

**SPRINGFIELD, MO.**  
**12+ METRO SHARE**

	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	2000	01	02	03			
KWTO	14.7				13.8	16.3	10.1	12.3	10.4	10.1	8.6	10.0	6.7	9.1	5.8	6.0	3.0	2.8	5.7	4.9	4.0	4.5	3.8	5.2	4.4	5.7	4.3	4.1	3.5			
KWTO-F	14.2				20.6	22.4	23.0	22.5	26.6	30.4	25.8	23.1	25.8	22.5	26.7	16.0	11.9	9.3	5.1	4.3	1.9	3.3	2.7	2.8	2.3	2.3	2.5	2.9	2.4			
KSGF	15.5				10.7	9.3	10.1	7.0	9.8	10.5	7.9	7.5	5.3	6.9	4.6	5.3	5.6	8.7	2.8	3.1	4.8	4.9	5.5	2.8	4.4	5.8	3.3	1.1	2.0			
KTTS-F	23.3				22.1	13.8	17.1	21.1	21.9	23.2	17.5	18.5	21.6	19.2	19.4	17.3	15.2	17.1	18.2	20.3	19.0	16.5	12.6	14.7	11.4	8.3	13.3	12.2	14.2			
KGMY	7.8				5.1	6.9	7.0	13.3	6.7	6.5	4.6	3.6	2.1	2.5	-	-	-	-	-	2.1	0.5	0.6	1.1	1.7	1.0	1.4	0.7					
KTXR-F	5.2				11.1	11.8	9.8	10.2	6.7	7.2	7.9	10.0	10.2	7.6	10.6	9.0	11.9	9.0	7.1	7.7	5.6	5.1	5.0	5.1	4.7	4.5	6.2	4.3	4.0			
KIDS	8.6				6.3	4.1	2.9	1.8	1.3	2.9	1.0	2.5	-	2.2	2.4	-	-	-	-	-	-	-	-	-	-	-	-	-	KTXR-F, 101.3 (SAC)			
KTOZ	3.4				2.8	2.4	5.9	3.9	4.0	1.1	1.0	1.4	-	1.1	1.2	2.0	2.0	1.2	0.6	0.9	-	1.0	-	0.5	0.6	-	0.7	1.3	KTOZ, 1060 (ST)			
KXUS-F	1.3				1.6	1.2	2.1	2.1	1.7	1.4	9.9	10.3	13.4	12.3	11.9	9.7	15.6	16.5	11.1	6.9	6.4	5.3	6.3	5.2	4.7	5.2	5.3	5.4	5.0	KXUS-F, 97.3 (CL AOR)		
KXBR-F					2.8	6.1	5.9	1.8	3.0	2.9	1.7	0.7	3.9	3.6	0.9	1.0	-	-	-	-	-	-	-	-	-	-	-	KXBR-F, 93.5 (-)				
KLFJ						0.7	5.1	1.8	3.6	2.5	0.7	2.2	-	1.0	-	-	-	-	-	-	-	-	1.2	-	-	-	-	-	KLFJ, 1550 (REL)			
KKLH-F						1.0	2.1	3.2	2.2	1.5		2.7	2.6	0.6	3.4	1.1	6.4	4.9	2.9	4.0	4.6		4.7	4.0	4.2	3.8			KKLH-F, 104.7 (CL AOR)			
KGBX-F											-	9.7	13.2	9.0	4.8	7.1	9.6	12.5	9.0	11.0	9.9		7.1	10.8	10.2	8.1			KGBX-F, 105.9 (AC)			
KSPW-F											4.9	7.0	3.6	3.1	2.3	2.0	1.6	1.0	5.1	4.0	2.8		4.1	6.8	6.2	6.6			KSPW-F, 96.5 (CHR)			
KADI-F											-	3.3	3.4	2.6	3.7	4.0	2.7	2.4	1.8	2.4		2.2	2.2	1.4	1.7			KADI-F, 99.5 (REL)				
KGMY-F																7.5	6.8	12.9	10.7	10.3	7.7	6.4	7.7		7.7	7.5	7.6	6.8			KGMY-F, 100.5 (C)	
KOMG-F																		0.8	-	-	-		1.6	1.9	1.1	2.4			KOMG-F, 92.9 (AC)			
KOSP-F																		13.6	7.4	5.9	5.0	5.9	4.9	3.6		5.0	5.3	4.9	4.8			KOSP-F, 105.1 (O)
KQRA-F																										3.7	3.9	KQRA-F, 102.1 (AOR)				
KTOZ-F																													KTOZ-F, 95.5 (AC)			
KZRQ-F																													KZRQ-F, 106.7 (AOR)			
KSGF-F																													KSGF-F, 104.1 (N)			

**12+ CUME RATINGS**

## SPRINGFIELD, MO.

Market Revenue	Revenue Change	Population	Revenue Per Capita	Retail Sales	Rev. as % Retail Sales	Revenue Per Share Point	Highest Billing Stations	Average Person Rating(APR)	FM Share	Total Stations	Viable Stations	Unlisted Station Listening
1976	--	--	--	--	--	--	--	-- %	%	--	--	--
1977	3.6	-- %	--	--	--	--	--	--	--	--	--	1976
1978	4.1	13.9	--	--	--	--	--	--	--	--	--	1977
1979	4.6	12.2	--	--	--	--	--	15.9	60.0	11	--	--
1980	4.9	6.5	--	--	--	--	--	14.5	57.4	11	--	--
1981	5.5	12.2	.210	26.19	1.2	.0047	--	16.4	60.4	11	--	--
1982	5.9	7.3	.214	27.57	1.2	.0048	--	16.1	59.6	11	--	--
1983	6.6	11.9	.219	30.84	1.3	.0049	.065	16.2	61.6	11	9	--
1984	7.3	10.6	.223	32.74	1.4	.0052	.074	KTTS A/F	2.9	15.0	66.4	11
1985	7.4	1.4	.224	32.77	1.5	.0047	.082	KTTS A/F	3.0	NA	70.4	12
1986	7.8	5.4	.227	34.06	1.7	.0044	.077	KWTO A/F	3.1	14.9	70.3	12
1987	8.5	9.0	.231	36.80	1.8	.0047	.091	KTTS A/F	2.7	15.0	84.0	10
1988	9.2	8.2	.235	39.15	1.9	.0049	.101	KTTS A/F	3.5	14.3	73.8	12
1989	9.7	5.4	.238	40.76	2.0	.0047	.110	KTTS A/F	3.8	16.9	84.1	11
1990	10.2	5.2	.243	41.98	2.1	.0048	.116	KTTS A/F	3.9	15.2	82.5	12
1991	9.7	-4.9	.245	39.59	2.2	.0044	.110	KTTS A/F	3.7	15.1	86.3	13
1992	10.0	3.1	.250	40.00	2.2	.0045	.113	KTTS A/F	4.0	15.6	85.7	13
1993	10.5	5.0	.279	37.63	2.6	.0040	.125	KTTS A/F	3.6	16.7	89.7	14
1994	12.0	14.0	.284	42.25	3.1	.0039	.139	KTTS A/F	4.1	15.0	89.8	15
1995	13.4	11.9	.299	44.82	3.9	.0034	.153	KTTS A/F	4.3	15.7	89.9	15
1996	15.4	14.7	.309	49.84	4.4	.0035	.173	KTTS A/F	4.5	15.7	89.0	16
1997	16.4	6.5	.306	54.30	4.7	.0035	.194	KTTS-F	3.3	14.6	87.1	16
1998	17.5	7.5	.305	57.53	4.8	.0036	.201	KTTS-F	3.6	15.3	89.2	19
1999	18.4	4.9	.312	59.12	5.1	.0036	.217	KTTS-F	3.4	15.1	87.8	18
2000	20.0	8.7	.315	63.49	5.2	.0038	.240	KTTS-F	3.3	13.7	89.7	18
2001	19.0	-5.0	.330	57.57	5.5	.0035	.212	KTTS-F	4.0	13.2	87.9	18
2002	20.3	6.8	.333	60.96	5.7	.0036	.241	KTTS-F	3.3	12.4	91.0	20
2003	21.0	3.4	.339	61.95	5.9	.0036	.255	KTTS-F	3.3	13.4	92.3	20

### MAJOR STATIONS - JANUARY 2004

KGMY	1400 1KW	Sports	Clear Channel	KOSP-F	105.1 50KW@492	Oldies	Midwest Family
KSGF	1260 5KW (DA-N)	News	Journal	KQRA-F	102.1 5KW@361	AOR	Midwest Family
KTOZ	1060 500W (DAYS)	Standards		KSPW-F	96.5 50KW@492	CHR/Dance	Journal
KWTO	560 5KW/4KW (DA-N)	Talk		KTOZ-F	95.5 44KW@522	AC	Clear Channel
				KTTS-F	94.7 98KW@1102	Country	Journal
KADI-F	99.5 3KW@328	Religion		KTXR-F	101.3 100KW@1489	Soft AC	
KGBX-F	105.9 38KW@558	AC	Clear Channel	KWTO-F	98.7 100KW@600	Sports	
KGMY-F	100.5 33KW@600	Country	Clear Channel	KXUS-F	97.3 100KW@581	Classic AOR	Clear Channel
KKLH-F	104.7 34KW@594	Classic AOR	Midwest Family	KZRQ-F	106.7 25KW@328	AOR	Journal
KOMG-F	92.9 50KW@492	AC/CHR	Midwest Family	KSGF-F	104.1 22KW@354	News/Talk	

## SPRINGFIELD, MO.

## MAJOR STATION TRANSACTIONS: 1970 to 2003

FORMAT SHARES (%)																	
CHR/AOR	77	80	82	38	25	CHR	84	87	90	92	95	98	2000	1972 KTTS A/F 1974 KGBX 1974 KWTO A/F 1981 KLSM 1982 KGBX 1984 KXUS-F	Sold to Great Empire Sold to Stauffer Sold to Stuart  Sold by Stauffer		350,000 500,000 1,250,000  180,000 875,000 925,000
MOR/AC	7	16	MOR/FS	3	2	AOR/CL	3	4	12	19	18	21	19				
COUNTRY	41	42		45	36	AC/OLD	7	18	19	14	AC	11	14	See Talk			
BTFL/EZ/SAC	12	11		7	11	OLDIES	7	10	10	39	39	32	24				
NEWS/TALK						SOFT AC	10				8	5	6	1985 KWTO-F 1986 KGBX 1987 KWTO A/F 1988 KTOZ-F (Marshfield)	From Stuart to DKM  From DKM to Summit	N/A 776,000 11,500,000	
SPORTS	3	--									5	6	9	1988 KGBX 1989 KTOZ	Sold to Borders Sold to Borders From Summit to Cole	1,000,000 155,000 310,000	
BLACK/URBAN														1989 KWTO A/F		5,200,000	
SMOOTH JAZZ														1994 KTOZ-F		280,000	
STANDARDS	--	4		1	--	HISPANIC	2			1	1	1		1994 KLTQ-F (Sparta) 1994 KZBE-F (Pleasant Hope)		600,000	
RELIG/GOSPEL	3	2		3	1	CLASSICAL	1			4	5	2	3	1994 KWTO A/F 1995 KHTO-F, KZBE-F	Sold to Meyer Sold to KTOZ-F owner	780,000 1,900,000	
														1995 KZPD-F (104.1)		1,400,000	

STATION NOTES

(Major call letter and format changes)

KWTO-F KWTO until 90; KKHT until 94; CHR until 94; AC until 96; Classic AOR until 99

KTOZ KBUG until 82; KLSM until 87; Disco until 82; Talk until 80; Standards until 85; Standards again from late 80's on

KGMY and KSGF Swapped frequencies (1260 and 1400) in 1988. In this isolated instance the historical ratings followed the call letters.

KWTO Country until about 91

KSGF KTTS until 01; KTTF until 02; Country until 01

KSGF-F KZPD until 98; KQMO until 98; Standards until 96; AC/CHR until 95; KZRQ until 03; AOR until 03

KOMG-F KCTG until late 90's; Country until late 90's

KGMY Standards until 99

KIDS CHR to AC by 82; Oldies until --; KICK until --

KXUS-F KWFC until 85; Religion until 85; AC until 89

KXBR-F KRGF until 85; KORX until 88; 93.5 frequency disappeared in 91

KTXR-F EZ evolving to Soft AC by early 90's

KKLH-F KTOZ until 96; Country until 93; AOR until 96; Oldies-70's until 99; From 104.9 to 104.7 in 93

KSPW-F KLTQ until 99; KMXH until 01; AC until 93; Soft AC until 96; Country until 98

KTOZ-F KZBE until 96; Classic AOR until 96

KZRQ-F KELE until 95; KHTO until 03; CHR until 03

KLFJ Religion until 97

## SPRINGFIELD, MO

### HIGHEST BILLING STATIONS

	<u>1984</u>		<u>1985</u>		<u>1986</u>		<u>1987</u>		<u>1988</u>		<u>1989</u>	
1	KTTS-F	2.2	KTTS A/F	3.0	KWTO A/F	3.1	KTTS A/F	2.7	KTTS A/F	3.5	KTTS A/F	3.8
2	KWTO-F	1.9	KWTO A/F	2.7	KTTS A/F	2.7	KWTO-F	2.3	KWTO-F	2.4	KWTO-F	2.3
3	KTTS	0.7					KXUS-F	1.2	KXUS-F	1.7	KXUS-F	1.7
4	KWTO	0.7					KTXR-F	0.9	KWTO	0.8	KTXR-F	0.8
5	KTXR-F	0.4					KWTO	0.8	KTXR-F	0.8	KWTO	0.7
6												
7												
8												
9												
10												

### HIGHEST BILLING RADIO ENTITIES

	<u>1994</u>		<u>1995</u>		<u>1996</u>
1 Great Empire	\$ 4.1 (34.2)	1 Great Empire	\$ 5.0 (37.3)	1 Great Empire	\$ 4.7 (30.5)
2 Sunburst	2.5 (20.8)	2 Sunburst	2.9 (21.6)	2 Sunburst	4.5 (29.2)
3 Meyer	1.5 (12.5)	3 Meyer	1.7 (12.7)	3 Meyer	2.2 (14.3)
4 Demarree: KXUS	1.4 (11.7)	5 Midwest Family	1.3 (9.7)	4 Demarree	1.2 (7.8)
5 Midwest Family		5 Midwest Family	1.1 (8.2)	5 Midwest Family	1.2 (7.5)
6 KHTO,KTOZ				6 KHTO,KZQ	1.1 (6.8)

	<u>1990</u>		<u>1991</u>		<u>1992</u>		<u>1993</u>		<u>1994</u>		<u>1995</u>	
1	KTTS A/F	3.9	KTTS A/F	3.7	KTTS A/F	4.0	KTTS A/F	3.6	KTTS A/F	4.1	KTTS-F	4.3
2	KKHT-F	2.0	KXUS-F	1.6	KXUS-F	1.5	KXUS-F	1.6	KGMY-F	1.5	KGMY-F	1.6
3	KXUS-F	1.6	KGBX-F	1.3	KGBX A/F	1.3			KXUS-F	1.5	KGBX-F	1.3
4	KGBX-F	0.7	KKHT-F	1.0	KKHT-F	0.9			KOSP-F	1.4	KXUS-F	1.3
5	KTXR-F	0.7	KTXR-F	0.7	KTXR-F	0.8			KTXR-F	1.1	KOSP-F	1.1
6	KWTO	0.5	KWTO	0.4	KGMY-F	0.4			KGBX-F	1.0	KTXR-F	1.0
7			KLTQ-F	0.3						KTTS	0.7	

	<u>1997</u>		<u>1998</u>		<u>1999</u>
1 Sunburst	\$ 6.3 (38.5)	1 Sunburst	\$ 6.8 (38.7)	1 Sunburst	\$ 7.1 (38.8)
2 Great Empire	4.7 (28.4)	2 Journal	5.0 (28.7)	2 Journal	5.0 (26.9)
3 Moyer	2.4 (14.7)	3 Moyer	2.5 (14.0)	3 Moyer	2.5 (13.7)
4 Midwest Family	1.7 (10.3)	4 Midwest Family	1.9 (10.6)	4 Midwest Family	1.8 (9.7)
5 KHTO,KQMO	1.0 (6.1)	5 KHTO,KZQ	1.1 (6.0)	5 KHTO,KZQ	1.4 (7.6)
	<u>2000</u>		<u>2001</u>		<u>2002</u>
1 Clear Channel	\$ 7.7 (38.5)	1 Clear Channel	\$ 8.0 (42.2)	1 Clear Channel	\$ 8.6
2 Journal	3.8 (19.0)	2 Journal	5.0 (26.3)	2 Journal	5.7
3 Moyer	2.3 (11.6)	3 Moyer	2.3 (11.9)	3 Midwest Family	2.8
4 KHTO,KZQ	2.3 (11.4)	4 Midwest Family	1.9 (9.9)	4 Meyer	2.8
5 Midwest Family	2.0 (9.8)	5 Wilks: KHTO,KZQ	1.5 (7.6)		
	<u>2003</u>				
1 Clear Channel	\$ 8.6				
2 Journal	5.7				
3 Midwest Family	3.6				
4 Meyer	2.7				
5					

	<u>1996</u>		<u>1997</u>		<u>1998</u>		<u>1999</u>		<u>2000</u>		<u>2001</u>	
1	KTTS A/F	4.5	KTTS-F	3.3	KTTS-F	3.6	KTTS-F	3.4	KTTS A/F	3.3	KTTS-F	4.0
2	KGBX-F	2.5	KGBX-F	2.7	KGBX-F	3.0	KGBX-F	3.1	KGBX-F	3.0	KGBX-F	2.8
3	KGMY-F	1.9	KGMY-F	1.8	KGMY-F	1.6	KGMY-F	1.8	KGMY-F	2.1	KGMY-F	2.3
4	KXUS-F	1.2	KOSP-F	1.2	KOSP-F	1.3	KOSP-F	1.2	KHTO-F	1.6	KXUS-F	1.4
5	KTXR-F	1.0	KXUS-F	1.2	KXUS-F	1.3	KTXR-F	1.2	KTOZ-F	1.5	KTOZ-F	1.4
6	KOSP-F	1.0	KTTS	1.0	KTXR-F	1.1	KXUS-F	1.2	KXUS-F	1.1	KTXR-F	1.1
7	KWTO	0.7	KTXR-F	1.0	KHTO-F	1.1	KHTO-F	1.0	KOSP-F	1.0	KOSP-F	1.0
8	KWTO-F	0.6	KHTO-F	0.9	KTTS	1.0	KTOZ-F	1.0	KTXR-F	1.0	KSPW-F	0.8
9	KHTO-F	0.5	KWTO	0.8	KWTO	0.9	KTTS	0.9	KWTO	0.8	KWTO	0.8
10	KTOZ-F	0.5	KTOZ-F	0.7	KTOZ-F	0.8	KWTO	0.8	KHTO-F	0.7	KZQF-F	0.7
11			KWTO-F	0.6					KZQF-F	0.7		

### DUNCAN'S COMMENTS

Springfield is about an average small market. Revenues are OK but the number of viable stations has dramatically increased. To be exact, the viable stations have increased by 67% since 1990, one of the largest increases of any radio market that I cover.

KTTS has been a great station over the decades. For most years it has led the market in revenue and ratings. KGBX also deserves credit for its performance since 1990.

All 2002 and 2003 financial data is provided by BIA Financial.

	<u>2002</u>		<u>2003</u>	
1	KTTS-F	3.3	KTTS-F	3.3
2	KGBX-F	3.3	KGBX-F	3.2
3	KGMY-F	2.0	KGMY-F	2.0
4	KXUS-F	1.6	KTOZ-F	1.7
5	KTOZ-F	1.5	KXUS-F	1.5
6	KTXR-F	1.2	KTXR-F	1.0
7	KOSP-F	1.1	KOSP-F	1.0
8	KKLH-F	1.0	KQRA-F	1.0
9	KWTO-F	1.0	KKLH-F	1.0
10			KWTO-F	0.9