out of radio until he's convinced that he and his investors are getting the absolute best payoff possible.



This is likely Bob Sillerman's last appearance on this list, since he's already sold SFX Broadcasting and has a deal pending to sell Triathlon. He's been making headlines lately, though, with his new venture, SFX Entertainment, which is consolidating (and shaking up) the concert industry.



Wall Street traders embraced Citadel's IPO, making Larry Wilson a radio mogul to be reckoned with.



\$10M to \$24M

Fred Reynolds, CFO, CBS	28,373	637,500	\$22,597,732
Bruce Jacobsen, COO, RealNetworks	178,250	550,873	\$21,645,475
Joe Winn, CFO, American Tower	232,757	662,679	\$21,490,464
Ken Elkins, Sr. VP-Bcst., Pulitzer	17,739	229,332	\$20,954,586
Richard Weening, CEO, Cumulus Media	437,313	1,000,690	\$20,132,042
Steven Chrust, dir., WinStar	70,000	538,667	\$20,086,011
E.K. Gaylord II, dir., Gaylord Ent.	620,025	27,210	\$19,821,572
Ed Christian, CEO, Saga	1,208,510	51,248	\$19,526,249
Chris Weber, CFO, Jacor	8,040	305,750	\$18,395,939
Lew Dickey Jr., COO, Cumulus Media	291,542	1,000,690	\$18,091,248
Ronald Ridgeway, Sr. VP-Fin., Pulitzer	28,862	182,499	\$17,925,949
Peter Lund, former exec., CBS	0	500,000	\$16,968,500
L.J. Briskman, Sr. VP, CBS	2,093	493,290	\$16,811,813
E. Cardon Walker, CEO, Disney Ent.	465,735	3,600	\$16,162,489
David Schulte, dir., Jacor (note)	266,994	0	\$15,652,523
Timothy Graham, Exec. VP, WinStar	225,853	220,000	\$14,713,149
Bob Sillerman, chair., Triathlon	1,136,852	60,200	\$14,139,578
John Eickhoff, CFO, Ceridian	50,325	181,928	\$13,281,852
Richard Nanula, CFO, Disney	10,659	342,000	\$12,144,518
James Eisenstein, Exec. VP, Am. Tower	25,000	474,740	\$11,993,760
N. Penniman IV, Sr. VP-Newspaper, Pulitzer	2,500	127,500	\$11,025,560
Ronald Turner, Exec. VP, Ceridian	48,237	131,667	\$10,288,170
W. Don Cornwell, CEO, Granite Bcstng.	437,450	482,300	\$10,117,250

Many more are millionaires

The ranks of radio's Wall Street millionaires are expanding rapidly as companies get larger and more radio groups sell public stock. In a few cases, names have disappeared from the list due to the sale of their stations (Bud Paxson is a notable example), but for the most part the radio industry is seeing more people hit eight figures for their net worth.

Just missing this year's list, with \$9-\$9.99M, were Paul Stone, CFO, Capstar; Theodore Strauss, director, Clear Channel; Mike Kakoyiannis, CEO, Big City; John Cullen, president, GulfStar (Capstar); Stuart Beck, president, Granite Broadcasting; and Shane Coppola, Executive VP, Metro Networks.

There may well be others with \$10M or more in radio stock and options whose holdings were not revealed because they are not an executive officer or 5% shareholder of their company. (Anyone who'd like to be included is welcome to send RBR copies of their brokerage statements.) The ranks of millionaires at some of the most successful companies, such as Clear Channel and Infinity (now part of CBS), likely include receptionists, traffic managers, sales people and disc jockeys who were lucky enough to start accumulating shares when what are now mega-groups had only a handful of radio stations.

Also, it was not possible to determine the ownership interests of Carl Hirsch, Tony Ocepek and Tom Hicks in OmniAmerica, since they acquired those interests via a Hicks, Muse, Tate & Furst investment fund.

BROADCAST INVESTMENTS™

August 19—RBR Stock Index 1998

Company	Mkt:Symbol	8/12 Close	8/19 Close	Net Chg	Pct Chg	8/19 Vol (00)	Company	Mkt:Symbol	8/12 Close	8/19 Close	Net Chg	Pct Chg	8/19 Vol (00)
Ackerley	N:AK	22.312	24.125	1.813	8.13%	51	Harris Corp.	N:HRS	37.562	38.312	0.750	2.00%	3539
Alliance Bcg.	O:RADO	0.687	0.687	0.000	0.00%	0	Heftel Bcg.	O:HBCCA	41.125	38.750	-2.375	-5.78%	1006
Am. Tower	N:AMT	24.000	20.750	-3.250	-13.54%	2047	Jacor	O:JCOR	59.750	58.375	-1.375	-2.30%	3384
AMSC	O:SKYC	7.875	7.062	-0.813	-10.32%	216	Jeff-Pilot	N:JP	59.750	59.687	-0.063	-0.11%	1625
Belo Corp.	N:BLC	21.187	21.187	0.000	0.00%	6313	Jones Intercable	O:JOINA	27.875	24.375	-3.500	-12.56%	1776
Big City Radio	A:YFM	8.000	7.562	-0.438	-5.48%	26	Metro Networks	O:MTNT	39.125	34.000	-5.125	-13.10%	145
Broadcast.com	O:BCST	57.750	55.000	-2.750	-4.76%	2021	NBG Radio Nets	O:NSBD	1.062	1.187	0.125	11.77%	0
Capstar	N:CRB	23.000	20.875	-2.125	-9.24%	836	New York Times	N:NYT	31.687	30.750	-0.937	-2.96%	9983
CBS Corp.	N:CBS	30.250	29.687	-0.563	-1.86%	21932	News Comm.	O:NCOME	1.000	1.000	0.000	0.00%	0
CD Radio	O:CDRD	27.812	26.500	-1.312	-4.72%	1692	OmniAmerica	O:SCTR	31.250	30.437	-0.813	-2.60%	287
Ceridian	N:CEN	54.250	57.937	3.687	6.80%	2487	Otter Tail Power	O:OTTR	35.500	36.000	0.500	1.41%	9
Chancellor	O:AMFM	49.375	46.000	-3.375	-6.84%	14497	Pacific R&E	A:PXE	2.750	2.625	-0.125	-4.55%	115
Childrens Bcg.	O:AAHS	2.968	3.000	0.032	1.08%	440	Pulitzer	N:PTZ	83.875	82.312	-1.563	-1.86%	304
Citadel	O:CITC	23.125	22.875	-0.250	-1.08%	240	RealNetworks	O:RNWK	32.500	31.625	-0.875	-2.69%	1571
Clear Channel	N:CCU	54.125	55.625	1.500	2.77%	8179	Regent Pfd.	O:RGCIPI	8.500	7.750	-0.750	-8.82%	167
Cox Radio	N:CXR	44.875	45.250	0.375	0.84%	97	Saga Commun.	A:SGA	16.000	17.000	1.000	6.25%	42
Crown Castle	O:TWRS	13.000	13.000	0.000	0.00%	3830	Sinclair	O:SBGI	25.750	25.750	0.000	0.00%	1798
Cumulus	O:CMLS	17.000	14.187	-2.813	-16.55%	470	SportsLine USA	O:SPLN	30.000	28.500	-1.500	-5.00%	8876
DG Systems	O:DGIT	3.250	3.031	-0.219	-6.74%	196	TM Century	O:TMCI	0.312	0.281	-0.031	-9.94%	0
Disney	N:DIS	32.562	33.125	0.563	1.73%	44120	Triangle	O:GAAY	0.070	0.070	0.000	0.00%	50
Emmis	O:EMMS	43.937	45.406	1.469	3.34%	955	Triathlon	O:TBCOA	11.500	11.500	0.000	0.00%	40
Fisher	O:FSCI	69.000	71.000	2.000	2.90%	1	Tribune	N:TRB	68.312	67.187	-1.125	-1.65%	1770
Gaylord	N:GET	29.875	29.062	-0.813	-2.72%	903	Westower	A:WTW	34.312	34.750	0.438	1.28%	1162
Granite	O:GBTVK	8.687	8.500	-0.187	-2.15%	168	Westwood One	O:WONE	23.625	21.562	-2.063	-8.73%	444
							WinStar Comm.	O:WCII	30.625	33.875	3.250	10.61%	9109

Crown Castle sells IPO

A fourth tower company is now trading on Wall Street. Houston-based Crown Castle International (O:TWRS) began trading last Tuesday after pricing a 14M-share IPO at \$13 per share. That \$182M take was well below the maximum \$300M proposed in the company's SEC filing (*RBR* 7/13, p. 14). Crown Castle owns and manages towers throughout the U.S., Puerto Rico and Britain. **Underwriters:** Lehman Bros.; CS First Boston; Goldman, Sachs & Co.; Salomon Smith Barney

DG gets cash infusion

Former Chancellor Media (O:AMFM) CEO **Scott Ginsburg** is among those who've invested \$12.9M in a private placement of common stock by DG Systems (O:DGIT). As a result of the capital infusion, DG Systems said Nasdaq had affirmed its continued listing on the Nasdaq National Market System.

Liquid capital for Liquid Audio

Privately-owned Liquid Audio announced that it had gotten \$20M in third-round financing for development of its products. Liquid Audio, based in Redwood City, CA, is primarily involved in the secure delivery of CD-quality audio via the Internet—the type of technology which may someday make record stores obsolete.

Price of shooting TV spot up sharply

Wall Street Journal—The cost of producing a typical television commercial surged 11% last year, up sharply from a 6% rise in 1996, a survey shows. How to explain this sharp departure from the subdued pace of price inflation in the general economy? Ad executives offer a number of reasons, including perfectionism and a growing love of shooting commercials in exotic (and some not-so-exotic) locales.

In a sour reminder of the hidden costs of a go-go economy, the average cost of making a national 30-second spot last year hit \$308,000—more than \$10,000 a second—compared with \$278,000 in 1996, according to an AAAA/ANA study, an annual survey of TV ad-production costs. The last time commercial production costs rose so fast was in 1994, when the end of the recession unleashed pent-up demand for new ads. These costs don't even include air time, just cameras, stage rentals, creative directors' fees and all the other paraphernalia that it takes to capture, say, the perfect shot of a willpower-challenged consumer hungrily considering a \$5 fast-food meal. Don't blame the actors. The average cost for talent stayed the same at \$12,000 an ad. That covers the cost of four "principals" (four actors or actresses appear in a typical ad). But talent costs are likely to increase this year, after recent negotiations involving the Screen Actors Guild and the American Federation of Television and Radio Artists. The three-year contract calls for talent fees to rise 8%.

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by Jack Messmer

Great Empire joins Journal empire

One of the most desirable companies in the ever-shrinking world of privately-held radio groups, Great Empire Broadcasting, has agreed to be sold. The buyer isn't one of the big public companies, however, but rather another private company, Journal Broadcast Group.

Both are employee-owned companies, but the sale will be a cash for stock deal, not a merger. No one is saying anything about the price tag, but RBR sources say it's a tad north of \$100M.

Great Empire's main shareholders are **Mike Oatman** and **Mike Lynch**, who launched the company 34 years ago. About a third of the cash, though, will go to more than 200 employees who have stock via Great Empire's 12-year-old Employee Stock Ownership Plan. Rather than worrying about

what may happen in the change of ownership, they've been busy investigating investment options.

Oatman says he was pleased with the price and also corporate compatibility, noting that the companies share commitments to news, community presence and local management autonomy. "We learned to respect them in Omaha. They're good operators," he said of Journal.

Omaha is the only market the two have in common, with Great Empire adding a powerhouse Country combo to complete Journal's superduopoly—slipping just under DOJ's 40% barrier. The acquisition, 13 stations and one JSA, also gives Journal strong positions in Wichita, Tulsa and Springfield, MO—all anchored by established Country stations. Broker: **Mike Bergner**, Bergner & Co.

RBR observation: Oatman is the only group owner we know of who is also still an on-air personality. Giving up that air shift—6-8A weekdays on KFDI-AM & FM Wichita—may be even more difficult for him than retiring from management. This deal is expected to close in December and Oatman says he'll probably bid goodbye to the microphone early next year.

Jacor into San Fran, adding in Houston

Jacor (O:JCOR) is getting into the San Francisco market in a serious way, buying Z Spanish Media's KZSF-FM for \$16.5M. Jacor had previously bought the station's East Bay simulcast sister, KZWC-FM for \$4.5M (RBR 5/11, p. 12) after a deal fell apart to have Radio One buy the pair for \$22M. Broker: **Elliot Evers & Charles Giddens**, Media Venture Partners

In another top-10 market move, Jacor is adding to the Houston properties it recently acquired from Nationwide, folding in Preferred Media's KKTL as its third FM for \$14.7M. Broker: **Bruce Houston & Tony Rizzo**, Blackburn & Co.

ABC adds in two markets

It was the worst kept secret around, but Disney's (N:DIS) ABC has finally confirmed that it is buying Chancellor Media's (O:AMFM) WMVP-AM Chicago to become the flagship of the ESPN Radio Network. The rumored price is \$21M.

ABC Radio Pres. **Bob Callahan** is also adding a second Dallas FM with a \$23M buy of **Ron Unkefer's** move-in, KNKI. Once the Class C upgrade is built, the station will have coverage from the heart of the metro north to Oklahoma. Broker: Media Venture Partners

So many deals...

After something of a trading lull, last week was marked by active buying involving several groups.

more deals on page 14

Tom Gammon, President of
Ruby Broadcasting and Topaz Broadcasting

has agreed to transfer the assets of

KIXW-AM and KZXY-FM
Apple Valley, California
KIXA-FM Lucerne Valley, California

to

Terry S. Jacobs, Chairman, and William L. Stakelin, President, of
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Executive changes at Premiere, Chancellor

by Katy Bachman

The real action last week seems to have been in the executive suite as several major media companies put their management teams in place.

Chancellor sets media heads

Chancellor President/CEO **Jeff Marcus** is moving quickly to make sure Chancellor Media (O:AMFM) is seen and run as a media company. Last week, Marcus organized the company into three operating divisions—Chancellor Radio Group, Chancellor Television Group and Chancellor Outdoor Group—and named presidents for each.

Jimmy de Castro, who has been effectively operating Chancellor Radio all along, will now be named president of the Radio Group. Castro will also continue to serve as a Director of the corporation.

Heading the TV Group will be **Gary Chapman**, president/CEO of LIN Television, which Chancellor is acquiring (RBR 7/13, p. 12).

Chancellor's new Outdoor president is **James McLaughlin**, with 25 years of outdoor experience including positions as CEO of POA Acquisition Corp. and Managing Partner of Turner Outdoor Advertising.



Jimmy de Castro

Kitchin succeeds Lehman at Premiere

Kraig Kitchin, the man who took Premiere Radio Networks into the network biz (RBR 6/8, p. 3) has been named the new president/CEO. He replaces his partner of 15-years, **Steve Lehman**, who is leaving to run struggling infomercial company National Media Corp. (N:NM). Lehman, along with several others, including Premiere parent, Jacor (O:JCOR), recently sunk \$30M into National Media, rescuing it from a failed deal with ValueVision (RBR 7/20, p. 4).



Kraig Kitchin

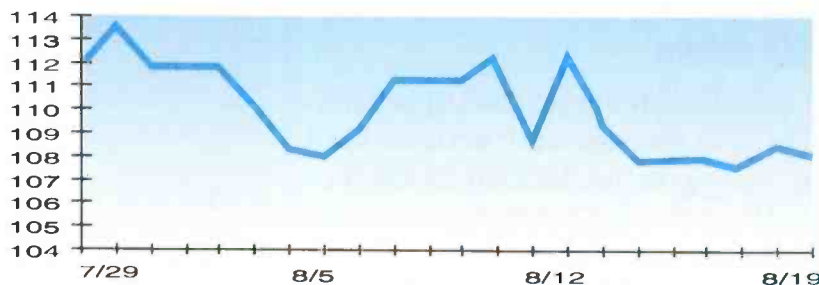
As a mainstay at Premiere since its inception, Kitchin's mark is already on the company, he says. "We spent the last year reengineering the company so that today, we are ready for our next challenges. I'm going to prove to the world that **Rush Limbaugh**, Dr. **Laura Schlessinger** and **Art Bell** have the best radio programs ahead of them. We will emerge as a formidable force in the network biz."

Other executive changes last week:

- Former CBS Radio AM VP **Anna Mae Sokusky** has been named president of Dalet Digital Media Systems' US operations.
- **Farid Suleman** moves up to SVP/Finance at CBS Corp. (N:CBS). Suleman has been CBS CEO **Mel Karmazin**'s financial right arm since Infinity and will continue as CFO of Westwood One (O:WONE).

The Radio Index™

A week after hitting their high for the month, thus far, radio stocks had leveled off along with the rest of the market. The Radio Index™ closed Wednesday, August 19 at 108.09, down 4.22 from a week earlier. Are stocks building strength for another bull run, or beginning a period of stagnation?



RADIO BUSINESS REPORT
THE WALL STREET JOURNAL
RADIO NETWORK

CLOSED!

KZWC (FM), Walnut Creek, California from Z Spanish Network to a subsidiary of Jacor Communications, for \$4,700,000.

Elliot B. Evers
and
Charles E. Giddens
represented Jacor.

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CHARLES E. GIDDENS
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ELLIOT B. EVERS
415-391-4877

GEORGE I. OTWELL
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Who owns Interep?

Chairman **Ralph Guild** has long been regarded by much of the radio industry as the "owner" of Interep. To be sure, he is the largest shareholder, but a great many other Interep employees are owners as well. More than 400 employees are shareholders via the company's Employee Stock Ownership Plan (ESOP) established in 1975 and more than 500 via a "Stock Growth Plan" established in 1995.

Since the stock doesn't trade publicly, it's not clear how much each share is worth. However, based on the highest price listed for options which are currently exercisable, \$81.63 per share, Ralph Guild's stake of slightly more than a quarter of the company is worth at least \$6,014,498. How much more those shares would be worth if Interep decides to do an IPO is anyone's guess.

According to Interep's SEC filing, here is the company's ownership as of July 31:

Shareholder	Number of shares	Pct.
ESOP	199,018	69.7%
Stock Growth Plan	55,654	19.5%
Ralph Guild , Chairman & CEO	73,680	25.8%
Marc Guild , Pres. Marketing Div.	14,042	4.9%
William McEntee Jr. , VP & CFO	46	—
Stewart Yaguda , Pres. Radio 2000	848	—
Charles Parra , Chief Info. Officer	226	—

Notes: ESOP and Stock Growth Plan totals include 35,525 included in the individual total for Ralph Guild; 6,012 for Marc Guild; and all of the shares allocated to McEntee, Yaguda and Parra. All five are directors of Interep, along with retired Interep president **Les Goldberg** and attorney **Jerome Traum**, who are not shareholders. The total for Ralph Guild includes options to buy 30,000 shares, which are currently exercisable at prices ranging from \$32.62 to \$81.63 per share. The total for Marc Guild includes options to buy 5,000 shares at \$57.91 per share.

Source: Interep National Radio Sales Inc. SEC Form S-4, filed 8/4/98

Financial results Interep National Radio Sales Inc. 1998 results to date

Category	Q2 '97	Q2 '98	1st half '97	1st half '98
Revenues	\$21.6M	\$22.1M	\$36.7M	\$38.0M
Cash flow (EBITDA)	\$4.8M	\$5.2M	\$3.3M	\$4.7M
Operating income	\$4.2M	\$2.6M	-\$0.7M	\$2.4M

Past years

Category	1995	1996	1997
Revenues	\$70.3M	\$72.9M	\$87.1M
Cash flow (EBITDA)	\$8.5M	\$10.0M	\$12.8M
Operating income	\$3.8M	\$1.8M	-\$3.6M

Source: Interep National Radio Sales Inc. SEC Form S-4, filed 8/4/98, and press release 8/17/98

deals continued from page 12

•**Arthur Liu's** Multicultural Broadcasting is adding another L.A. AM, paying \$9M for El Dorado's KRRA. **Broker:** Ray Stanfield & Associates

•In Oklahoma City, Caribou is paying \$3.83M for WWLS-AM. **Broker:** Kalil & Co.

•Cumulus Media (O:CMLS) is bulk-ing up in Montgomery with an LMA and option to buy McDonald Media's WHHY-AM, WAFX-FM & WJCC-FM. McDonald assembled the combination in 1995 for just over \$4M.

A peek into Interep

We now know a lot more about Interep, after the rep company filed this month for public trading of its recent \$100M bond sale (*RBR* 6/6, p. 12). The charts above give breakdowns of the company's ownership and financial results.

Also noteworthy from Interep's SEC filing: 28.3% of 1997 commission revenues came from CBS (N:CBS), but no other radio client hit 10%. After switching ABC's business to Interep in April, following the acquisition of Katz Media by Chancellor (O:AMFM), Disney-owned (N:DIS) ABC included a provision in the eight-year contract that allows it to bail out if Interep is also acquired by a competing radio group.

by Jack Messmer & Dave Seyler

The deals listed below were taken from recent FCC filings. *RBR's Transaction Digest* reports on all deals that involve assignment of a station license (FCC Form 314) and substantial transfers of control of a licensee via a stock sale (FCC Form 315), but not internal corporate restructurings (FCC Form 316). All deals are listed in descending order of sales price.

\$5,850,000—KCWW-AM Phoenix (Tempe AZ) from Owens Broadcasting Co. L.L.C. (Buck Owens, Michael L. Owens et al) to ABC Inc. (Robert Callahan), a subsidiary of Disney Enterprises Inc. (N:DIS). \$300K escrow, balance in cash at closing. Owens retains KNIX-FM, and a 50% stake in KWCY-FM and KESZ-FM. Station is now a Children's-formatted Radio Disney affiliate under LMA which began 7/15. Brokers: Blackburn & Co. (seller), Media Venture Partners L.P. (buyer)

\$4,000,000—KELA-AM & KMNT-FM Centralia WA. 100% of stock of KELA Corp. from Jane Chytil et al to Jacor Communications Co. (Randy Michaels) (O:JCOR). \$300K escrow, balance in cash at closing. LMA since 7/30. Stations are just north of but do not overlap Jacor's holdings in Portland OR market. Broker: Blackburn & Co. (seller)

\$3,500,000—KBZR-FM Phoenix (Arizona City) from Brentlinger Broadcasting Inc. (Charles Jayson Brentlinger) to Brysan Broadcasting Group L.L.C. (Gerald J. Ryan, Charles Jayson Brentlinger, James Seemiller et al). \$50K escrow, balance in cash at closing. Seller has 33% interest in KBZG-FM, and is the proposed broker of KESP-FM Payson AZ under an LMA.

\$1,600,000—* KTGE-AM & KLFA-FM Monterey-Salinas-Santa Cruz (Salinas-King City CA) from Tigre Radio Corp. (Hector & Jose Villalobos, Carlos & Jose Moncada) to KTGE License Co. L.L.C./KZLR License Co. L.L.C., subsidiaries of Z-Spanish Radio Network Inc. (Amador S. Bustos et al). \$50K escrow returned to buyer at closing, \$300K non-compete, \$1.3M cash. **Duopoly** overlap with KZSJ-AM in neighboring San Jose market.

\$1,600,000—* KAVC-FM Rosamond CA from Oasis Radio Inc., a subsidiary of Salem Communications Corp. (Stuart W. & Nancy A. Epperson, Edward G. Atsinger III) to Regent Communications Inc. (Terry S. Jacobs, William L. Stakelin, Joel M. Fairman et al) (O:RGCIPI). \$160K escrow, balance in cash at closing. **Duopoly** with KTPI-FM Tehachapi and KVOY-AM Mojave. LMA since 7/10.

\$1,250,000—* WINU-AM & WBDI-AM St. Louis (Highland IL) from Win-You Ltd. (Carl Ortale, Tim Tucker) to New Life Evangelistic Center Inc. (Lawrence Rice, pres and 11 others). \$62.5K escrow, balance in cash at closing. **Duopoly** once CP for WBDI is completed. Win-You originally was granted CP to move

WINU from 1510 kHz to 880 kHz. It subsequently received approval to leave WINU at 1510 and build a second station (WBDI) at 880 kHz. NewLife requires one-to-a-market **waiver** due to ownership of KNLC-TV in the market.

\$585,000—* WITS-AM & WYMR-FM Sebring FL from Citicasters Co., a subsidiary of Jacor Communications Co. (Randy Michaels) (O:JCOR) to Cohan Radio Group Inc. (Peter Handy, Pete Coughlin). Cash. **Duopoly** with WJCM-AM, coming from Jacor in separate transaction. Broker: Jorgenson Broadcast Brokerage (seller)

\$500,000—WWSR-AM & WLFE-FM St. Albans VT from New England Broadcasting L.L.C. (Roland B. Devost) to Champlain Communications Corp. (Steven A. Silberberg, Jan N. Cole), a subsidiary of Northeast Broadcasting Co. Inc. \$100K escrow, balance in cash at closing. LMA since 7/18.

\$450,000—* KBOA AM-FM Kennett MO (Kennett-Piggott AR) from Legend Broadcasting Inc. (Scott Krusinski) to Pollack Broadcasting Co. (Robert, William, Marilyn, Sydney & David Pollack). \$250K cash, \$200K prepaid consulting agreement paid in form of loan to seller to close acquisition of these stations and

KTMO-FM from Meyer Broadcasting. Loan will be forgiven at closing. Buyer also to receive certain assets of KTMO-FM, excluding transmitter, antenna, transmission line, STL transmitter and satellite dishes. Buyer began LMA of KBOA AM-FM 7/9 until closing, and will LMA KTMO for at least a year while Legend endeavors to move it to new facility and city of license. Broker: Sunbelt Media Inc. (buyer)

\$420,000—WSSA-AM Atlanta (Morrow GA). 40.75% of stock of South Atlanta Broadcasting Inc. from Doug Wilhite to Saints Inc. (Anthony D. St. Cyr). \$380K note, approximately \$40K debt assumption.

\$330,000—* KHST-FM Joplin (Lamar MO) from Melvin Pulley d/b/a/ KHST Broadcasting to Innovative Broadcasting Corp (William B. Wachter, Robert B. Strand, John H. Wachter, Bradley E. Snow). \$10K earnest money, \$120K cash, \$200K note. **Duopoly** with KSEK-AM and KWXD-FM in the Joplin market. Does not overlap KSEK-FM. LMA prior to closing is contemplated.

\$310,000—WYLI-AM Parkersburg-Marietta (Marietta OH) from RASA Phoenix Corp. (David Strock) to WRCM Ltd. (Ronald C. Miller et al). \$18K deposit, \$292K escrow to be released to seller at closing. LMA 7/15.

\$300,000—KFIG-AM Fresno from Headliner Radio Inc. (Ron W. Ostlund, Spaulding Wathen) to Valley Broadcasting Inc. (Mike Munoz, Antonio Rabago). \$135K prepaid earnest money under 1994 purchase option agreement, \$165K escrow released to seller at closing. LMA since 5/17/94.

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