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## Free airtime fight looms as Kennard takes on GOP

by Frank Saxe

The FCC became entangled in the politically charged debate over campaign finance reform last week, as President **Clinton** announced during the State of the Union speech that he intends to end-run Congressional Republicans and ask the FCC to look into ways to force radio and TV stations to give free or reduced-cost airtime to political candidates. "Everyone knows elections have become too expensive, fueling a fund-raising arms race," said Clinton.

The idea is drawing fire from Congress, where a free airtime bill was voted down last year. "Mr. Kennard has declared war on Capitol Hill, and he'd better buy some combat boots," says a spokesman for Rep. **Billy Tauzin** (R-LA), chair of the House Telecommunications Committee. Tauzin "took Kennard to task" during a ten minute telephone call last Thursday (1/29), where he was "warned about poisoning his relationship with the GOP majority," according to *RBR* sources—who add Kennard seemed "shellshocked" by the reaction from Capitol Hill.

"Only Congress can enact such reform. Mandating free broadcast time cannot and should not be done by a regulatory agency. If the FCC moves forward...it would be clearly overstepping its authority," says Sen. **John McCain** (R-AZ), chairman of the Senate Commerce Committee, who is co-sponsoring the McCain-Feingold campaign finance reform bill and has been a proponent of giving free time to candidates (*RBR* 1/26, p.6).

A court battle is inevitable if the Commission tries to implement any rule. The NAB is among those likely to file suit. "The FCC has no authority to mandate free airtime for political candidates," says NAB President **Eddie Fritts**.

But FCC Chair **Bill Kennard** (D), backed by Commissioners **Susan Ness** and **Gloria Tristani**, both Democrats, argues the Commission "absolutely" has the authority to mandate free airtime, since it regulates broadcasters' public service obligation. "I would prefer Congress take the lead and provide a solution...however, the FCC can and should be prepared to act." The Chairman declined to quantify how much free time he thinks stations should give up. Kennard says the FCC will move forward with the idea, even if Congress votes down another free time measure this session.

For the past two decades, radio and TV stations have been required to sell time to candidates at the lowest unit rate, but Kennard thinks that system has become too complex, with frequent legal challenges.

Kennard won't find support from Republican Commissioners **Michael Powell** and **Harold Furchtgott-Roth** who believe such a debate belongs in Congress. "It should not be the task of five un-elected regulators, without a specific grant of statutory authority," said Powell.

**RBR observation:** Is a Civics 101 course in order for the President and Bill Kennard? Perhaps, considering the *elected* Congress killed free airtime last year. We've heard the FCC may scrap the whole idea, if Congress shouts loud enough. With every House seat and several Senate seats open this year—this hot potato may be given time to cool.

## DRE offers IBOC alternative

by Carl Marcucci

There's a new kid on the IBOC block: San Jose-based Digital Radio Express (DRE) announced last week (1/23) that it has developed a prototype IBOC (In-Band, On-Channel) transmitter/exciter unit and receiver. Two years in development, DRE demonstrated its new system to broadcasters and members of the DAB subcommittee of the NRSC 1/15. The NRSC will likely recommend an IBOC system to the FCC.

Until DRE released its alternative, broadcasters were solely relying upon USADR's work to bring digital broadcasting to radio (*RBR* 8/25/97, p.7).

DRE's IBOC unit is somewhat different than USADR's, but DRE may have a headstart in that it has already reached the hardware stage for both receiver and transmitter/exciter. Each system uses a different codec (compression) technology and different technologies to handle sound dropouts.

Both USADR and DRE will conduct special technologies exhibits and presentations at the Broadcast Engineering Conference April 5 at the NAB show in Las Vegas.

In a related release, Telos Systems' President **Steve Church** announced that his company is in partnership negotiations with DRE to manufacture the equipment.

DRE has also formed a partnership with Singapore-based chip manufacturer TriTech Microelectronics to convert its current prototype into an integrated circuit design.

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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/Sales Fax: 703-719-7910 • Subscription Phone: 703-719-7721 • Subscription Fax: 703-719-7725

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## DOJ OKs Patterson-Capstar

DOJ has finally announced what our readers already knew (*RBR* 11/24/97, p. 14)—Capstar is spinning WEEX-AM & WODE-FM Allentown, PA to Clear Channel (N:CCU) for \$28.6M to win antitrust approval of its \$215M acquisition of Patterson Broadcasting. "The sale of the two Allentown stations will ensure that the consumers who buy advertising will continue to have the benefits of competition, including lower prices and better services," said **Joel Klein**, Assistant Attorney General in charge of DOJ's antitrust division. —JM

## Arbitron shuts M-Tech

After two years of reorganization and repositioning, Arbitron shut down its M-Tech division, created from a company it bought two years ago called MediaMAPS International (*RBR* 1/16/95, p. 6). All that's left of M-Tech at Arbitron is MapMAKER, a mapping application with 200 clients.

**Ruth Presslaff**, named M-Tech's President in 1996, is buying back from Arbitron the interactive phone services she brought to M-Tech from her former company, The Media Gallery. Presslaff's new company is Presslaff Interactive Revenue. Terms were not disclosed. —KB

## First B'casting ends "Rock & Roldies"

Dallas-based First Broadcasting Networks, housing 14 new studios, has shut down its first 24-hour format, "Rock & Roldies," due to "cost concerns." The newbie net was in line to offer 10 24-hour formats. "In programming staff salaries [for Oldies] alone we were spending \$1M a year," said VP **David Gates**.

Contrary to some reports, First Broadcasting is not dissolving. "We'll have other uses for the studios, and we're going to preserve our options on the other formats. We've got some things that are on the horizon—the company is not going to go away," Gates told *RBR*. —CM

## Sports wars in Cincy

by Katy Bachman

In Cincinnati (#25), the motto must be, "let's play ball," and that's leading to an all-out contest between Jacor (O:JCOR) and Chancellor Media (O:AMFM). Both groups are programming Sports on two stations each, leading many to wonder just how hungry The Queen City is for Sports radio.

Last week (1/27), Chancellor, with a nod to ESPN 1 & 2, gave WBOB-AM 1160 a new sibling, BOB 2 on WUBE-AM 1230, positioning BOB as the local counterpoint to BOB 2, which now carries "Imus in the Morning" and other syndicated national fare.

At the same time, Jacor, which LMAs WCKY-AM 1360, flipped to Sports, taking with it Premiere's **Jim Rome**, which formerly was part of the original BOB lineup.

The final piece to the equation that can't be discounted is Jacor's AM powerhouse WLW, the market revenue leader. Although the News/Talker lost the Bengals rights to Chancellor last year, it's still strong in the Sports category, since it holds broadcast rights to the Cincinnati Reds, UC Bearcats, Xavier, and others.

Despite Jacor's signal advantage, Chancellor isn't phased by 50kw WLW or Sports newbie WCKY's 5kw. "There are two real [Sports stations] and two pretenders," said **John Rohm**, GM, BOB 1&2. WBOB (1kw) only pulled a .9 share in Fall, but Rohm is confident the station is "growing more in demo. We're tapping fatigued listeners from WLW. People who have tuned in for Sports can now find it all day with us."

Jacor's response: "If somebody is going to put Sports on 24 hours, we'd rather it would be us," said **Dave Mason**, Operations Manager, WCKY, who called the decision "simple." WCKY had been carrying all time-brokered programming, some of which was Sports, such as Miami University basketball and football. "We're still brokering, but now our format is in keeping [with the time brokered programming]." In addition to Rome, WCKY is carrying daily programming from SportsFan, and ESPN Radio at night.

Both of the two Sports newbies (WCKY and BOB 2) share at least one common goal: to make the Arbitron book, which neither did before the flip to Sports.

Let the games begin.

## Mickey's club grows to 15

Radio Disney still has a long way to go to meet its 1997 goal of 50 stations, but it has picked up two new stations, bringing the only remaining Kids format to 15 stations. Jefferson Pilot's KSON-AM San Diego and Hibernia's WHIM-AM Providence are the latest additions. Both 1kw stations are flipping from Country.

Also, KCNR-AM Salt Lake City has renewed its contract with Radio Disney according to GM **Pete Benedetti**. KCNR has appeared in previous Arbitron surveys, although it failed to appear in the Fall 1997 book released last week. Radio Disney's LA station also failed to make the book, despite KDIS-AM's 50kw signal.

Childrens Broadcasting Corp's (O:AAHS) Radio Aahs signed off Jan.

31 (*RBR* 11/24/97, p.6) citing the inability to get advertising support and allegations Disney ripped off their idea. —FS

## Jacor acquires Art Bell

In yet another programming acquisition, Jacor's (O:JCOR) Premiere Radio Networks has purchased Chancellor Broadcasting Co. and Talk Radio Network, Inc. for \$9M. Talk Radio Network syndicates **Art Bell's** overnight programs "Coast to Coast" and "Dreamland" and 17 other shows. Bell's current affiliate count for the two programs is near 400. Included in the deal is KOPE-FM Medford, OR, the only station owned by Chancellor, which is not related to Chancellor Media (O:AMFM). —CM

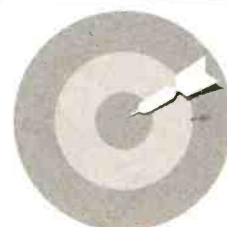
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**America's Top Stations: A Format Profile**

Saturday, February 7, 11:00AM-12:15PM

Bill Rose, Arbitron's vice president, Marketing, reviews Arbitron's latest study that analyzes the listening

characteristics of the most successful stations by format. The study is chock-full of new information that salespeople can use to enlighten advertisers about how listeners use radio.

Workshop #54:

**Demonstrating Radio's Results to Advertisers**

Saturday, February 7, 2:30PM-3:45PM

Pierre Bouvard, general manager, Arbitron, and an industry expert from the UK unveil this first look at an Arbitron pilot study of advertising effectiveness and offer an overview of how similar research on advertising effectiveness is used in the UK.

**And, don't forget to stop by the  
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# Goldman takes Sports Talk into the end zone

by Carl Marcucci

**S**ports on the radio used to mean play-by-play coverage. But in 1987, the launch of WFAN-AM New York proved that talking about sports—strategy, opinions from the experts and call-ins—is also viable and lucrative. Since most stations couldn't afford to hire the experts for their own Sports Talk station, the syndicators came in and filled the plate. One of those syndicators was SportsFan in January, 1994.

SportsFan has come a long way in a short time since the debut of its three-hour "SportsFan Tonight" program. Now 400 affiliates strong, this Sports Talk network has evolved into SportsFan Enterprises, vertically integrating its assets over the Internet through marketing and programming partnerships, and this year, looks to expand to TV programming, and even a broadcast school for athletes turned broadcasters.

In April '96, WinStar Communications (O:WCII) acquired a majority interest in the company, providing the full commitment of its own integration strategy. (See related story, p.8).

As SportsFan and the Sports Talk format continue to evolve, RBR asked **Jonathan Goldman**, EVP and co-founder, SportsFan Enterprises, how SportsFan intends to leverage its "Star Power" strategy for future growth at a time when sports programming competition has never been tougher.



Jonathan Goldman, EVP  
SportsFan Enterprises

pic-oriented programming that is of value to the consumer and the station, but also happens to fit nicely with what the advertiser is looking for.

In addition, we've invested a lot of money in gaining celebrity-oriented programming. Local stations could never afford to hire **John Madden** or **Keith Olbermann**. By advertising in the program, advertisers can essentially associate themselves with these folks. Otherwise they would have to hire spokespeople for their products.

### *How do you differentiate SportsFan from your competitors?*

OneOnOne has taken the position of going out and acquiring small, poor-signal stations in top ten markets. The problem with that strategy is that they are competing with potential affiliate clients within these markets—many that would offer much better commercial opportunities. Also, no matter how many stations they buy, unless they're going to buy dozens, they still need to develop and nurture affiliate relations with other stations that they don't own. The problem is the dark side of consolidation—by owning some stations, they've placed themselves in a competitive position with the ownership groups with whom they still want to do business.

PrimeSports and Sports Byline both have been out there for a number of years, and we just don't bump into them in the marketplace. So we suspect that their presence is diminishing. We just don't see them as major competitors in the marketplace.

ESPN is a big, powerful competitor to lots of media companies, of which we are one. Their radio presence is

*continued on page 8*

### *SportsFan is one of two 24-hour Sports nets. How does this distinction help in gaining affiliates?*

It allows us to stake out a position of trying to please everybody. If the station needs an evening show, we've got it. A morning show—we've got it. If they need 24 hours, we've got it. We don't force stations to carry a particular amount of programming; we are menu-driven. That helps us gain affiliates.

### *What do you offer advertisers?*

A programming menu that's really more than 7/24 creates a basket of programming assets that any advertiser can go into and find something that is of value or relates to their needs. We also have the ability to customize portions of our programming to work with advertisers. Let's say someone has a huge investment in the Olympics. We can create Olym-


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continued from page 6

strong and growing but we don't believe they will own a monopoly in Sports radio any more than they own a monopoly in Sports TV. We see them as a category grower. They build and create more credibility for the category and we're pleased with that.

**How do you see SportsFan's Sports Talk format competing with play-by-play coverage?**

Stepping back, we've now seen what happened with the NFL rights deals. Clearly rights fees are going up, not down. What that does is increases everyone's investment in sports. We believe play-by-play in radio helps us for two reasons. The stations that have invested a ton of money in play-by-play are now looking at their cost issues. A sports network like us is the obvious choice. We can provide hours and hours of quality programming to them that doesn't cost anything. You also have stations that are doing sports but don't have play-by-play. Those guys need to counter-program. What is the second Sports station in Dallas doing when the Cowboys are on? They're talking about it.

**Your affiliate base of 400 stations is spread evenly throughout the market ranks. Do you see any trends in the amount of programming different-sized markets carry on a daily or weekly basis?**

The smaller stations tend to carry more, the bigger stations tend to carry less. What we're doing to conform ourselves to that reality is creating programming that we affiliate outside of our 24/7 network. Here's a brand-new example. We just struck a deal with Bloomberg to create the "Bloomberg-SportsFan Business Minute." It's a one minute report, three times a day, co-branded, that is going to give sports stations the ability to have a business update provided by one of the most respected names in business media today. These will be live reports including a stock market update and a focus on a key sports business story.

A large, major market Sports Talk station doesn't need or want any long-form programming during the day because they're leveraging their own talent, but they do want a business update and they're not going to hire someone to do it. We're creating short-

form programming like that which is not particularly labor or cost intensive for us, but it gives us more surface contact with more radio stations and gets us into dayparts which we otherwise may not have.

**How did WinStar's April '96 purchase affect SportsFan?**

Our relationship with WinStar began well in advance of the April transaction. They have been funding us almost from day one. WinStar is building massive pipelines to carry audio, video and data to consumers, residences, schools and businesses. To that regard, WinStar has made selective investments in content-generating companies of which SportsFan is an example.

**SportsFan has SportsFan Online, yet SportsFan also has a relationship with CBS SportsLine. How does that work?**

It's a co-marketing relationship as much as co-programming. CBS SportsLine has invested quite a bit of money in excellent talent to create daytime programming, previously heard only on its Web site. They decided a couple of months ago to take it to the traditional radio market and they wanted to find a partner who could help accelerate their success. They came to us [and American View] almost immediately.

We were relatively new to the daytime marketplace and we welcomed the combination of our distribution and marketing power with their high quality programming. SportsLine now gets very substantial exposure and branding recognition and we in turn, are getting the same on the second largest sports Internet site.

SportsFan Online doesn't really compete with CBS SportsLine because SportsFan Online is a magazine-style site. [ESPN] Sportszone and CBS SportsLine are spending literally tens of millions of dollars creating their Web sites and trying to create businesses out of which is a very challenging revenue environment. We are not going to spend tens of millions of dollars on our Web site.

From a strategic angle, we elected to keep our feet in both camps from the Online standpoint. We have a Web site on the Internet, but we also have an area on AOL called "At SportsFan radio." It generates over

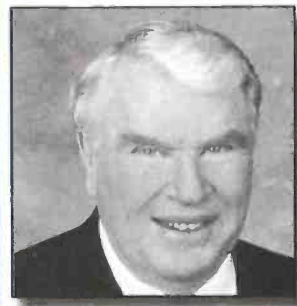
**What is the philosophy behind SportsFan's "Star Power" strategy?**

It's a crucial element to what we do. It's something our competitors don't do. Even ESPN doesn't do it. We are not just in the business as a radio company. We are trying to create a larger media company. The ability to acquire and integrate the participation of these people is a very substantial asset. We bring that to the station and advertiser, in the station's case at no cost, and to the advertiser always at a better cost than hiring them themselves.

We have **John Madden**, **Pat O'Brien**, **James Brown**, and we've just added **Keith Olbermann**. After that, we've got the CBS SportsLine folks which brings us on a regular basis people like **Michael Jordan** and **Shaquille**, **Joe Namath**, **Tiger Woods** and so on. SportsLine brings the athlete star power and we have the broadcaster star power.



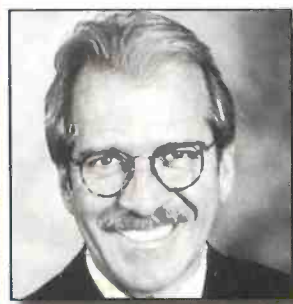
James Brown



John Madden



Keith Olbermann



Pat O'Brien

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continued from page 8

five million impressions a month. We populate it with original content that is different from SportsFan Online. One area of the AOL site is an area called breaking news. We leverage the key asset that we have which is 24-hr a day news-breaking radio programming and migrate that programming on a selective basis as an audio clip.

#### **How has consolidation affected your business?**

It has changed the economics of the business from a station standpoint. If your station has been bought, chances are you're owned by one of three or four major groups. And chances are, your local budget is now tighter than it's ever been. It's more Draconian on the cost side and more demanding on the revenue side. That means that stations are looking to program their stations cost-effectively. Clearly, satellite-delivered network radio is one of the obvious answers.

#### **What is SportsFan's TV strategy?**

We have a Star Power strategy to create SportsFan-branded TV programming. We are not going to compete with ESPN, and we're not going to own or acquire any TV network. We are going to opportunistically create

individual programming assets that leverage who and what we are today that extend our brand name and make sense from a revenue standpoint.

There are two projects which are beyond the proposal stage, which will soon be presented to two networks to see if they want to participate with us in the production of these shows. Generally these are barter deals, and there's a revenue share and no cost up front.

One is a documentary series that would get underwritten by the network.

#### **What is SportsFan's positioning five years down the road?**

Our goal is to grow SportsFan into a multimedia sports company. We clearly have made a major stake in radio and the Online world; we are looking to initiate a stake in TV, and are looking at a print-oriented acquisition.

#### **Company Profile: WinStar Communications**

SportsFan's parent company, WinStar Communications (O:WCII) is a telecommunications company that is building an alternative to the local "Baby Bell" telephone companies. WinStar has been acquiring content providers from the radio, TV, film and online industries. It is convinced that bundling content with its telecommunications services will help build its business and boost profit margins.

Over the past four years, WinStar has acquired an 80% stake in The Winning Line Inc. (TWL), which operates SportsFan. In turn, TWL last October bought radio sports programs from Major Sports. Since late 1996, WinStar has owned 80% of Millennium Marketing Inc., now known as WinStar Interactive Media Sales, which is an advertising sales rep for interactive media companies, and 100% of Global Media Sales Inc., which reps SportsFan and other radio syndicators.

WinStar also owns Non Fiction Films Inc., a documentary producer for the A&E Network and others. —JM

#### **SPORTSFAN ENTERPRISES**

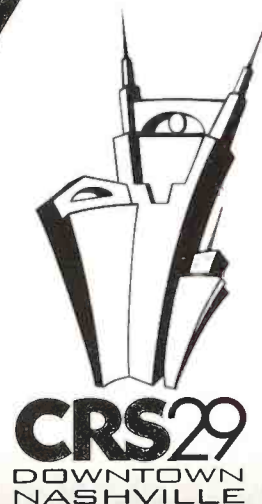
#### **SportsFan Enterprises Assets**

- SportsFan Radio Network
- Sports Fan Online
- "@SportsFan" area on America Online
- Sports-Fan supported broadcast school (in development)
- SportsFan Pro Player Network (in development)
- Programming/marketing partnership with CBS SportsLine
- TV Network partnership (planned)
- Print acquisition (planned)

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## January 28—RBR Stock Index 1998

Company	Mkt:Symbol	1/21 Close	1/28 Close	Net Chg	Pct Chg	1/28 Vol (00)	Company	Mkt:Symbol	1/21 Close	1/28 Close	Net Chg	Pct Chg	1/28 Vol(00)
Ackerley	N:AK	15.562	16.063	0.501	3.22%	70	Heftel Bcg.	O:HBCCA	43.937	43.625	-0.312	-0.71%	3357
Alliance Bcg.	O:RADO	0.250	0.500	0.250	100.00%	5	Jacor	O:JCOR	51.875	49.375	-2.500	-4.82%	2362
Am. Radio Sys.	N:AFM	57.375	57.063	-0.312	-0.54%	464	Jeff-Pilot	N:JP	79.250	81.500	2.250	2.84%	2118
AMSC	O:SKYC	9.000	7.875	-1.125	-12.50%	299	Jones Intercable	O:JOINA	16.375	15.938	-0.437	-2.67%	1330
Belo Corp.	N:BLC	54.500	54.063	-0.437	-0.80%	2124	Metro Networks	O:MTNT	34.375	33.563	-0.812	-2.36%	311
Big City Radio	A:YFM	7.000	8.000	1.000	14.29%	1577	NBG Radio Nets	O:NSBD	2.000	2.500	0.500	25.00%	182
CBS Corp.	N:CBS	30.750	28.938	-1.812	-5.89%	25332	New York Times	N:NYT	66.937	64.938	-1.999	-2.99%	3473
CD Radio	O:CDRD	15.625	16.313	0.688	4.40%	2268	News Comm.	O:NCOM	1.625	1.500	-0.125	-7.69%	2
Ceridian	N:CEN	45.000	44.750	-0.250	-0.56%	2407	Otter Tail Power	O:OTTR	38.250	37.906	-0.344	-0.90%	101
Chancellor	O:AMFM	36.375	35.125	-1.250	-3.44%	30554	Pacific R&E	A:PXE	3.437	3.250	-0.187	-5.44%	17
Childrens Bcg.	O:AAHS	3.812	2.813	-0.999	-26.21%	1019	Pulitzer	N:PTZ	58.312	58.250	-0.062	-0.11%	449
Clear Channel	N:CCU	83.312	79.813	-3.499	-4.20%	5306	Real Networks	O:RNWK	16.125	17.125	1.000	6.20%	316
Cox Radio	N:CXR	39.000	37.125	-1.875	-4.81%	494	Saga Commun.	A:SGA	20.875	20.938	0.063	0.30%	15
DG Systems	O:DGIT	3.875	3.500	-0.375	-9.68%	92	SFX Bcg.	O:SFXBA	82.750	84.313	1.563	1.89%	1671
Disney	N:DIS	98.875	105.000	6.125	6.19%	29397	Sinclair	O:SBGI	47.250	48.000	0.750	1.59%	2222
Emmis Bcg.	O:EMMS	47.625	47.500	-0.125	-0.26%	237	Sportsline USA	O:SPLN	23.125	21.375	-1.750	-7.57%	3551
Faircom	O:FXCM	0.937	0.875	-0.062	-6.62%	45	TM Century	O:TMC1	0.593	0.593	0.000	0.00%	0
Fisher	O:FSCI	118.000	119.500	1.500	1.27%	3	Triathlon	O:TBCOA	10.531	10.250	-0.281	-2.67%	330
Gaylord	N:GET	30.062	31.813	1.751	5.82%	331	Tribune	N:TRB	61.750	58.625	-3.125	-5.06%	3302
Granite	O:GBTVK	10.875	10.750	-0.125	-1.15%	285	Westower	A:WTW	16.250	18.625	2.375	14.62%	925
Harris Corp.	N:HRS	45.375	45.313	-0.062	-0.14%	1739	Westwood One	O:WONE	32.500	31.875	-0.625	-1.92%	128
							WinStar Comm.	O:WCII	32.750	33.125	0.375	1.15%	10799

### Billboard consolidation continues

PNE Media LLC has become a major player in the fast-consolidating outdoor advertising industry through a series of seven acquisitions totalling \$28M. PNE, headed by CEO **Jim Eatrises**, acquired Whitehead Outdoor in Maryland and Washington, DC, Parkway Advertising in Charlotte, NC, Maryland Outdoor in Baltimore, Crickett Ltd. in Baltimore and OMS in central Pennsylvania. BancBoston Ventures and Alta Communications provided \$12.4M in equity capital, while Union Bank provided a \$20M senior loan. **Broker: Evan Blum & Bill Lisecky**, Communications Equity Associates

### Paxson in all top-20 markets

Paxson Communications (A:PAX) has become the first TV group owner ever to have stations in all of the top-20 markets. In a deal to fill its last hole (a big one at that—market #3), Paxson is paying \$120M for WCFC-TV (Ch. 38) Chicago, a full signal UHF transmitting from the John Hancock Center.

As part of the deal, seller Christian Communications will receive Paxson's option to purchase KWOK-TV (Ch. 68), a new station about to sign on in the San Francisco market.

Paxson is set to launch the nation's seventh TV network, Pax Net, in August. With the Chicago addition, it will launch with 73 O&Os and affiliates reaching over 70% of US TV households. Recent programming acquisitions include the off-network rights to Paramount's "Father Dowling Mystery Series" and "Diagnosis Murder."

### All BETs are off...

BET Holdings' (N:BTV) founder and CEO **Robert Johnson** has been rebuffed by his own board of directors on a bid by Johnson and Liberty Media (O:LBYTA) to buy out other shareholders for \$48 per share (*RBR* 10/13/97, p. 7). After conferring with financial advisors as a one-man "special independent committee," BET director **Delano Lewis**, president of National Public Radio, reported back that the \$48 bid was inadequate. However, talks are con-

tinuing on a sweetened bid.

As *RBR* reported, Wall Street analysts had estimated that BET could be worth up to \$60 per share. Liberty Media is controlled by Tele-Communications Inc. (O:TCOMA).

### Hicks in mega-movie deal

**Tom Hicks'** Hicks, Muse, Tate & Furst is teaming up with the other giant of corporate buyouts, Kohlberg, Kravis, Roberts & Co., to create the nation's largest chain of movie theaters. The two investment giants are buying Regal Cinemas (O:REGL) for \$1.5B, then combining it with the theater chains they already own—Hicks, Muse's United Artists Theatre Group and KKR's Act III Cinemas. In all, the merged company will be valued at over \$3B.

Both Hicks, Muse and KKR have ties to the radio industry. Hicks, Muse is the principal backer of Capstar and a major shareholder of Chancellor Media (O:AMFM). KKR was the financial backer of Granum Communications, whose stations were sold to Infinity and are now part of CBS Corp. (N:CBS).



by Jack Messmer

## Entercom wins battle for Sinclair spin-offs

Joe and David Field's Entercom has emerged the victor from a legal squabble over who gets to buy seven stations in Portland, OR and Rochester, NY from Sinclair Broadcast Group (O:SBGI). After being rebuffed by a Cincinnati federal court, Jacor Communications (O:JCOR) declined to pursue its case in a Philadelphia federal court, where Entercom had earlier filed suit to enforce its deal. Now the lawsuits have all been dropped and Sinclair is satisfied with the deal to sell the stations to Entercom for \$126.5M.

The stations are part of the former Heritage Media radio and TV group, which Sinclair is buying from News Corp. (N:NWS) for \$630M (RBR 6/30/97, p. 12). The seven being spun to Entercom are KKSJ-AM & FM & KKRH-FM Portland and WBBF-AM, WBEE-FM, WKLX-FM & WQRV-FM Rochester.

Entercom COO David Field said that, combined with the company's KFXX-AM, KGON-FM and KNRK-FM, the new acquisition will make market #24 a virtual dead-heat, revenue-wise, between Entercom, CBS (N:CBS) and Jacor. Noting that KKSJ-FM moved to first place (persons 25-54 and #2 12+) in the Fall Arbitron, Field said "that gives us another very powerful brand in that market."

Rochester is a new market for Entercom, which will instantly become one of the three major players. "You have only seven full-power FM signals in that market," noted Field, who's getting two in this deal.

Based on BIA's *Investing in Radio '97*, this deal will add \$18.2M in revenues (1996 estimate—1997 figures are not yet available) to Entercom. That would move it ahead of Susquehanna

to become the top-billing privately-owned radio group (no public stock or bonds) at \$127.9M in pro forma 1996 revenues. Entercom also moves into tenth place among all radio group owners, displacing Sinclair.

### Blaya adds Miami AM

Chris Brennan's OneOnOne Sports is divesting its smallest O&O market, Miami, by selling WNMA-AM to Joaquin Blaya's Radio Unica Corp. An LMA beginning February 1 will flip the Sports Talk back to Spanish just months after OneOnOne bought the station from Spanish Broadcasting System (SBS) for \$8M as part of a three-market, \$44M deal (RBR 7/28/97, p. 12). No price has yet been announced for the pending re-sale.

The purchase of WNMA's 1210 kHz operation also includes its expanded band allocation at 1700 kHz, which recently began operation with a simulcast of SBS' WCMQ-FM.

OneOnOne will continue to have O&O stations in New York, Los Angeles, Chicago and Boston.

Radio Unica launched its 24-hour Spanish News/Talk/Sports network January 5 with 40 affiliates. The Miami buy is the second O&O acquisition for Blaya.

### Houston price tag: \$6.4M

CBS (N:CBS) has filed its sale of KXYZ-AM Houston (RBR 1/12, p. 13) at the FCC, revealing that the price being paid by Blaya Inc. is \$6.4M, all cash. The station, which CBS acquired with the Infinity group, has been the #1 radio group's only Spanish outlet. The filing also revealed that CBS is paying a brokerage fee to the Minority Media and Telecommunications Council.

### Emmis files WQCD buy

More than eight months after LMAing WQCD-FM New York with an option to buy the station for \$140-160M (RBR 5/19/97, p. 3), Emmis Broadcasting (O:EMMS), The Tribune Co. (N:TRB) and Dudley Communications have filed the complicated swap deal with the FCC.

In step one, Emmis will acquire all of the stock of Dudley, owner of KTZZ-

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has agreed to transfer the assets of

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## Let the records fall! Media groups dazzle Wall Street

•The Walt Disney Co. (N:DIS) beat Wall Street expectations for its fiscal Q1 which ended 12/31/97. On a pro forma basis, adjusting for its sale of KCAL-TV L.A. and most of ABC's publishing division, Disney reported a 6% gain in revenues to \$6.3B, with operating income up 9% to \$1.5B. Net income rose 18% to \$755M. The good news sent Disney's stock to its first close above \$100 per share (1/27). See *RBR's weekly stock chart, page 13*.

For the ABC broadcasting division, revenues gained 10% to \$2.06B and operating income increased 8% to \$505M. Disney said its ABC O&O radio and TV stations benefitted from "stronger demand for advertising."

As Disney announced its record quarter, the company's directors also increased the quarterly dividend by 2.5¢ to 15.75¢ per share.

•Tribune Co. (N:TRB) reported record revenues of \$2.7B for 1997, up 13% from '96. Cash flow (EBITDA) rose 26% to \$815M and net income, adjusted for discontinued operations, gained 6% to \$380M.

Broadcasting and entertainment revenues gained 21% to \$1.1B—putting the fast growing division just behind the publishing group's \$1.3B. The B/E division's operating profit gained 40% to \$286M.

•The Ackerley Group (N:AK) reported that net revenues for 1997 rose 9.6% to a record \$271.2M. Operating cash flow rose only a slight 0.2% to \$60.4M. Net income, including a one-time tax benefit, gained 108.2% to \$32.9M. Both the out-of-home advertising and broadcasting segments posted strong gains, with the sports and entertainment division flat.

•Ceridian (N:CEN), the parent company of Arbitron, reported 1997 revenues up 14% to \$1.07B. Net earnings shot up 159.7% to \$472.4M. Not including unusual gains and charges, Ceridian said it would have had earnings of \$215.5M for the year.

TV (Ch. 22, WB) Seattle and WXMI-TV (Ch. 17, Fox) Grand Rapids, for \$141M cash and \$38.5M in debt to be assumed or paid off.

Emmis will then swap the two TVs to Tribune for WQCD-FM. The price will be adjusted through a complicated tax-liability calculation, with Tribune making a cash payment to Emmis. At the end of the day, according to Emmis CFO **Howard Schrott**, the net cost of WQCD will be close to \$140M.

Emmis last week announced a \$37M buy of *Texas Monthly*, which has a circulation of more than 300,000. Emmis already owns regional magazines in Indianapolis, Atlanta and Cincinnati.

### Global misses closing deadline

Children's Broadcasting Corp. (O:AAHS) is looking at "all options available" after Global Broadcasting Co. failed to close its \$72.5M purchase of the kiddie net's O&Os by the contract deadline. Discussions are continuing with Global, but *RBR* sources say Children's CEO **Chris Dahl** wants to line-up backup buyers in case Global can't get its financial act together. Star Media's **Peter Handy**, who represented Children's in the sale negotiations with Global, is again shopping the stations.

**RBR observation:** What we want to know is what happens to the \$3.5M letter of credit, secured by Global's assets, which was given to Children's as escrow? Look for a friendly resolution soon, or a court fight later.

### Wilks wins auction

Last week was the deadline for cutting settlement deals on pre-July 1, 1997 competing applications for new stations (*RBR* 8/11/97, p. 3), and it appeared most settlement efforts were going right down to the wire. Contested CPs which weren't settled by private auctions will now go to government auctions or new hearings, although the FCC has not even begun deciding which direction to go—let alone writing rules. Contested applications filed July 1 and after must go to auction, but those rules haven't been proposed either.

At deadline, only one new settlement was reported to *RBR*: Wilks Broadcasting, which formerly owned stations in Augusta, GA, submitted the winning bid for a new 6kw Class A FM (99.5 MHz) licensed to LaCrosse, FL—at the north end of the Gainesville-Ocala market. **Don** and **Jeff Wilks** will pay \$700,000 to the other nine applicants for the CP.

# CLOSED!

**KHAK-FM, KDAT-FM and KTOF-AM, Cedar Rapids, Iowa from Quass Broadcasting Company, Mary Quass, President, to Capstar Broadcasting Partners, Inc., R. Steven Hicks, Chairman and CEO.**

George I. Otwell  
Randall E. Jeffery  
and  
Elliot B. Evers  
represented the buyer.

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by Jack Messmer & Dave Seyler

ance in cash at closing. **Superduopoly** with KROY-AM Victorville CA, KATJ-FM George CA & KIXA-FM Lucerne Valley CA (below). LMA since 1/1/98. **Broker:** Peter Handy, Star Media Group

**\$5,150,000—\* WBPW-FM, WQHR-FM, WOZI-FM** Presque Isle ME and **WHRR-FM** Dennysville ME from Fours Seasons Communications Inc. & Quantum Investments Inc. (Timothy D. Martz) to Pilot Communications LLC, owned by Pilot Communications (James L. Leven) and Broadcasting Partners Holdings (Lee Simonson, Jeffrey T. Stevenson). \$300K letter of credit as escrow, balance in cash at closing. Existing **superduopoly** in Presque Isle. Note: WHRR does not have a contour overlap with the other stations. **Broker:** Dick Foreman, Richard A. Foreman Associates

**\$3,750,010—\* WYCB-AM** Washington DC, 100% stock sale of Broadcast Holdings Inc. from G. Cabell Williams III to WYCB Acquisition Corp., a subsidiary of Radio One Inc. (Catherine L. Hughes, Alfred C. Liggins III). \$10 for exercise of purchase option, \$3.75M note. **Duopoly** with WOL-AM, WMMJ-FM & WKYS-FM.

**\$3,143,000—\* KQIZ-FM** Amarillo TX from Wiskes/Abaris Communications KQIZ Partnership (Don J. Wiskes, John P. Higgins) to Cumulus Broadcasting Inc. (William Bungeoth, Richard Bonick Jr.), a subsidiary of Cumulus Media LLC (Richard Weening, Lewis Dickey Jr.). \$310K letter of credit as escrow, \$3.143M in cash at closing. Note: Price is reduced to \$3.057M if the seller fails to install a new transmitter before closing. **Duopoly** with KZRK-AM & FM & KARX-FM **Broker:** Jody McCoy, McCoy Broadcast Brokerage

**\$2,500,000—KHOO-AM** Seattle (Tacoma WA) from Southwave Wireless communications LLC (Stephen L. West) to AK Media Group Inc. (Barry Ackerley), a subsidiary of The Ackerley Group Inc. (N:AK). \$150K downpayment, balance in cash at closing. LMA since 12/15/97. Note: This transaction did not include duopoly maps since Ackerley's interest in KJR-AM & FM & KUBE-FM is currently non-attributable, although the company has announced that it is buying out its partners and will become the licensee of the three stations.

**\$2,000,000—\* KIXA-FM** Lucerne Valley CA from RASA Communications Corp. (Marcelino Q. Garza), via Topaz Broadcasting Inc. (Tom Gammon), to Regent Licensee of Victorville Inc., a subsidiary of Regent Communications (Terry Jacobs, Bill Stakelin). Topaz, which has LMA'd this station since 5/27/92 and

The deals listed below were taken from FCC filings made public during the week from Wednesday, Jan. 21 through Tuesday, Jan. 27. 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.

**\$23,000,000—\* KONO-AM & FM** San Antonio (San Antonio-Helotes TX) from Radio KONO Ltd. (John W. Barger) to Cox Radio Inc. (N:CXR, Robert Neil, pres.). \$1M escrow, balance in cash at closing. **Superduopoly** with KKYX-AM, KLUP-AM, KCJZ-FM, KCYF-FM, KISS-FM & KSMG-FM.


**\$14,000,000—\* WING-AM & FM & WGTZ-FM** Dayton (Dayton-Eaton OH) from SWJDR Corp. (Alexander Williams) to Clear Channel Metroplex Licenses Inc. (Lowry Mays), a subsidiary of Clear Channel Communications (N:CCU). \$14M loan to be cancelled at closing. Creates **duopoly**. Note: Simultaneously with this closing, SWJDR will pay \$3,411,179 to acquire WING-FM from Short Broadcasting Corp., a subsidiary of Capstar Broadcasting Partners (Steve Hicks). **Broker:** Joel Hartstone, StoneGate Capital Group; Gretchen Shugart, Communications Equity Associates

**\$14,000,000—\* KMND-AM, KBAT-FM, KNFM-FM, KGEE-FM & KODM-FM** Midland-Odessa (Midland-Monahans-Odessa TX), 100% stock sale of New Frontier Communications Inc. from Tommy R. Vascocu, Elizabeth L. Young, Michael L. Owens, Alan Owens, Robert Podolsky, Larry Daniels, Sonja Erskine and Jeffrey D. Erskine to Cumulus Holdings Inc. (William Bungeoth, Richard Bonick Jr.), a subsidiary of Cumulus Media LLC (Richard Weening, Lewis Dickey Jr.). \$13.5M in cash for stock, additional \$500K to Vascocu under non-compete agreement. Existing **superduopoly**. **Broker:** Jerry Denon, Montcalm Media Brokerage

**\$6,400,000—KXYZ-AM** Houston from 13 Radio Corp. (Mel Karmazin), a subsidiary of CBS Corp. (N:CBS), to Blaya Inc. (Joaquin F. Blaya). \$1M escrow, balance in cash at closing. LMA since 1/1/98. **Broker:** Minority Media and Telecommunications Council

**\$6,000,000—\* KIXW-AM & KZXY-FM** Apple Valley CA from Ruby Broadcasting Inc. (Tom Gammon) to Regent Licensee of Victorville Inc., a subsidiary of Regent Communications (Terry Jacobs, Bill Stakelin). \$400K (cash or letter or credit) escrow, bal-

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held an option to purchase the station, is paying \$275,000 for the assets. In addition, Topaz and RASA are ending legal proceedings which have been underway since 1/9/95. In a second, simultaneous closing, Topaz will merge with Regent in exchange for 400K shares of Regent preferred stock valued at \$5 per share. **Superduopoly** with KROY-AM Victorville CA, KATJ-FM George CA and KIXW-AM & KZXY-FM Apple Valley CA (above). **Broker:** Peter Handy, Star Media Group

**\$1,741,445—\* KIXW-FM** Lenwood CA and **KIXF-FM** Baker CA from Turquoise Broadcasting Inc. (Tom Gammon) to Highway Radio Inc. (Kirk M. Anderson, Howard B. Anderson). \$1,741,445 note. **Duopoly** of KIXW-FM with KRXV-FM.

**\$1,675,000—\* WKRT-AM & WIII-FM** Cortland NY from Cayuga Radio Partners LP (Jeffrey D. Shapiro) to Pilot Communications LLC, owned by Pilot Communications (James L. Leven) and Broadcasting Partners Holdings (Lee Simonson, Jeffrey T. Stevenson). \$100K letter of credit as escrow, \$1.675M in cash at closing. **Superduopoly** with WNSS-AM, WNTQ-FM & WAQZ-FM Syracuse-Manilus NY. Note: No contour overlap with WLTI-FM Syracuse. **Broker:** Dick Foreman, Richard A. Foreman Associates

**\$1,673,905—KCTG-FM** Ozark MO, 100% stock sale of Ozark Mountain Broadcasting Inc. from Gary W. Lynch, Mel Pulley & Gretchen Puley to Max H. Pearson, owner of the Pearson Broadcasting group. \$251,086 in cash at closing, two notes totalling \$1,422,819.

**\$1,000,000—\* WBZW-FM** Loudonville OH from K-Country Inc. (Mark & Arlene Bohach) to Knox Broadcasting Corp. (Walter & Dean Stampfli, Mark Hiner, Thomas Vanik). \$5K escrow, \$25K "advance payment," balance in cash at closing. **Superduopoly** with WNCO-FM Ashland OH & WQIO-FM Mount Vernon OH. LMA since 11/16/97.

**\$800,000—KKBI-FM** Broken Bow OK from CarePhil Communications (Philip B. Silva, Alyce Carole Williams) to J.D.C. Radio Inc. (Homer & Doris Coleman). \$95K escrow, balance in cash at closing. LMA since 12/1/97.

**\$700,000—\* WJSK-FM** Fayetteville (Lumberton NC) from Arthur DeBerry & Associates Inc. (Arthur S. DeBerry) to C.F. Radio Inc. (Hannah Dawson Gage, Victor W. Dawson Jr., Ann Highsmith Lawing, Margaret D.H. Dickson, John Gilmer Dawson III, Jean Horton Dawson, Terry Lyon Dawson). \$35K escrow, balance in cash at closing. **Duopoly** with WFNC-AM & WQSM-FM. **Broker:** American Media Services

**\$700,000—KRKI-AM & KEZZ-FM** CP (102.1 MHz) Estes Park CO from Trail Broadcasting Co. Inc. (Terry Licence) to Michael Radio Enterprises of Colorado Inc. (Victor A.

Michael Jr., Van A. Michael, Brian M. Encke). \$50K escrow, balance in cash at closing. LMA since 12/13/97. **Broker:** Jody McCoy, McCoy Broadcast Brokerage Inc.

**\$700,000—WYDE-AM** Birmingham from American General Media of Texas (Anthony S. & L. Rogers Brandon) to Hibernia of Birmingham LLC, a subsidiary of Hibernia Communications LLC (Michael R. Craven, James B. Thompson, PEP Investment Partners). \$50K escrow, balance in cash at closing. LMA since 1/5/98. Note: Disney's (N:DIS) ABC Radio Network Inc. has an option to purchase this station.

**\$686,000—\* WVGN-FM** Charlotte Amalie US Virgin Islands and **WAVI-FM** Christiansted US Virgin Islands from St. Croix Wireless Co. Inc. (John T. Galanses) to Knight V.I. Radio Corp. (Randolph, N. Scott & Robert Knight). \$32.5K escrow, \$300K (less escrow) in cash at closing, \$350K note, \$3.6K under non-compete, \$32.4K under consulting contract. **Superduopoly** with WWI-AM Charlotte Amalie, WWKS-FM Cruz Bay and an application for a new FM in Frederiksted US Virgin Islands.

**\$645,000—WDRZ-FM** Etowah TN from BVACK Broadcasting Company (Robert White) to Friendship Broadcasting LLC (Anthony & Catherine Ann Bono). \$31.25K escrow, balance in cash at closing.

**\$580,000—\* WDOX-FM** Wildwood Crest NJ from Joseph Donald Powers to Margate

Communications LP (Cleo Brooks). \$50K downpayment, balance in cash (less LMA payments) at closing. **Duopoly** with WBNJ-FM Cape May NJ.

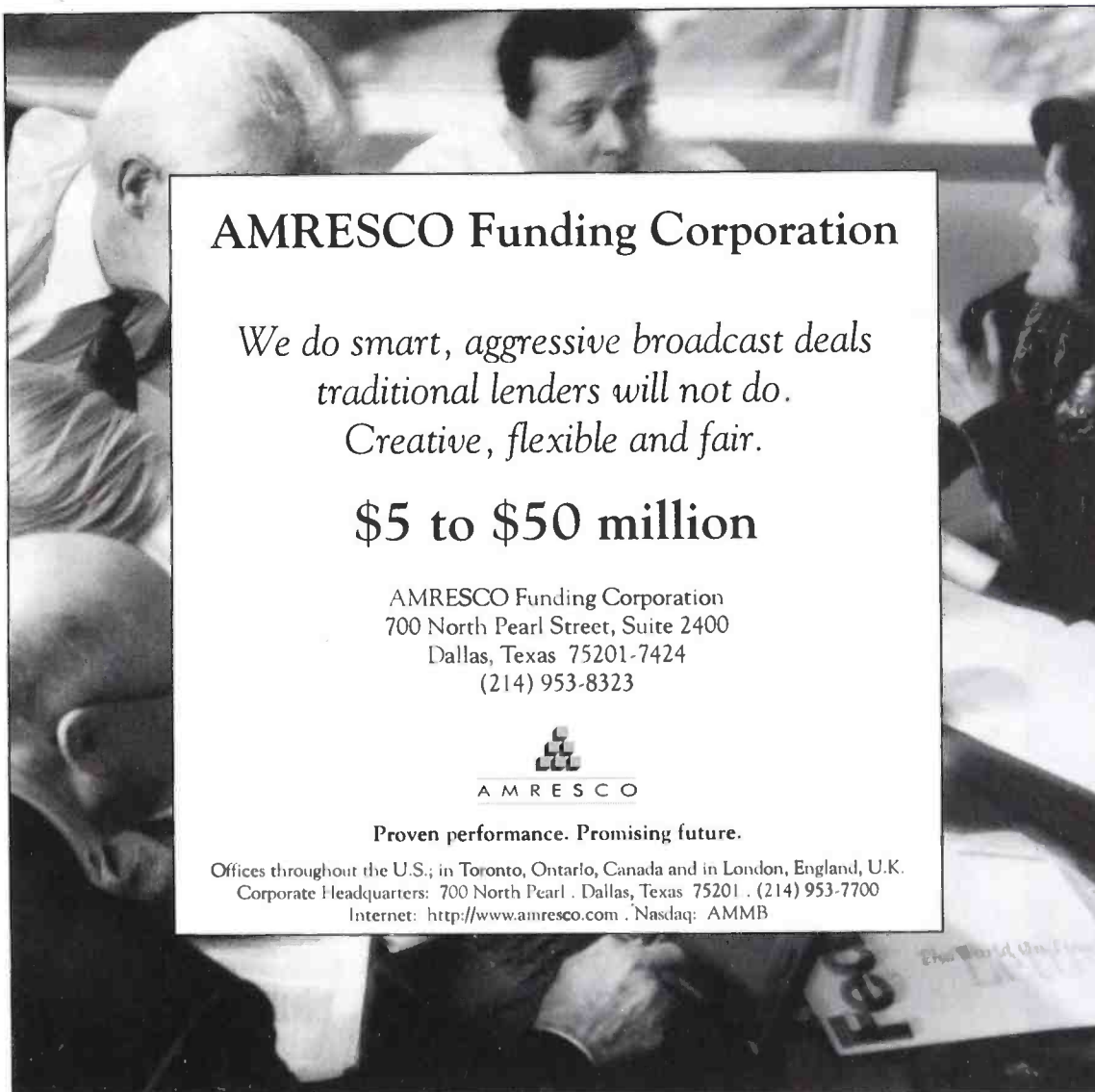
**\$550,000—\* KCAZ-AM** Kansas City (Mission KS) from KCFX-FM Inc. (Paul Fiddick), a subsidiary of HMI Broadcasting Corp. (William G. Evans, Trustee), to Children's Broadcasting Corp. (O:AAHS, Chris Dahl, Pres.). \$150K in cash at closing, \$400K note. Note: This was filed with engineering maps for a **duopoly** with KCNW-AM, although Children's expects to soon close its sale of KCNW to Global Broadcasting. LMA since 9/30/94.

**\$500,000—\* KARQ-FM** Texarkana (Ashdown AR) from Bunyard Partnership (Jay & Anne Bunyard) to John D. Mitchell. \$100K in cash at closing, \$400K note. **Superduopoly** with KLLI-FM & KYGL-FM.

**\$495,000—WVOJ-AM** Jacksonville FL from Spanish Broadcasting Media Corp. (Robin Raphael) to Morgan Media Inc. (David & Jennifer Rimmer). \$495K cash. **Broker:** Doyle Hadden, Hadden & Associates

**\$490,000—KPCR-AM & FM** Bowling Green MO from Pike County Broadcasting Co. (J. Paul & Betty Salois) to Indacom Inc. (Cloyd E. Cox). \$24.5K escrow, balance in cash at closing. **Broker:** R.E. Meador & Associates

*continued on page 19*




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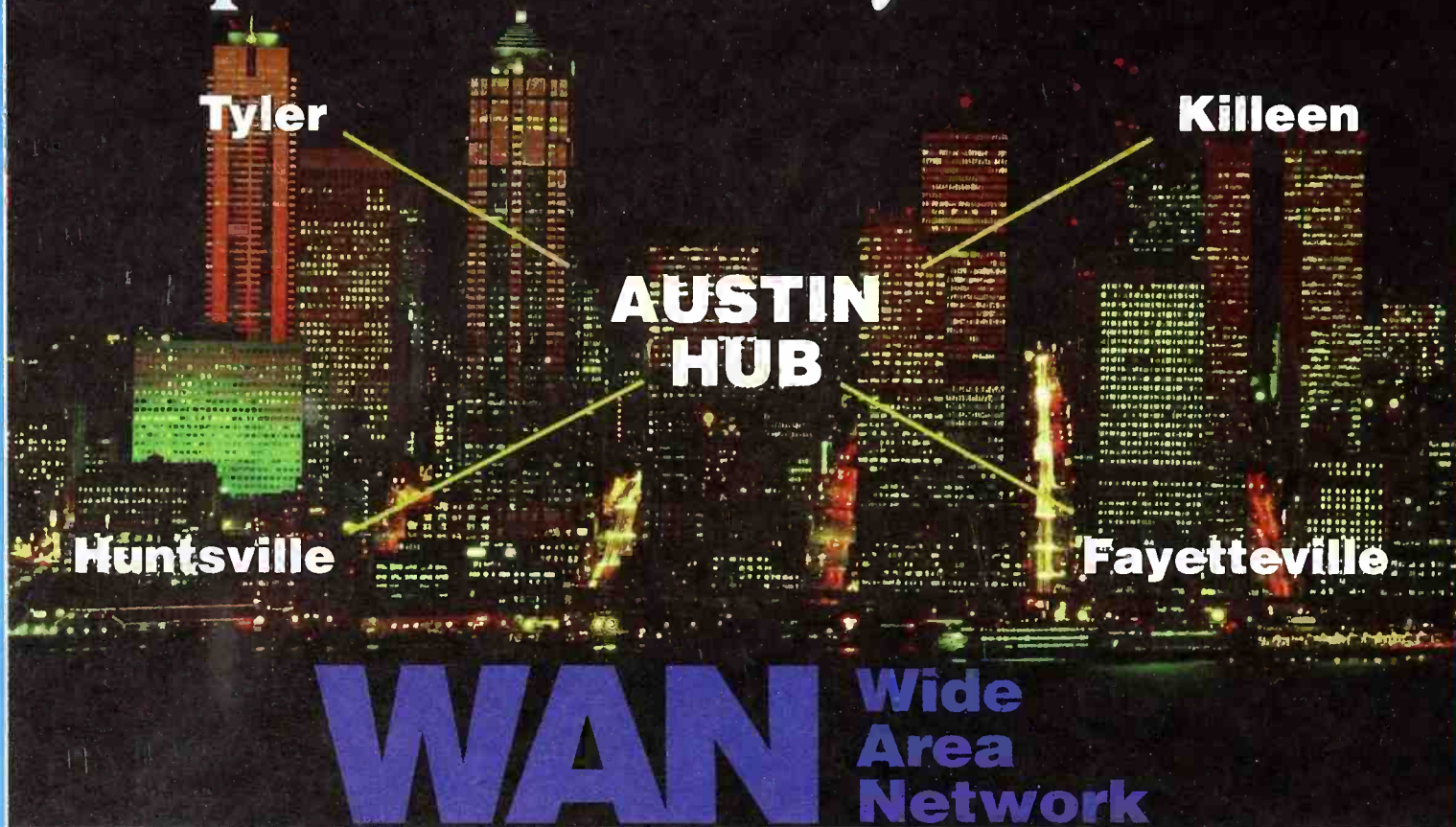
  
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**\$470,000—WCZT-FM** Atlantic City (Avalon NJ from DiDonato Enterprises Inc. (John J. DiDonato) to Coastal Broadcasting Systems Inc. (Edwin Rosenfeld, Wilbur Huf, Scott Wahl, Peter R. Poillon, Charles Pessagno, William Chase, William Osborne Jr.). \$470K in cash (less LMA payments) at closing. LMA since June 1994. Note: A related company LMAs WFNN-FM in the Atlantic City market.

**\$450,200—KAHX-FM** Corpus Christi from BK Radio (Bryan King, James S. Bumpous) to Pacific Broadcasting of Missouri LLC (P. Stephen Bunyard, James G. Withers, Richard Dames). \$25K escrow, additional \$425K in cash at closing, \$200 under non-compete agreement. Broker: Norman Fischer & Associates

**\$400,000—KWG-AM** Stockton CA from Silverado Broadcasting Co. (John Winkel) to Carson Group Inc. (Susan V. Carson). \$400K cash. Creates combo with KQOD-FM. LMA since 9/15/97.

**\$325,000—WTND-FM** Poughkeepsie NY from Wicrae Equities Ltd. (William G. Crane) to Straus Dutchess Media LLC (Eric P. Straus). \$10K downpayment, balance in cash at closing. **Duopoly** with WKIP-AM & WRNQ-FM. LMA in place.

**\$277,692—WKVA-AM** Lewistown PA from Central Pennsylvania Broadcasting Inc. (Robert L. Wilson) to WVNW Inc. (Harry, Anna, Jonathan, Penny & Wendy Hain). \$277,692 cash. Creates combos with WVNW-FM Burnham PA and WCHX-FM Lewistown PA.

**\$263,000—\* WAAH-FM** Houghton MI from Houghton Radio Group of North Carolina to Tu-Mar Broadcasting Inc. (Richard Tuisku, Justin Marzke). \$50K escrow, balance in cash at closing. **Duopoly** with WCCY-AM & WOLV-FM Houghton.

**\$252,250—WOBS-AM** Jacksonville FL from Pamela K. Bradford, as Receiver, to Metropolitan Radio Group Inc. (Gary Acker). \$15K escrow, balance in cash at closing. Broker: John Pierce, Force Communications

**\$243,000—KEAZ-FM** De Ridder LA from De Ridder FM Broadcasting Inc. (Sidney J. Simien) to Willis Broadcasting Corp. (Bishop Levi E. Willis Sr.). \$13K escrow to convey at closing, \$230K note payable to Ann Morel Smith. Creates combo with KDLA-AM (below).

**\$242,000—KEPG-FM** Victoria TX from Yolanda G. Dorsett to Pacific Broadcasting of Beaumont inc. (P. Stephen Bunyard, James G. Withers, Richard Dames). \$215K in cash at closing. All proceeds shall be used to satisfy the seller's creditors, including the IRS, except that up to \$15K may be used to cover the seller's legal expenses. Also, the buyer has employed Dorsett for \$1.5K per month for a minimum of six months, which will be extended for 12 months following closing, for a total \$27K in salary if this transaction closes. Note: The IRS had previously filed with the FCC to sell this station to Capstar (RBR9/29/97, p. 15) for \$31,010, based upon the IRS' claim to have acquired the license through a seizure for unpaid taxes. Dorsett has disputed that claim and is filing this mutually-exclusive sale application with approval from a federal bankruptcy court.

**\$201,000—WPAK-AM** Farmville VA from Gold & Sunny Inc. (Gilbert L. Granger, Gilinda Rogers) to Great Virginia Ventures Inc. (Gregory H. Granger). \$1K to sellers, \$200K in payment of lien by THM Inc.

**\$200,000—WRBE-AM & FM** Lucedale MS from Allen Broadcasting Company Inc. (Herman Kelly, VP) to JDL Corp. (James & Jackie Shirley). \$132K in cash at closing, \$68K note.

**\$200,000—\* WBCW-AM** Pittsburg (Jeannette PA) from Verna M. Calisti d/b/a Westmoreland Broadcasting Co. to Broadcast Communications of Jeannette Inc. (Robert M. & Ashley R. Stevens). \$5K escrow, additional \$35K in cash at closing, \$160K note. **Duopoly** with WHJB-AM.

**\$200,000—KCLI-AM & FM** Clinton-Weatherford OK from Custer Broadcasting Inc. (Robert L. Stephenson) to Tyler Broadcasting Corp. (Ty & Tony Tyler). \$5K escrow, balance in cash at closing.

**\$200,000—KSLQ-AM** St. Louis (Washington MO) from Prime Time Radio (Kenneth W. Kuenzie) to Computraffic Inc. (Brad Hildebrand). \$20K downpayment, additional \$180K in cash at closing.

**\$200,000—KVWM-AM & FM** Show Low AZ from Gary Woodworth, Personal Representative for the Dorothy L. Woodworth Estate, to Skynet Communications Inc. (Thomas C. Troland). \$20K escrow, balance in cash at closing.

**\$150,000—KDLA-AM** De Ridder LA from Victory Radio Inc. (Billy R. Averett) to Willis Broadcasting Corp. (Bishop Levi E. Willis Sr.). \$150K note payable to Ann Morel Smith. Creates combo with KEAZ-FM (above).

**\$125,000—\* WWBK-FM** Fredericktown OH from Bohmar Communications Inc. (Mark & Arlene Bohach) to Knox Broadcasting Corp. (Walter & Dean Stampfli, Mark Hiner, Thomas Vanik). \$5K escrow, \$25K "advance payment," balance in cash at closing. **Superduopoly** with WNCO-FM Ashland OH & WMVO-AM & WQIO-FM Mount Vernon OH. LMA since 11/16/97.

**\$80,000—WPHC-AM** Waverly TN from Reach Satellite Network Inc. (James M. Cumbee) to Canaan Communications Inc. (Duane B. & Mary Alice Jeffrey). \$2K escrow, additional \$8K in cash at closing, \$70K note.

**\$10,040—FM CP** (107.7 MHz) Stockton MO from KYOO Communications (Stephen Paris) to Galen O. Gilbert. \$10,040 cash.

**\$5,000—FM CP** (102.7 MHz) Sparta GA from Christine Broadcasting Company (John Upshaw) to C.T. Barinowski. \$5K cash.

**N/A—WKHW-FM** Salisbury-Ocean City (Pocomoke City MD), 66.66% voting interest in Transmedia Inc. transfer from James D. Layton (33.33% thereafter) to Klein G. Leister (33.33%) and William E. Esham Sr. (33.33%). Conversion of non-voting stock to voting stock.

**N/A—KHWG-FM** Reno NV (Kings Beach CA) from Vernon Miller to Hilltop Church (Vernon Miller, Keily Schumacher, Julie Cooper, Alan Graft, Rick Patterson & Lee McDonald directors). Donation to a non-profit corporation. Note: Miller retains his 60% ownership of KSRN-FM in the Reno market.

**N/A—WTHC-FM** Terre Haute (Seelyville IN) from Dan Hester d/b/a Hester Broadcasting to Hester Broadcasting Corp. (Dan & Susan Hester, Virginia Haas, Bill Smiddy, Lynda & Devald Henderson & others). Transfer from sole proprietor to new corporation for no consideration.

**N/A—KIXL-AM** Austin (Del Valle TX), 100% stock transfer of KIXL Broadcasting Corp. from Brian F. & Wetannah McCoy to Intimate Life Ministries Inc. (David L. & Teresa Ferguson, Brian F. & Wetannah McCoy). Donation to new non-profit corporation.

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