

**1 SHOWCASE.
2 NETWORKS.
5 STATIONS.
25 STUDIOS.
300 USERS.**

**At EMMIS,
It Adds Up to
AudioVAULT.**

EMMIS Communications' \$25 million headquarters in Indianapolis did the math and built the most notable radio installation in the U.S. with AudioVAULT as its digital audio delivery system.



Thanks, EMMIS, for putting your trust in Broadcast Electronics and AudioVAULT.



Solutions for Tomorrow's Radio

**www.bdcast.com
or (888) 232-3268**

RBR 799 ©1999 Broadcast Electronics, Inc. Emblem is a registered trademark of Broadcast Electronics, Inc.

RADIO NEWS

Jackson hopes that a Rainbow comes out of Viacom/CBS 2
Jesse Jackson met with CBS's Mel Karmazin and Martin Franks in hopes of steering some spin-off TVs (UPN affils, especially) towards minority owners.

WW1 is getting hot about Talk 2
LPFM reply comment deadline re-extended 3
Sacramento clogged with suers? Entercom, Stolz square off 3
NBG catches a Fisher—lands Wireless Flash account 3
Nets place their bets on big names at advertiser confab 4
RADAR 62: Network audience grows, CNN stays on top 6

RADIO OPERATIONS

Catholic Family Radio on its way to critical Mass 7-10
A catechism on the Catholic demo 10

BROADCAST INVESTMENTS™

Standard & Poor's helps make WW1 richer 11
Newspapers team up for Internet job site 11

MEDIA MARKETS & MONEY™

SBS commands Puerto Rico as AMFM sets sails for the mainland 12
Spanish Broadcasting System already has three FMs in the US Caribbean territory, and will get eight more after cutting a \$90M check to exiting AMFM.

We have an eerie feeling that Erie isn't NextMedia's last buy 12
Cumulus makes a killing in Killeen... 12
...gets Fear-ful in North Carolina... 12
...and packs in more stations in Green Bay 12
Third time's the charm? Entercom bites for Triathlon Wichita spin-offs 12
Radio Unica ready to set a Wall Street price tag 13
Emmis emits profits with double-digit gains 13
Outdoor is out the door at AMFM 13
Crawford's mousetrap snags a Birmingham AM 13
Wheeler-dealer: VA group heads into Roanoke 13
Three Eagles descend on Madison SD combo 13

BATHYSPHERE BROADCASTING
 Cliff Burnstein, President
has agreed to acquire
KSNI-FM & KSMA-AM, Santa Maria, California for \$3,750,000
from
BAYLISS BROADCASTING
 Alice Bayliss, Owner
*Patrick Communications was proud to serve
 as the broker in this transaction.*

PATRICK COMMUNICATIONS (410) 740-0250, www.patcomm.com

RADIO NEWS®

Jim Carnegle Publisher

Ken Lee VP/GM Associate Publisher	Cathy Carnegle VP Administration
Jack Messner Executive Editor	Ronald Greene Executive Director of Production
Dave Seyler Senior Editor	John Neff General Sales Manager
Carl Marcucci Senior Editor	Sean Drasher Account Executive
Tiffany Stevens Associate Editor	Mona Wargo FCC Consultant
Karen Maxey Associate Editor	April Olson Admin. Assistant

Mel and Jesse talk at Black Rock; BET interested

Last week (9/22), Rainbow/PUSH coalition president Reverend **Jesse Jackson** met with CBS (N:CBS) CEO **Mel Karmazin** and CBS Corp. SVP **Martin Franks**. Accompanying Jesse were **Percy Sutton**, chairman, emeritus, Inner City Broadcasting, **Chester Davenport**, CEO Georgetown partners and **Joe Garcia**, EVP, SBS at CBS HQ to discuss the upcoming Viacom/CBS merger (RBR 9/13, p.6).

Jackson requested the meeting to explore whether CBS and Viacom (N:VIA) will divest stations to keep within the existing FCC 35% cap on TV market share ownership (the merger will give them 41%) and to discuss issues of "inclusion and equal access."

"It was a very good meeting, I thought it was very amiable," said

Jackson. "We laid out what our concerns were and where we differed. He said he will obey the law—if the law is 35% then they will have to divest 6%. But he [Mel] wants the law changed. He wants the cap removed. He wants a waiver. And no doubt CBS/Viacom are both using their political strength, lobbying in Washington for the McCain bill (RBR 9/20, p.2) to raise the cap to 50%. That is where the point of departure takes place. We want the law enforced. If the law is enforced, then stations will be available...and there will be opportunity."

Karmazin, the leading gun on the Minority Investment Fund, immediately accepted Jackson's invitation for the meeting. "Mel had a good meeting with him and many of the issues

were addressed. They agreed on some things—I don't think anybody disagrees—that minority representation at the top of a corporation is an important thing and that all corporations could probably be doing better in that regard," said **Gil Schwartz**, SVP Communications, CBS Corp. "We will obviously abide by the law and do what's necessary to close this deal, but we're going to push hard to keep as much as we can."

In addition to some TV stations, Viacom/CBS may be forced to divest its 50% of the money-losing UPN Network. UPN, with good minority ratings shares, is losing in the neighbor-

WW1's impending Hot Talk format

Now with the addition of yet two more all-Westwood One (N:WON), all-Talk stations leveraging an Infinity (N:INF) property—WNEW-FM NY, KYCY-AM San Francisco—RBR asked WW1 CEO **Joel Hollander** if indeed this is all leading to the launch of a new 24/7 Hot Talk net (RBR 5/31, p.3): "Yes. We look forward to growing the young Hot Talk format and we think we're getting the critical mass to do it."

Hollander says WW1 is currently thinking of a name for the new net. Would this net be aggressively offered to non-Infinity stations? "Absolutely," says Hollander.

WNEW's "**Opie and Anthony**" morning show may be the next to be offered up for syndication. Others slated for the net include **Howard Stern, Jim Bohannon, Larry King, David Essel, Don Imus, Don & Mike, G. Gordon Liddy, Tom Leykis**, and "Loveline."

KYCY and WNEW bring Infinity/WW1 Talkers to six top-10 markets, including KRLA-AM and KLSX-FM L.A., WJFK-FM Washington, WCKG-FM Chicago and WKRK-FM Detroit.—CM

November is hot!

"Demand just appears as hot as can be for November at this point," according to Miller, Kaplan, Arase & Co.'s **George Nadel Rivin**, with the month running a full nine points ahead of a year ago.—JM

RBR/Miller Kaplan Market sell-out percentage report

	1999	1998
Sept. 15	88.6%	89.4%
Oct.	76.1%	69.2%
Nov.	70.6%	61.7%

©1999 Radio Business Report, Inc. All content may not be reproduced, photocopied and/or transmitted without written prior consent.

All material is protected by copyright law. Any violations will be dealt with legally.

Publishers of Radio Business Report, Mid-Week News Brief, The Source Guide, Manager's Business Report, Radio AdBiz and the Information Services Group database. Material may not be reproduced without permission.

Subscription Cost \$220.00

EDITORIAL/ADVERTISING OFFICES: 6208-B Old Franconia Road, Alexandria, VA 22310 (or) P.O. Box 782, Springfield, VA 22150

Main Phone: 703/719-9500 • Editorial Fax: 703-719-7910 • Subscription Phone: 703-719-7721 • Subscription Fax: 703-719-7725 • Sales Fax: 703-719-9509

Email the Publisher: JCRBR@aol.com • Email Editorial: radiobiz@aol.com
Email Sales: KenLeeRBR@aol.com • SeanRBR@aol.com • JohnNRBR@aol.com

hood of \$200M per year. We wonder what investor, minority or not, would be interested in any complete divestiture. If UPN is divested from Viacom, losing the studio and TV stations in the process, what will be left? Jackson offered a compromise, a partnership/shared ownership of UPN. "A partnership could be worked out. We are urging the FCC [to] support shared ownership."

Bob Johnson, Black Entertainment Television CEO, is one very likely candidate that could absorb any UPN divestiture. "I think the better play is a combination of BET and UPN into a venture. Their problem is they're producing shows that they can't recoup their costs on ad revenue. The combination of the two businesses—I haven't looked at all the economics yet—I think could be very attractive on the standpoint of amortizing program-

ming costs and having more market penetration and market clout. What they really need is greater distribution and the ability to time-shift programming, to cross-promote, cross-market and create additional programming opportunities," Johnson told *RBR*. "I think it would be a very interesting partnership...to talk to Chris Craft (N:CCN) and Viacom to see if there is a deal that can be struck. It's better to see if you can explore a deal where a partner coming in would justify the FCC allowing Viacom to keep it. And I think we can make a case that if BET came in and had a stake, I think the FCC would look at a waiver that encouraged minority ownership and greater programming diversity."

Jackson has also requested meetings with FCC Chair **Bill Kennard**, Viacom Chairman **Sumner Redstone** and Congress.—CM

Extension number four for LPFM

The FCC says it has extended the LPFM reply comment period for the final time to 14 days after it submits rules for digital radio (IBOC DAB). The Commission is expected to bring up the rules at its 10/21 meeting—meaning the new reply comment deadline should fall on 11/5.

By providing this 4th extension, the Commission states it has "balanced our profound interest in developing a full and complete record against the need to avoid undue delay." The original deadlines were 4/12 and 5/12.

Opponents of LPFM, namely the NAB and Greater Media, have argued that a decision on LPFM would be ill-made if decided upon before the implementation of IBOC DAB. Last month the FCC granted a 16-day extension in response to the New York State Thruway Authority's claim that more time was needed to review comments that totaled over 7,000 pages (*RBR* 9/6, p. 2).

Reply comments already filed

Even though the FCC has extended the period for LPFM reply comments, groups such as the United States Catholic Conference (USCC) and National Public Radio (NPR) have already submitted their opinions, and it's no surprise who's on whose side.

Calling LPFM spectrally inefficient and inappropriate, NPR cautions the FCC that implementing LPFM is premature. "Even the testing performed

by several LPFM proponents and by the Commission's Office of Engineering and Technology (OET) demonstrates at a minimum, the need for further analysis, laboratory testing and field testing," writes NPR in its filing.

NPR further writes that it supports the NAB's claim that adding LPFMs on 2nd- and 3rd-adjacent channels would indeed cause interference to existing stations (*RBR* 8/9, p. 2) and believes the FCC studies to be hypothetical and inconclusive.

Also adding their voices to the NAB's and NPR's fight against LPFM, several public radio stations in the states of Oregon and Washington jointly filed a reply comment, telling the Commission it has "relied upon assumptions and wishful thinking, rather than concrete technical and legal support".

"How does the staff imagine that all these new little NCE stations will be funded and financed," asked the public radio stations. "Where, in that (already) congested (NCE FM) band, is room to be found for a proliferation of underfunded inefficient low-power NCE stations?"

While USCC did not focus on the studies like NPR did, the group did urge the FCC to implement LPFM but asked the agency to issue "reasonable regulations" to ensure that LPFM stations are owned and operated by the people living in the area surrounding the station.—TS

News Briefs

Dueling lawsuits over KWOD

KWOD-FM Sacramento owner **Ed Stolz** has fired back at Entercom (N:ETM) for going to court in an attempt to make Stolz sell Entercom KWOD for \$25M under a 1996 letter of intent. Stolz has filed a counter-suit in a Sacramento court accusing Entercom of fraud, deceit and breach of contract. In addition, Stolz has filed a federal court suit in San Francisco accusing Entercom CEO **David Field** of violating the Racketeer Influenced and Corrupt Organization Act—a law originally intended to target organized crime figures, but frequently cited these days in all sorts of litigation. Entercom's attorney denounced Stolz's press release announcing the lawsuit as "slanderous."—JM

NBG to rep "Wireless Flash," gets GSA contract

NBG Radio Network (O:NSBD) will be the new sales rep for "Wireless Flash" daily news fax service, replacing Premiere which sold the service since the beginning of the year. It can begin selling ads for the service, produced and syndicated with Fisher Entertainment, 1/1/00. Wireless Flash is delivered to 107 affiliates daily.

NBG's NBG Solutions unit also signed a "basic ordering agreement" with The General Services Administration (GSA) to provide interactive kiosk technology (Internet-based) in mall locations around the country. The prototypes, now being tested in San Jose and Boston, provide multiple government services to the public in convenient, highly-trafficked locations. "Hopefully, this is going to lead to a lot of orders and a lot of revenue for our company, and should put the kiosk division on the map very quickly," NBG President **John Holmes** tells *RBR*.

NBG bid against IBM and Sun Microsystems, among others for the contract.—CM

Sports Babe to SportsFan

Former ABC Radio Networks' "The Fabulous Sports Babe" (**Nanci Donellan**) has been picked up by SportsFan Radio Network after leaving the ABC fold 9/10. ESPN replaced her daily 10A-1P ET slot with **Tony Kornheiser**. "The **Dan Patrick** Show" launched 9/13 in Kornheiser's 1-4P ET slot.

The Babe launches on SportsFan with between 100 and 150 affiliates 9/27. Her 10A-1PET slot replaces **Rocco Pendola**, who recently left the net. The show will air from Tampa, where Donellan lives.—CM

INNOVATIONS

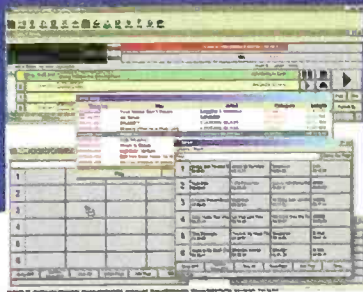
...not just part of our name—
it's what we are about.



NexGen™ DIGITAL

NexGen Digital features:

- Compressed or non-compressed audio
- Real-time status of up to 128 local network workstations
- A single PC running a station
- Redundancy using multiple file servers
- Individual user preference records
- Customized default configuration
- High speed digital audio extraction
- Timesaving drag and drop capabilities
- Pot status window
- Voice-track recording concurrent with programming
- Instant and seamless mode and shift changes



Together, let's make great radio!



Sales: (800) 658-4403
Support: (800) 658-4396
E-Mail: sales@prophetsys.com
Web: www.prophetsys.com

High profile names to increase the profile of network radio

The biggest names and companies in the nation will hear from the biggest names from the radio networks at the Association of National Advertisers Annual Conference at Amelia Island, FL 10/11 (*AdBiz* 9/99, AB14). American Urban Radio Networks, AMFM Radio Networks, ABC Radio Networks, Westwood One Radio Networks and Premiere Radio Networks will jointly present the day called "Network Radio: Turn Up Your Brand Power."

One of radio's most recognizable names—**Rush Limbaugh**—will provide the keynote speech. The network presidents, **Jay Williams** (AURN), **David Kantor** (AMFM), **Lyn Andrews** (ABC), **Joel Hollander** (WW1) and **Kraig Kitchin** (Premiere) will also present the successes experienced by network radio as a result of deregulation and the future relevance of the medium.

Representatives from Ogilvy & Mather, Warner Lambert and NBC-TV will present case studies on brand-building. The session ends with a round table discussion consisting of the network presidents, Limbaugh, **Charles Osgood**, **Tom Joyner**, **Casey Kasem** and **April Ryan**.—KM

ANA BRAND CHAMPIONS BRAND BUILDING for the 21st CENTURY

October 9-13, 1999 • The Ritz-Carlton Amelia Island, Florida

1999 Annual Conference Preview

Brand Building Through Network Radio

INSIDE

Registration Materials

Keynote Speaker Profile

Lush Ritz-Carlton Amelia Island, Florida

How to get higher ratings (on a lower budget)

TV is getting wildly expensive. Billboards are a reminder medium. Direct mail gets thrown away.

More and more radio stations across America are realizing that the most cost-effective way to get significant ratings increases is through **telemarketing**.

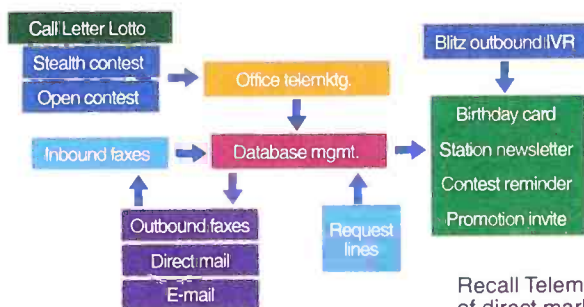
And now you can get your telemarketing from an expert: Recall Telemarketing. We're radio's first pure **specialist** in telemarketing.

We make our calls from radio's largest and most technologically advanced telephone center. We make sure that your station stays top-of-mind with **multiple**

exposures of your message. And we use the latest techniques in database marketing to maximize the effectiveness of your program.

If you're thinking about commissioning a Fall '99 telemarketing project, call Joe Heslet, Brent Lightfoot, Hans Bengard, or Kurt Hanson, toll-free, at **1-877-4-NEW-TSL**.

We're not a direct-mail house that does some telemarketing work on the side. We're the specialist you'll want on **your** side -- because we'll get you **results!**



Recall Telemarketing utilizes the full range of direct marketing techniques, but our specialty is the toughest and most important portion of the project: the telemarketing portion

Recall
Telemarketing
Radio's first and only **specialist** in telemarketing

1-877-4-NEW-TSL

180 N. Wabash, Suite 201
Chicago, IL 60601
www.recall-telemarketing.com

Norman Fischer & Associates, Inc.

2201 N. Lamar, Ste. 204
Austin, Texas 78705

Over 25 years of experience...

BROADCASTING PROPERTIES AVAILABLE!!!

- South Texas Medium Market FM Duopoly: \$350,000
- East Texas Market, Class C FM: \$2 Million
- East Texas Growth Market FM: \$800,000

For More Information Contact:

Terrill Fisher:
Austin, TX (512) 476-9457

Bernie Fuhrmann:
Bethlehem, PA(610) 317-2424

Barry King:
Chicago, IL (773)248-0333

Please visit our website:
www.nfainc.com

Mixed performance for RADAR 62 but audience up

10 advancers and 10 decliners; RADAR 62 is split down the middle. But compared to RADAR 61, 62 saw a 14.3% increase in audience. Two new networks from AMFM, Ruby and Sapphire, debuted, bringing a total of 22 networks reported in this book.

Westwood One held strong; its CNN Max held onto the number one spot in persons 12+ (up 0.4%), adults 18-49 (up 1.5%) and adults 25-54 (up 1.6%). The network's Source Max also delivered a strong performance. It was number three in adults 18-49 (up 15.1%).

Although Source Max showed a healthy increase, it was edged out of its number two ranking in the 18-49 category by upstart Sapphire. Sapphire announced its arrival with a 2.3 rating, hot on the heels of WW1's CNN Max, which had 2.5.

Premiere is proving the old adage "you win some, you lose some" to be true. As with 61, it is again the biggest winner and loser. For persons 12+, Focus was ranked number 10, up 22.4%. In the same demo, Core plunged 33.2% in audience to finish last.

For full-inventory networks, ABC Prime was number one in persons 12+ (down 1.6%) and adults 25-54 (down 1.4%).—KM

RADAR 62 (Summer 1999)

Network Rankings

All Broadcasts Monday-Sunday 6AM-12MID

Includes Limited Inventory Networks

Average Quarter Hour

Persons 12+

Radio Network	RADAR 61 (Spring 1999)		RADAR 62 (Summer 1999)		% Change in Audience
	(000)	Rtg	(000)	Rtg	
WW CNN Max (L)	7,124	3.2	7,154	3.2	0.4%
Premiere AM Drive (L)	5,442	2.4	5,329	2.4	-2.1%
AMFM Sapphire (L)	NA	NA	4,296	1.9	NA
ABC Prime	3,305	1.5	3,251	1.5	-1.6%
WW Source Max (L)	2,714	1.2	3,013	1.3	11.0%
Premiere Axis (L)	2,602	1.2	2,516	1.1	-3.3%
AMFM Diamond	2,225	1.0	2,454	1.1	10.3%
ABC Advantage (L)	2,048	0.9	2,303	1.0	12.5%
WW CBS Radio	2,045	0.9	2,022	0.9	-1.1%
Premiere Focus (L)	1,599	0.7	1,957	0.9	22.4%
AMFM Emerald	1,791	0.8	1,898	0.8	6.0%
WW NBC	1,749	0.8	1,759	0.8	0.6%
ABC Genesis	1,683	0.8	1,683	0.8	0.0%
ABC Platinum	1,786	0.8	1,678	0.8	-6.0%
WW NeXt	1,531	0.7	1,530	0.7	-0.1%
Dr. Laura Show (L)	1,506	0.7	1,521	0.7	1.0%
AMFM Ruby (L)	NA	NA	1,516	0.7	NA
WW WONE	1,222	0.5	1,094	0.5	-10.5%
WW Edge (L)	816	0.4	870	0.4	6.6%
American Urban	978	0.4	841	0.4	-14.0%
ABC Galaxy	715	0.3	702	0.3	-1.8%
Premiere Core (L)	774	0.3	517	0.2	-33.2%
Total Radio Networks	43,655	19.6	49,904	22.3	14.3%

(L) = Limited Inventory Network "T" denotes tie.

SOURCE: RADAR 61, Spring 1999; RADAR 62, Summer 1999; Volume 2, Network Audiences to All Commercials; Daypart Averages, All Broadcasts, Monday-Sunday 6AM-12Midnight, AMFM Radio Networks Research Analysis.

Correction

In the May 1999 RBR/Miller Kaplan Total Media Index (RBR9/13, p. AB15), the column headings were reversed for "Newspaper" and "Radio."

Catholic Family Radio— putting the family back in business

Inception

John Lynch said no initially when he was approached to start an all-Catholic radio network. He thought it would be an incredible task and an overwhelming challenge. After all, he was in semi-retirement with a pretty impressive list of accomplishments—a successful career as a Pittsburgh Steeler linebacker and an equally successful career in radio. Lynch was last Vice-Chairman at Jacor after selling Jacor his Noble Broadcast Group. Maybe he said no because the original plan of the founders was to “start small, then go big.”

The founders, which include prominent figures such as **Tom Monaghan** (founder of Domino's Pizza), **Frank Hager** (Morgan Stanley) and Father **Joseph Fessio** (Ignatius Press), felt there was an incredible need for a values-based Catholic network for the 70 million Catholics in the country. The Pope had talked about the need to use the media to evangelize during a speech in Rome in 1997. The group thought the time was right to give back a little to the country. Besides, a Catholic radio network could be a real refuge and comfort to people—and not necessarily to win converts. Research showed that 20% of non-Catholics said they would listen to Catholic Family Radio.

A study was floated in early 1998 in Chicago, New York and Los Angeles to determine if there indeed was a market for such a network. It found that a Catholic radio station would gener-

ate between a two to three rating share in those markets.

With those encouraging results, Lynch thought, “Why not just start big? It's just as easy to start big.” And with that auspicious declaration, Lynch (appointed President/CEO) left his momentary misgivings and plunged head on to what has been one heady first year for Catholic Family Radio.

Network takes off with a blast

Seven stations launched 1/4/99 in LA (KPLS-AM), Chicago (Waur-AM), Philadelphia (WPWA-AM), Minneapolis (WWTC-FM), Kansas City (KCNW-AM), Denver (KKYD-AM) and Milwaukee (WZER-AM). Those seven stations were bought from Children's Broadcast Corp. for \$37M last year.

Lynch says the group plans to own stations in 40 of the top 50 markets by the end of the year. Thereafter, it will look for affiliates in the below-50 markets. The big picture is to ultimately become the “largest 24-hour talk network to be assembled.”

A religious network doesn't spell non-profit for the group, many of whom are bottomline-oriented by virtue of their jobs. “Do good and still make money,” is the mantra for Catholic Family Radio according to Lynch. “They're not mutually exclusive,” he explains when asked if profit or philanthropy was more important to the network. Making money and doing good share equal standing in this network.



John Lynch; big success comes from big plans

Family-friendly programming

To prove that, CFR has pursued its aggressive business plan and to date, has acquired 15 O&Os (see chart) plus an LMA with KDIA-AM (San Francisco), with an option to buy. The network is negotiating a sale of Waur-AM in Sandwich, IL after its recent acquisition of WYPA-AM in Chicago.

All the stations carry the same programming during the work week except short breaks for local news, sports, weather and traffic. The weekends are different for the individual stations. They are sold in block time to local programmers, mainly family in content. Apart from these programs, weekend shows also feature sports, fishing and gardening programs.

So the mainstay of this network is talk programs aimed at parents age 35-54. “Everyday problems and everyday challenges with a Catholic family values answer” is how Lynch describes his network.

A popular program is the “Dr. **Ray Guarandi Show**” featuring the Catholic “Dr. Laura.” The former stand-up comedian and psychologist is a parent of two adopted children and knows a thing or two about the challenges of raising kids. He comes on at 9-12 in the morning.

Starting the day is one of two politicians who provide an interesting contrast to the network—**Ray Flynn**. The former Mayor of Boston and Ambassador to the Vatican provides the liberal Democrat point of view. (He was recently in Northern Ireland covering the peace talks for the network.) Then at 12 noon, **Dan Lungren**, the former Attorney General of California, comes on for his shift for the conservative Republican take on issues.

Throughout the day are five short commentaries which are springboards to further discussions for the longer talk shows. Commentators for

Catholic Family Radio run the gamut from church luminaries to corporate bigwigs. The cardinals include **John O'Connor** of New York; **Francis George** of Chicago; the Vatican's **J. Francis Stafford**, President of the Pontifical Council for the Laity and Archbishop **John P. Foley**, President, Pontifical Council for Social Communication. Prominent Catholic business people have also done their rounds. One of them is **Steve Forbes**, who is off the air for now while he runs for President.

Centrality is key, for now

EVP/CFO **Frank DeFrancesco** tells RBR that Catholic Family Radio sells 14 minutes an hour—four of those are reserved for network and 10 are local spots. Network deals are negotiated in New York, LA and San Diego. Local spots are sold locally. Local sales executives write up an order and then enter it on-line or via fax and then it is logged into a central system—CBSI's DeltaFlexII (they will switch to CBSI's new offering DeltaFlexIII soon).

Spots are produced in three production centers—LA, Chicago and Boston.

Local copy writers send copy to the production centers where they are produced and sent back to the local stations to air. Billing is done out of San Diego.

Who buys?

Lynch says that when the network first started out, a whole new group of Catholic businesses were anxious to go on board as advertisers. Cemeteries, insurance companies, health care providers that were Catholic-owned were anxious to reach the Catholic consumer. One of the first national advertisers was El Al Airlines—the Israeli air carrier that flies to the Holy Land.

But Catholic Family Radio has not been overly-conscious or cautious of who should or should not be an advertiser. Lynch explains that the approach he used was to start off by defining what the network couldn't have on air, then approach everyone else who's left. Among the black-listed are X-rated and R-rated movies and reproductive devices such as condoms.

Religion and technology go hand in hand

The network may be religious and traditional in nature, but the operators are certainly not afraid to embrace the future and make technology work for them. The Catholic Family Radio Superstore will soon launch on the Web (www.catholicfamilyradio.com). This is no ordinary cyber-store selling just Catholic Family Radio mugs and T-shirts. Lynch explains that the idea for a superstore came when manufacturers of Catholic products com-

plained that they did not have national distribution. That was the impetus for the Superstore.

Lynch and company have expanded on that idea. A separate operation will run the Superstore. There will be a "Catholic Brides Section" to find out what is needed to be married in the church. The Catholic bride can even register on the site and friends and family can buy fine wares such as Waterford crystals as wedding gifts.

Lynch believes this site has a leg up on sites like Amazon.com who have to spend "millions and millions of dol-



Ray Flynn with Pope John Paul II during his tenure as US Ambassador to the Vatican

The Catholic Connection

Market	Station	Bought from
Boston	WROL-AM	Carter Broadcasting Corp.*
Denver	KKYD-AM	Children's Broadcast Corp.
Kansas City	KCNW-AM	Children's Broadcast Corp.
Los Angeles	KPLS-AM	Children's Broadcast Corp.
Chicago	WAUR-AM	Children's Broadcast Corp.
Chicago	WYPA-AM	Z Spanish Network**
Milwaukee	WZER-AM	Children's Broadcast Corp.
Minneapolis	WWTC-AM	Children's Broadcast Corp.
Philadelphia	WPWA-AM	Children's Broadcast Corp.
Providence	WRIB-AM	Carter Broadcasting Corp.*
Springfield, MA	WACE-AM	Carter Broadcasting Corp.*
Lewiston, ME	WLLB-AM	Carter Broadcasting Corp.*
Portland, ME	WLOB-AM	Carter Broadcasting Corp.*
Rumford, ME	WLOB-FM	Carter Broadcasting Corp.*
San Francisco (LMA)	KDIA-AM	Bay Bridge Communications
Baltimore	WNST-AM	Capital Kids Radio*

Source: Catholic Family Radio, RBR Information Services

* Not owned yet—FCC yet to approve

** Scheduled to close 9/20/99



Radio professionals have had to rely for way too long on web sites from record and engineering publications. It must have been quite painful.

Now www.rbr.com is here.

We are here to help you do your job better and faster – wired to the fast track. Radio Business Report – 16 years in publication and now for a limited time FREE on the web. Check us out.

rbr.
com
radio's
business
address

Catholics versus The National Average

Criteria	Catholics	National	Index
Professional	27%	13.5%	200
Attend College or More	55.2%	37.8%	146
Graduated from College	66%	32%	206
Age 35+	87.9%	61.7%	142
Own Home	83.4%	68.6%	119
Household Income \$50K+	32%	26.1%	23
Own Investments	57.6%	25.4%	227
Common Stock	22.5%	6.7%	336
Life Insurance	81.9%	58.6%	140
Dental Insurance	42.6%	14.9%	286
Took Foreign Trips	37.6%	17.7%	212
Took Domestic Trips	84.3%	51.3%	164
Stayed in Hotel/Year	60.6%	42%	144
Money Market Accounts	35.4%	7.7%	460
IRA Accounts	43.1%	19.9%	217
Tax Shelters	12.6%	3%	413
Prescription Eyeglasses	76.9%	51.2%	150

Source: Catholic Press Readers 1998

Market	Station	Freq	Populus	Catholics
Los Angeles, CA	KPLS	830AM	19,235,803	6,293,370
San Francisco, CA	KDIA	1640AM	6,309,275	1,460,140
Denver, CO	KKYD	1340AM	2,644,044	346,144
Chicago, IL	WYPA	820AM	8,405,608	3,219,187
Minneapolis, MN	WWTC	1280AM	2,757,989	752,325
Kansas City, MO	KCNW	1380AM	2,251,555	347,288
Philadelphia, PA	WPWA	1590AM	3,706,022	1,411,256
Milwaukee, WI	WZER	540AM	2,197,939	695,934

Source: Catholic Family Radio; 1999 Official Catholic Directory

lars advertising." Catholic Family Radio can use its radio stations to drive traffic to their website.

You can't please all the people all of the time

Sadly, most of the criticism has been from Catholics, according to Lynch. "To some, we are too Catholic; to others, we are not Catholic enough," Lynch muses. But the network is not out to please everyone or to win everyone over to the Catholic faith. "This is not a Christian evangelical program," Lynch maintains. The network is a chance to stealth evangelize and to help offer solutions to everyday problems with a Catholic twist.

But the home camp is pretty pleased right now with the network. DeFrancesco says that Q2 revenue was double that of Q1's and Q3 is expected to double that of Q2's.

The future looks bright for the network. An IPO is planned for early next year to help finance the Superstore. When the dust has settled a little, and only then, will Catholic Family Radio worry about acquiring affiliates.

Indeed the birth of Catholic Family Radio is already itself a milestone. **Karl Stoll**, Director of Communications, National Religious Broadcasters, says that Catholic broadcasting has not been a major part of the religious broadcasting scene in the US. The NRB is very excited to see the growth of Catholic Family Radio. "One of the exciting things about their growth is that not only are they producing original programming, they're also securing, by purchasing radio stations, the ability to distribute that programming," he adds.

GET READY FOR THE NEW MILLENNIUM

RBR.COM

SIGN UP TODAY FOR FREE

WWW.RBR.COM

September 22—RBR Stock Index 1999

Company	Mkt:Symbol	9/15 Close	9/22 Close	Net Chg	Pct Chg	9/22 Vol	Company	Mkt:Symbol	9/15 Close	9/22 Close	Net Chg	Pct Chg	9/22 Vol
Ackerley	N:AK	15.250	12.500	-2.750	-18.03%	90900	Hearst-Argyle	N:HTV	25.500	23.438	-2.062	-8.09%	201500
Alliance Bcg.	O:RADO	0.656	0.438	-0.218	-33.23%	1200	Hispanic Bcg.	O:HBCCA	82.000	84.750	2.750	3.35%	108900
Am. Tower	N:AMT	23.125	22.250	-0.875	-3.78%	386400	Infinity	N:INF	27.063	26.813	-0.250	-0.92%	796200
AMFM Inc.	N:AFM	52.500	56.000	3.500	6.67%	849600	Jeff-Pilot	N:JP	66.250	63.563	-2.687	-4.06%	474500
AMSC	O:SKYC	19.063	19.000	-0.063	-0.33%	104200	Metro Networks	O:MTNT	71.125	74.250	3.125	4.39%	540100
Belo Corp.	N:BLC	20.500	20.250	-0.250	-1.22%	129300	NBG Radio Nets	O:NSBD	3.250	3.375	0.125	3.85%	12100
Big City Radio	A:YFM	4.250	4.250	0.000	0.00%	3800	New York Times	N:NYT	40.750	39.500	-1.250	-3.07%	189800
CBS Corp.	N:CBS	48.313	48.313	0.000	0.00%	1474900	Otter Tail Power	O:OTTR	45.125	43.250	-1.875	-4.16%	2600
CD Radio	O:CDRD	30.875	27.500	-3.375	-10.93%	657000	Pinnacle Hldgs.	O:BIGT	27.438	26.063	-1.375	-5.01%	160800
Ceridian	N:CEN	27.938	27.688	-0.250	-0.89%	388300	Radio One	O:ROIA	43.500	41.875	-1.625	-3.74%	46600
Citadel	O:CITC	36.750	35.375	-1.375	-3.74%	113900	RealNetworks	O:RNWK	92.563	103.375	10.812	11.68%	1372800
Clear Channel	N:CCU	75.438	76.500	1.062	1.41%	1018200	Regent Pfd.	O:RGCI	6.625	8.250	1.625	24.53%	100
Cox Radio	N:CXR	57.625	58.750	1.125	1.95%	14800	Saga Commun.	A:SGA	22.875	23.875	1.000	4.37%	5100
Crown Castle	O:TWRS	19.813	19.063	-0.750	-3.79%	180000	Salem Comm.	O:SALM	25.000	27.375	2.375	9.50%	5500
Cumulus	O:CMLS	31.875	28.750	-3.125	-9.80%	89000	Sinclair	O:SBGI	16.250	10.500	-5.750	-35.38%	10450000
DG Systems	O:DGIT	3.375	3.500	0.125	3.70%	62000	SpectraSite	O:SITE	13.875	11.313	-2.562	-18.46%	61300
Disney	N:DIS	27.500	27.375	-0.125	-0.45%	3911500	SportsLine USA	O:SPLN	25.250	29.500	4.250	16.83%	390800
Emmis	O:EMMS	62.500	69.250	6.750	10.80%	248200	TM Century	O:TMCI	0.875	0.875	0.000	0.00%	0
Entercom	N:ETM	41.125	40.750	-0.375	-0.91%	66000	Triangle	O:GAAY	0.100	0.080	-0.020	-20.00%	1392400
Fisher	O:FSCI	59.750	60.625	0.875	1.46%	800	Tribune	N:TRB	47.750	48.500	0.750	1.57%	895900
FTM Media	O:TFTMM	8.250	9.750	1.500	18.18%	700	Westwood One	N:WON	47.813	49.938	2.125	4.44%	1500700
Gaylord	N:GET	30.688	29.438	-1.250	-4.07%	10200	WinStar Comm.	O:WCII	53.000	58.125	5.125	9.67%	559100
Harris Corp.	N:HRS	25.375	24.500	-0.875	-3.45%	342300							

CITADEL COMMUNICATIONS

has acquired

FULLER-JEFFREY BROADCASTING

for

\$63,500,000

The undersigned acted as exclusive broker in this transaction and assisted in the negotiations.



Kalil & Co., Inc.

3444 North Country Club Tucson, Arizona 85716 (520) 795-1050

S&P index adds WW1

Westwood One (N:WON) got a price boost after Standard & Poor's added the stock to its S&P MidCap 400 Index (9/22). WW1 had been in the S&P SmallCap 600 Index, but was moved up because of its acquisition of Metro Networks (formerly O:MTNT), which closed last Wednesday (9/22).

WW1 replaced Enesco Group (N:ENC), a seller of collectibles and giftware, which was bumped to the SmallCap 600. Metro Networks had also been a SmallCap 600 component. It was replaced by Laser Vision Centers (O:LVC), a laser eye surgery company.

Newspapers grab BrassRing

Tribune Co. (N:TRB) and the Washington Post Co. (N:WPO) have combined resources to create BrassRing Inc., an Internet job site. Tribune is contributing \$70M cash, its job fair business and thepavement.com, a Web recruiting site for new college grads. Resources being contributed by the Post are its Kaplan Job Fairs and HireSystems. Although a startup, BrassRing will start with \$30M+ in 1999 revenues from the existing businesses and may launch an IPO next year.

SBS bulks up as AMFM exits Puerto Rico

As **Jimmy de Castro** continues his divestiture of AMFM Inc.'s (N:AFM) non-strategic assets (*RBR* 8/23, p. 13), AMFM is selling its eight FM stations in Puerto Rico to **Raul Alarcon's** Spanish Broadcasting System. AMFM will receive \$90M for the stations which it bought for \$75M last year (*RBR* 8/3, p. 12). An LMA will begin as soon as the deal gets antitrust approval.

SBS already owns three FMs in Puerto Rico and will become the island's top-billing radio group with this acquisition.

RBR observation: Even when AMFM (then Chancellor) announced its Puerto Rican purchases, many in the industry were wondering "why?" Other than giving it a presence in another top 20 market, the stations didn't appear to fit. AMFM has no Spanish stations

elsewhere, although it is an investor in Z-Spanish Media. These stations clearly fit better in the SBS portfolio as the second-largest Hispanic radio group prepares for its IPO. By the way, AMFM has also transferred its Puerto Rico TV station to LIN Television.

NextMedia in first deal

Carl Hirsch's and **Steve Dinetz's** NextMedia Group LLC is no longer about to happen (*RBR* 9/6, p. 2), it's happening now. The new group created by the two veteran group heads has made its first purchase. It's paying \$15M for Rambaldo Communications' WFLP-AM, WLKK-AM, WRKT-FM & WRTS-FM Erie, PA.

Richard Rambaldo won't be leaving radio after selling his stations. He'll take \$3M of the \$15M sale price

in stock and sign on as Senior Operation Manager for Regional Broadcasting at NextMedia. There are several other recognizable names among NextMedia's investors: **Peter Bordes Jr., Samuel Weller, Steven Smith, Matthew Leibowitz, Jacques Kerrest, Edward Bennett** and **Ricky Eytcheson**.

Cumulus consolidating Killeen, buying Cape Fear and adding in Green Bay

Cumulus Media (O:CMLS) has put together a potent new superduopoly in the Killeen-Temple, TX market with a series of deals to buy four FM stations. The total price tag is \$9M and LMAs of the entire group began 9/15.

Here's what Cumulus is buying in market #149: KLTD from Progressive Communications, KOOV & KOOC from Centroplex Communications and KYUL from Stellar Communications. **Broker: Bill Whitley, George Reed** and **Scott Knoblauch**, Media Services Group

Group buy in NC

The entire Cape Fear Broadcasting Group is becoming part of Cumulus in a \$47M cash and stock deal. The deal will add two stations to Cumulus' existing three in Wilmington, NC, as well as giving it a ready-made four-station superduopoly in Fayetteville, NC.

Bulking up in Packerland

Ben Laird has sold Cumulus a three-year option to buy WDUZ-AM & WQLH-FM, which would take Cumulus to a five-station superduopoly in Green Bay, WI. An LMA of the combo began 9/16.

If you're keeping track, Cumulus says it now owns, operates or is buying 261 radio stations in 48 markets.

Entercom entering Wichita

Entercom's recent SEC filings reveal that it has a letter of intent to buy the five Capstar/Triathlon spin-offs in Wichita which are now held by trustee

Orange Broadcasting Corporation

has closed on its purchase of the assets of radio station

KMSL-AM

Ontario, California

from

Stickney Associates, L.L.C.

for

\$2.5 Million

R. Thomas McKinley

of Media Services Group, Inc.

and Ray Stanfield

of Ray Stanfield & Associates

co-brokered this transaction.

P.O. Box 5355 Larkspur, CA 94977

Tel: (415) 924-2515 Fax: (415) 924-2649 E-mail: 104130.1571@compuserve.com

MEDIA SERVICES GROUP, INC.

ACQUISITIONS • VALUATIONS • FINANCING • CONSULTATION

San Francisco • Philadelphia • Dallas • Washington • Kansas City • Providence • Salt Lake City • Jacksonville • Richmond

Henry Rivera (RBR 5/10, p. 6). Previous efforts to sell the stations to Marathon for \$8M and Connoisseur for \$7.5M didn't get to closing. Now the price is back to \$8M and Entercom says it is pursuing other purchases in the Wichita market.

Radio Unica sets IPO terms

Joaquin Blaya's Radio Unica is close to pricing its IPO, which has been pending since July (RBR 7/19, p. 13). The All-Talk Spanish AM group will sell 5.7M shares at an estimated \$14-\$16 each. That will leave the company's venture capital backer, Warburg, Pincus Vetures, with a 70.1% stake.

For the first half of this year, Radio Unica reported that its revenues increased 125% to \$6.3M. Cash flow (EBITDA) remained negative, falling an additional \$700K to -\$10.7M. Underwriters: Salomon Smith Barney, Bear Stearns & Co., CIBC World Markets, Donaldson, Lufkin & Jenrette

Emmis soaring in radio & TV

Emmis Communications (O:EMMS) reported a 41% increase in revenues to \$81.5M and a 37% gain in cash flow to \$33.9M for its fiscal Q2, which ended 8/31. On a same station basis, revenues gained 13% and cash flow 22%. Radio same station revenues grew 16% and cash flow 19%.

CEO **Jeff Smulyan** noted that it was the company's fifth straight quarter of double-digit revenue growth and added: "We don't see any sign of abatement of double-digit growth."

Look for Emmis to announce another overseas acquisition soon: "several stations in one very major market," Smulyan said.

AMFM out of outdoor

AMFM Inc. (N:AFM) completed the spin-off of its outdoor division (RBR 6/7, p. 12). Lamar Advertising (O:LAMR) got DOJ approval to close the deal after agreeing to spin-offs in a few markets. In return for its 42,700 billboards, AMFM got \$700M cash and 26.2M Lamar shares. AMFM officials happily noted that the value of those shares had risen by \$300M since the deal was cut in June, making the total consideration \$1.9B.

RBR's deal digest

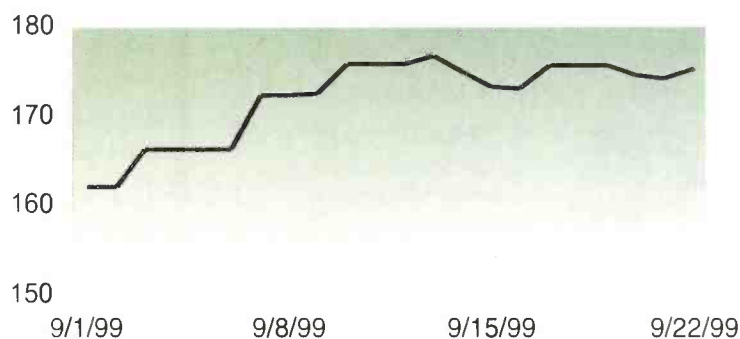
Don Crawford's Crawford Broadcasting is buying WMKI-AM (but not the "Mickey" call letters) Birmingham, AL for \$2.75M from **Jim Thompson's** and **Mike Craven's** Hibernia Communications, which owns a group of medium-market Radio Disney affiliates. Broker: **Mike Bergner**, Bergner & Co... After a proposed sale to AMFM (then Capstar) ran into FCC/DOJ problems and was abandoned, Jim Gibbons Radio Inc. is now selling WFIR-AM & WPVR-FM Roanoke, VA to Mel Wheeler Inc. Broker: **William Schutz Jr.**... **Rolland Johnson's** Three Eagles Broadcasting is buying KJAM-AM & FM Madison, SD from **John Goeman's** Madison Broadcasting Co. for \$1.2M. Broker: **Jerry Johnson**, Johnson Communication Properties

The Radio Index™

RADIO BUSINESS REPORT
Voice of the Radio Broadcasting Industry

THE WALL STREET JOURNAL
RADIO NETWORK

The Radio Index™ gained 1.95 for the week to close 9/22 at 175.25. The all-time high of 176.62 was set 9/13.



BATHYSPHERE BROADCASTING

Cliff Burnstein, President

has agreed to acquire

KSNI-FM & KSMA-AM

Santa Maria, California

for

\$3,750,000

from

BAYLISS BROADCASTING

Alice Bayliss, Owner

Patrick Communications was proud to serve

as the broker in this transaction.

PATRICK



COMMUNICATIONS

(410) 740-0250, www.patcomm.com

McCoy Broadcast Brokerage, Inc.

REAL RESULTS.

Under Contract!

KKAQ 1460 AM
KKDQ 99.3 FM
Thief River Falls, MN



JOSEPH BENNETT MCCOY, III
COLORADO SPRINGS, COLORADO
719-630-3111 PHONE
719-630-1871 FAX

HAMMETT & EDISON, INC.
CONSULTING ENGINEERS
RADIO AND TELEVISION

Serving the broadcast industry since 1952...

Box 280068 • San Francisco • 94128



707/996-5200
202/396-5200
engr@h-e.com
www.h-e.com

MUSIC PUBLISHER/ PROGRAM MUSIC LIBRARY FOR SALE

Noted, established pioneer Company in Production Music and Sound Effects Library industry. Extensive, wholly owned 260+ CD copyright collection. Perfect proprietary asset addition to radio network organization.

Serious inquiries, fax to:
914-347-4764

TRANSACTION DIGEST

by Jack Messmer & Dave Seyler

The deals listed left 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.

Closed
KASI/KCCQ
Ames, IA
\$4,000,000

Jorgenson
Broadcast Brokerage

Mark Jorgenson Peter Mieuli
(813) 926-9260 (408) 996-0496
Tampa San Jose

CLOSED

Phoenix Media Group

Has Acquired

WSME/WCDQ

Sanford, ME

From

WSME, Inc.

for

\$1,025,000

The undersigned was exclusive broker and assisted in the negotiations

Harold J. Bausemer, President

SALES GROUP

Boston, MA Phone: 781-848-4201

\$11,250,000 WINE-AM, WPUT-AM, WRKI-FM & WAXB-FM Danbury CT (Brookfield CT-Brewster-Patterson NY) from The Capstar Trust (Henry Rivera, trustee) to Aurora Communications LLC (Frank Osborn, Frank Washington, Heller Financial, BACI). \$11.25M cash. Daisy-chain **superduopolies** with WFAS-AM & FM White Plains NY and WICC-AM & WEBE-FM Bridgeport-Westport CT.

\$5,500,000 WILC-AM Washington DC (Laurel MD) from ILC Corp. (Israel Lopez) to ZGS Radio Inc. (Ronald Gordon). \$225K escrow, additional \$3.775M in cash at closing, \$1.5KM note. Note: The buyer also owns a low-power TV station in the Washington DC market.

\$3,750,000 KSMA-AM & KSNI-FM Santa Maria CA from Bayliss Broadcasting Co. (Alice Bayliss) to Bathysphere Broadcasting LP (Clifford Burnstein, Peter Mensch), part of the Digisphere Broadcasting group. \$350K escrow, balance in cash at closing. **Superduopoly** with KXFM-FM (and LMA of KAKV-FM) in the Santa Maria-Lompoc market and KQJZ-FM, KSLY-FM & KSTT-FM in the San Luis Obispo market. Broker: Patrick Communications

\$3,250,000 WLKD-AM, WMQA-FM & WHDG-FM Minocqua-Rhineland WI, 100% stock sale of Raven Broadcasting Corp. from David Ewaskowitz, Gene Anderson, N.F. Kellhauser, John Kraft, David Scholfield and North Hill Co. of Wausau to Marathon Media LP (Christopher Devine, Bruce Buzil, Brian McNeil, Aaron Shainis, Andrew Barrett, Peter Handy). \$100K escrow, balance in cash at closing. **Superduopoly** with WATK-AM & WRLO-FM Antigo WI, WOBT-AM & WRHN-FM Rhineland WI and WHTD-FM Three Lakes WI. Note: Marathon will divest WACD-FM Antigo WI to comply with local ownership limits.

\$2,740,000 WHOP-AM & FM Hopkinsville KY from Hopkinsville Broadcasting Co. Inc. (Roger & Ann Jeffers) to HOP Broadcasting Inc., a subsidiary of Key Broadcasting Inc. (Terry Forcht). \$200K escrow, balance in cash at closing. Broker: Henson Media

\$2,300,000 KBZO-AM Lubbock TX from Paisano Communications Inc. (Albert & Gerald Benavides) to Entravision Holdings LLC (Walter Ulloa, Philip Wilkinson & others). \$2.3M cash. Note: This deal also in-

THE EXLINE COMPANY

MEDIA BROKERS
CONSULTANTS

NORTHERN CALIFORNIA
STATIONS AVAILABLE



ANDY McCLURE **DEAN LeGRAS**

4340 Redwood Highway • Suite F-230 • San Rafael, CA 94903

Telephone • 415-479-3484 Fax • 415-479-1574

cludes two low-power TV stations in Amarillo TX and San Angelo TX, an option to buy KAWD-FM Tahokah-Lubbock TX and a right of first refusal to buy an FM CP, if granted to Albert Benavides, in Idalou TX.

\$1,600,000 WNHQ-FM Manchester NH (Peterborough NH) from RadioWorks Inc. (Lindsay Collins, Stuart Richter) to FNX Broadcasting LLC (Stephen Mindich, Bradley M. Mindich 1993 Declaration Trust). \$75K escrow, balance in cash at closing. Note: RadioWorks Inc., which retains three stations in the Manchester market, is not related to the Rhea family's RadioWorks group. **Broker:** The Sales Group

\$1,150,000 WQXO-AM, WHCH-FM & WFXD-FM Munising-Marquette MI from Mid Pen Broadcasting Inc. (Wallace Steinhoff) to Lakes Radio Inc. (Thomas Koster, William Walker, Richard Record, Thomas Walker, Richard Duerson), part of the Mid-West Family Broadcasting group. \$50K escrow, balance in cash at closing. **Superduopoly** with WGLQ-FM Escanaba MI. **Broker:** Satterfield & Perry

\$1,100,000 WFIV-AM Orlando (Kissimmee FL) from Edward C. Allmon d/b/a Radio Florida Broadcasters to Genesis Communications Inc. (Bruce Maduri). \$25K escrow, \$500K (less escrow) in cash at closing, notes totaling \$600K.

\$1,000,000 WKTT-FM Cleveland WI from Tri-County Radio Inc. (Charles Mills) to Radio K-T Inc. (Joseph Jack Taddeo, Susan Kraus). \$50K escrow, balance in cash at closing. **Broker:** Kozacko Media Services

\$750,000 KAEZ-FM Amarillo TX from KAEZ-FM Inc. (John Gay) to KXOJ Inc. (Michael Stephens), part of the Stephens Family group. \$137.5K escrow, balance in cash at closing. LMA since August. Note: No contour overlap with KOFR-FM Post TX. **Broker:** John W. Saunders

\$75,000 KAJG-FM Centerville TX from Caroline K. Powley to KVCT (TV) Inc. (Gerald Proctor, Richard Evans). \$75K cash. Note: Despite the buyer's name, it does not currently own KVCT-TV (Ch. 19, Fox) Victoria TX.

\$500,000 WAZV-FM CP (96.1 MHz) Norwood NY from Sinan Mimaroglu to Seaway Broadcasting Inc. (Tim Martz). \$25K escrow, additional \$225K in cash at closing, \$250K note. Note: This sale is subject to the FCC approving an upgrade to C3 with the transmitter at the site of WMSA-AM Massena NY, which Martz already owns.

\$450,000 KLMN-FM Amarillo TX from Family Life Broadcasting Inc. (Randy Carlson, pres.) to Educational Media Foundation (Richard Jenkins, pres.). \$22.5K escrow, \$300K (less escrow) in cash at closing, \$150K note. Note: Educational

Media is seeking a **waiver** of the main studio rule to operate this station as a satellite of KLVR-FM Santa Rosa CA.

\$441,227 KGW-AM Stockton CA from Carson Group Inc. (Susan Carson) to Immaculate Heart Radio (Douglas Sherman, pres.). \$108,580 in cash at closing, \$332,647 debt assumption. LMA since 9/1. **Broker:** Media Venture Partners

\$68,000 WGTX-AM DeFuniak Springs FL, 82.6% stock sale of Wesco Enterprises Inc. from Wesley & Jennifer Wilkerson to Sara Comander. Ron Kelly will continue to own the remaining 17.4%. \$5K escrow, balance in cash at closing.

\$34,000 WKXF-FM Eminence KY from Thin Man Inc. (David Marcum) to Cross Country Communications Inc. (George A., Barbara, George S. & Alexander Zarris). Assumption of debts up to a maximum of \$34K.

\$12,000 WNEB-AM Worcester MA, 50% stock transfer of Grace Broadcasting Corp. from Timothy Horton (51% before/25% after) and Rene Skinner (34%/10%) to Windsor Financial Corp. of Florida (Kim Penta, 50% after), with Evrol Officer continuing as a 15% shareholder. \$12K in cash, which was advanced by Windsor for the station purchase, is being converted to stock. In addition, Windsor is loaning the station additional cash as needed to cover operational losses.

World Class Merchant Banking with a Media and Communications Focus

We are the leading merchant bank specializing in the media and communications industry.

No one can match our experience in:

- Successfully completing sell-side media transactions
- Working with international media companies
- Structuring transactions to optimize terms for our clients
- Negotiating complex tax, legal and regulatory issues
- Investing in fast-growing companies to help them meet strategic objectives



Prodigy Communications Corporation

has acquired the dial-up Internet subscribers of



Cable & Wireless USA, Inc.

*We acted as financial advisor to
Prodigy Communications Corporation in this transaction.*

July 1999

VERONIS, SUHLER & ASSOCIATES INC.

We have completed more than \$23 billion in transactions, including significant deals in broadcasting, cable and entertainment. Our team of 50 transaction professionals represents a unique combination of senior media executives and Wall Street-trained investment bankers with legal and corporate finance backgrounds.

Also, VS&A Communications Partners III, L.P., our \$1 billion private equity fund, stands ready to provide growth capital to media and communications companies matching our investment criteria.

Speak to us about maximizing the value of your business.

To learn more about our firm or to discuss possible initiatives in complete confidence, contact:

FRANCIS L'ESPERANCE

Managing Director, Broadcast, Cable and Entertainment, lesperancef@veronissuhler.com

VERONIS, SUHLER & ASSOCIATES INC.

350 Park Avenue • New York, NY 10022 • Tel (212) 935-4990 • Fax (212) 935-0877 • Web Site: www.veronissuhler.com



The Age of Possibilities

WITH NEWT GINGRICH

Who are we as Americans?
Where are we going as a country?
What should we as citizens care about?

Hosted by former Speaker of the House Newt Gingrich, **The Age of Possibilities** is a daily 90-second commentary about the people who make America succeed and how they, as citizens, are changing the world around them.

From his travels across the country, Newt believes technology and education are transforming society. And the knowledge, ideas, solutions and opportunities are empowering individuals to continue to make this country great.

Draw listeners and sponsors to an exciting daily feature that will introduce them to the people that make America strong.

Consider the possibilities.

PREMIERE
RADIO NETWORKS

For more information contact your Premiere Radio Networks representative at 212-445-3919

