November 9, 1998
Volume 15, Issue 44

Election Day brings little change for broadcasters
Almost all key committee and subcommittee members will be back for another term. McCain and Tauzin are back to take on the FCC.

Pacing is strong but not as strong as last year
September revenues shoot up 15%
Allen a days work: RBR seats a new reporter
Did Karmazin cross out the Jordan?
Chicago: Chancellor puts Big City in the crosshairs
Radio wasn't Gored by panel recommendations
Dr. Laura: Bears on Wall Street overshadowed by bares on the web
Jacor: FCC bemires Ft. Myers station buyers
Hollander: Burning down the House (of the Blues)

RBR INTERVIEW
Abrams "spaces" out with 100 channels to fill

Clients opening their wallets for 1999 ad flights

Infinity IPO expected to bring in $3 Billion
When CBS splits off its radio and outdoor businesses under the exhumed Infinity banner, a $3B Wall Street payday will be in the offing. CBS will still be in control.

Z Spanish East Coast Genesis begins in Miami
Mighty mite merger puts in its two cents worth
Southeast results fuel big Q3 for Cox
Jacor scores record Q3 earnings
Wall Street watchdog files IPO
Overseas investments dampen Disney results
The cash is flowing at Salem
Freedom comes to Sacramento via the expanded band
Dinwiddie deal puts an Oasis in Ft. Wayne

RBR Interview:

"Generation XM" Lee Abrams,
SVP Programming, XM Satellite Radio,
gives an in-depth look at programming radio's next wave.
Ballot box victories for broadcasters

by Frank Saxe

Status quo is the outcome of Election Day 1998 for broadcasters. Despite victories for Democrats, the GOP held onto a majority ensuring Congressional committees would not see new chairman or agendas.

It was largely a good Election Day for broadcasters, according to most Monday morning quarterbacks. Key supporter Sen. Ernest Hollings (D-SC) pulled off a come-from-behind victory against Republican Bob Inglis. In South Carolina, Bayh, who sits on the board of directors of Emmis Communications (O:EMMS). Commerce Committee chair Sen. John McCain (R-AZ) also won. McCain and Rep. Billy Tauzin (R-LA) plan on introducing legislation to overhaul the FCC in the coming Congress.

Because the GOP did not pick up five seats and thereby ensure a filibuster-proof Senate, it is not expected to have a significant change in the way business is done.

In the House, Greg Walden (R) beat his opponent to win Oregon’s second district seat. Walden owns KIHR-AM and KCGB-FM Hood River, OR. Given his background, it would surprise no one if Walden requests a seat on the House Telecommunications subcommittee.

Subcommittee member Rep. Rick White (R-WA) lost his re-election bid so that may open a seat up for Walden. It won’t be known until January who will replace him, and it is possible with the GOP losses that the seat may go to a Democrat. White had been active on Internet free speech and commerce issues, although he was backed by the NAB.

Elsewhere, former station owner William Walker (R) failed to unseat incumbent Maurice Hinchey (D) to take New York’s 26th District. Voters also sent a mixed message on the issue of campaign finance reform. Free time supporter Sen. Russell Feingold (D-MN) narrowly beat Mark Neumann (R), 51% to 48%. Feingold refused to take any PAC donations in his campaign. At the same time, reform backer Rep. Linda Smith (R-WA) failed to unseat incumbent Sen. Patty Murray (D-WA).

Broadcasters also had mixed results in statehouse battles. In Minnesota, KFAN-AM midday Sports host and former pro wrestler Jesse Ventura (Reform) staged a surprise victory. Yet former station owner and party reject John Lindauer (R) lost his bid to become Alaska’s governor in a six-way race.

It all starts again

The status quo for broadcasters may be short-lived, however. With a presidential election cycle lurking, the entire process will begin again rather shortly.

"The 106th Congress will be shortened by the legislative process," said one NAB official, who believes it will be a cantankerous session with presidential politics on everyone’s mind. “McCain and Gore need hot issues and they'll be pushing them in Congress,” he said.

"Al Gore was helped tremendously," assessed a broadcast industry lobbyist—who pointed to Democratic wins in several statehouses, including California, South Carolina, Alabama and Georgia.

Republican Gov. George W. Bush was obviously helped by his strong win in Texas, and his brother Jeb’s victory in Florida.

Pacing off record

Forward pacing numbers remain strong, although they’re running slightly behind the record sell-out levels seen a year ago.

RBR/Miller Kaplan
Market sell-out percentage report

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<td>83.8%</td>
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Sales gains were double-digits across the board in September, according to the RAB, boosting year-to-date radio ad revenue gains to 11% with the year three-quarters finished.

National spot was the month's star performer, with the Southeast up 26% and the East up 20%—outpacing the nationwide gain of 16%. Local sales were up 15% overall, with the West strongest at 18%, followed by the Southeast at 17%. Combined local and national revenues in September beat year-ago figures by 15%.

Through the first nine months of this year, local revenues were up 10% and national up 15%—making the overall gain 11%.—JM

Jim Allen joins RBR
Veteran PD Jim Allen is the latest addition to the staff of Radio Business Report, joining RBR and its sister publication, Manager's Business Report, as an Associate Editor.

Allen had previously been both a Program Director and News Director with Radio One's stations in Washington and Baltimore. He was also News and Program Director for WWRC-AM Washington and held various positions at WDCU-FM Washington, WSTU-AM Stuart, FL and WPOG-AM Norfolk. Allen has also worked in television and publishing.

"Jim brings an incredible amount of experience to RBR," said Ken Lee, Associate Publisher and GM. "He's been on the frontlines of this business and knows what information radio managers are looking for in our publications."

Mel threatened to quit: report
It sounds like a plot line from one of CBS' (N: CBS) own daytime dramas: Soon-to-be CEO Mel Karmazin threatened to quit if CEO Michael Jordan was not forced to resign, according to a report in Barron's.

Two weeks ago, CBS announced that Jordan would retire Jan. 1, with Karmazin taking over the top spot (RBR 11/2, p.2). But Barron's says Jordan went to the CBS Board of Directors asking it to rein in Karmazin, who reportedly responded with a lecture on how Wall Street would react if he left Black Rock.

A CBS spokesman downplayed the report, and reiterated that Jordan retired because his work of transitioning CBS from an industrial to media company is nearly complete.

Chancellor, Big City arm for Chicago radio war
by Carl Marucci
Shocker Mancow Muller may not be entirely to blame, but his departure from Chancellor's (O: AMFM) AOR WRX-C-FM in July (RBR 6/29 p.4) has begun a classic format war in the Windy City. Taking most of his audience with him to Emmis' WKQX-FM (Alternative) forced Chancellor Radio President Jimmy DeCastro to flip (11/2) WRX-FM's format to Rhythmic Oldies, just shy of identical to Big City's (A YFM) WXXY/ WYXX-FM "Heart and Soul" suburban simulcast. GM Michael Fowler is continuing in his current position, PD Dave Richards is gone. SVP Charles Warfield and Chief Programming Officer Steve Rivers are handling the format's launch.

WXXY, also a recent format flip (Feb.) after Big City's acquisition, has a disadvantage of using two Class A suburban sticks. WRXQ, with an antenna atop the Sears Tower, will have a significant advantage reaching listeners with a format that, previous to WXXY, didn't exist in Chicago.

"The only advantage that they have is the signal. Heart and Soul 103.1 is coming from a position of strength. They have been building the format for 11 months. I really feel that WRXQ's format and antenna is really something they had to grab at because they failed at the last stab they made," said Robert Murphy, a popular Chicago jock who worked at WKQX from '82 to '91, and is returning on WRXQ Jan. 4.

Chancellor is spending big bucks on WRXQ's flip. $2M in TV spots and a gala lunch on the House of Blues with the Temptations at the mic was just the beginning. DeCastro at first offered to buy the "Heart and Soul" brand for WRCX, but Mike Kakoyiannis, CEO, Big City, declined.

"We totally gave them the opportunity—quietly. It was a lot of cash. I guaranteed his expense of preparing a potentially needless response."
Lee Abrams: Inventing a new kind of radio

by Carl Marcucci

Lee Abrams, SVP Programming, XM Satellite Radio, at only 45 could already be considered a jack of all trades. Focusing most of his career in radio, Abrams also has a commercial pilot's license, helped launch the TNT cable network, redesigned Rolling Stone magazine and consulted bands like The Moody Blues and Bob Seger and the Silver Bullet Band. Radio accomplishments include program direction and consulting for 200 stations, designing format for such giants as KFOG, WKTU and ABC’s “Z Rock.” Abrams is credited for inventing AOR and was listed in Newsweek's “100 Cultural Elite.”

In maybe the most exciting and challenging career move yet, Abrams is now in charge of designing and/or choosing format for 100 stations, actually channels, in XM’s direct-from-satellite service, debuting with competitor CD Radio in 2000. The 50 music-based channels, however, promise to be anything but the norm in radio today.

Abrams gave RBR a piece of his time to explain where he’s coming from and where he’s going.

What is your radio and programming history up to now?
I started back in the 60s, mainly working with WQAM-AM in Miami and WLS Chicago, but I was still in high school and had go-fer positions. My first programming job was at one of the first FM top 40 stations, Bartell's WMYQ in Miami in 1970. Then I became programmer at WRIF-FM Detroit (ABC) in 1971 at 19. Right after that, in 1972 or so, I joined up with Kent Burkhart and formed one of the first consultancies. I consulted radio and consumer products and all sorts of things all the way until 1989, when I joined ABC as an internal consultant. I created the Z-Rock format, which was actually Satellite Music Network at the time. There was a year, prior to joining here, where I went back as an independent consultant.

You served as a consultant for ABC, Capstar and Nationwide (now part of Jacor). What were your responsibilities and how are you utilizing those experiences for programming XM?
I had, fortunately, hundreds of clients over the years. I'd say that most recently, the experiences at GulfStar brought a real first-hand look at the virtual radio situation, which is obviously going to be helpful. And at ABC, my main focus was on 24-hour satellite-delivered national formats. I think those two digs alone helped me prepare for this position. Of course, from all the other individual clients that I had, you always learn something from everybody that makes you more aware and hopefully smarter.

A lot of broadcasters want to know how satellite DARS will differ from the current radio medium. Where do you see the defining lines?
I think if we offer the same old thing as traditional radio or just audio wallpaper, there’s going to be trouble. It’s really up to us to create amazing formats that are clearly different and better from what you can get on the AM and FM stations. The last thing we want to do is to be a dumping ground for bad syndication. Our whole view is that the things we do best, which will be music formats, we’ll originate ourselves and try to
rewrite the playbook and create really amazing-sounding stations. In areas where we don’t have the in-house expertise, we’re going to third party providers. For example, I don’t know anything about Hispanic, but Heftel’s the best, so they’re going to produce it for us. Christian programming, not a clue, so we went to Salem. For news, which is a very specialized area that requires journalists all over the world, we went with USA Today and Bloomberg. Really, we’re looking at just creating the best possible radio. And the way it will shake out will be pretty much a balance between things we produce ourselves or things that we have experts produce for us. The bottom line is the best possible radio.

Does XM plan on establishing a ratings system, if any, for agencies and national advertisers? Yes, we are indeed in negotiations with Arbitron. They’ve already shown us a diary, which will have AM, FM, Satellite and they have been great in pursuing this with us. I don’t believe a deal has been formalized, but we’ve had lots of meetings with them. I would expect that they will be involved.

Will local-market advertisers be able to insert spots within your network of 1,200 terrestrial repeaters? No, we are going to be strictly national.

Will XM be able to offer any localism, i.e. weather, news? At this point, no. The radio itself will have an AM/FM/satellite, so if you need to know what’s happening on the local interstate, traffic jam-wise, you would go to your local station. We’re going to be national.

I don’t think local radio (with the few exceptions) has really been around in years. If you listen to the stations, you might hear the ID identify the city, and they will do a blood drive once a year. Compared to the way radio was in the 60s and 70s, it’s gotten very national anyway.

So far, how do you plan on breaking down the 100 channels formatically? It really is a work in progress. It’s a lot of research and evaluation and brainstorming going on pretty much on a daily basis. If we were going to launch it tomorrow, it would probably break out into half-and-half between music and news/information. Probably about half will be formats that might exist around the country now, the other half, maybe even more, will be just totally new and unique formats.

I would say we’ll probably have a couple different varieties of Jazz formats, not only the NAC varieties, but traditional; new age and pure teen formats that are basically CHR that don’t worry about the housewives. Upper-end AOR, something for the first generation FM listeners. We’ll also have certain varieties of Classical music. There will be a lot of formats that only exist on AM. For example, traditional Country, Gospel, kids programming, Nostalgia, Sinatra-type stuff. You can hear it now, but for the first time, you will hear it in a digital quality sound. So that will be almost like a new format. Probably Blues, Metal, Reggae, game show formats where if you want to be the 10th caller to win 24-hrs a day, there’s a place for it. Comedy, right on down to foreign language and soundtracks. One great advantage we’ll have is that we will dedicate channels to special events. For example, a couple years ago, during the OJ thing, we would have had a 24-hr. OJ channel. More recently, a 24-hr. Spice Girls channel and Titanic channel.

What music, informational or entertainment formats will you be offering that have been underserved to listeners? Oldies—they’re in every market, but we’ll be able to have six or seven Oldies formats with each one focus-
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"nuff said!!"
What direction do you see music going right now and into the new millennium?

I think it's something I've been preaching for years—music tends to run in cycles as far as current music. In the 80s, there was an intense period with MTV and new wave. Then it went into a lull in the late 80s where it was dominated by hair pop. The early 90s was the whole birth of the grunge and the new alternative movement. That was an intense period. Then it got kind of into a lull like we're in now where it's kind of cliched, poppy and a lot of soundtracks versus statements. In other words it's fashion over art.

I think that by about the time we're going to be launched, we will be in another one of these intense cycles. What happens whenever there is one of those periods, new technology emerges, new sounds, the artists are in control, and you don't have this corporate rock, corporate pop. People are listening more than dancing, sound over fashion. There is a whole new look. There is a new generation of artists and the old artists tend to transfer their experience, like in career-topic albums. So in the big picture, we are getting into a period where it is going to be very fresh, very new, very artist-driven.

Also I see continued fragmentation. The options for the 35-54 year olds is going to explode as more classic and oldies niches that pop up as pop music ages. And a lot of exciting eclectic music that, I think, is going to see some big sales. We've seen it in the past few years with things like Riverdance, The Chants and Three Tenors and certain Jazz records. I think there will be some eclectic things that really break through the mainstream. And I also see a continuing retro sort of thing happening, but with today's attitude and yesterday's arrangements. I see four or five different areas that are going to be pretty exciting.

I think it is not AM or FM radio's fault, but there just haven't been the frequencies allotted to cover all these exciting musical things. That's one of our big advantages.

Are you going to have DJs?

Absolutely yes. DJs and cinematic production and all the bells and whistles that make a station great.

How are you going to structure all this format management beneath you?

I've already hired Dave Logan, who works under me as VP of Operations. We've worked together for years on a lot of pretty revolutionary stations. One way I look at it is that I sort of write the recipe and he cooks it. It worked on that level for years. So we'll be working closely and every format will have a program director, music director, production director and a staff. Some of the formats might be voicetracked. We want to be great radio, but we also want to be economically realistic. A Beautiful music format may not need seven high profile jocks. It's great because we have the opportunity to really hire the most out-of-the-envelope, hyper-creative people on earth. These people have incredible ears.

How are you going to store all this music on these channels?

It will be on hard drive. We're going to be all digital, but we haven't chosen what system we're going to use.

Tell us about the custom, PBS-style spots that will play into each format without being "obtrusive."

First of all, many of the music channels will be commercial-free. We don't know how many yet, but we're studying that. The ones that will be commercial certainly won't have the traditional four stopsets an hour. There will be PBS-style sponsorships where "this hour is brought to you by AT&T." That will be your commercial.

How do you see Satellite DARS affecting and changing the radio industry?

I think in two sort of natural migrations. One is, from a choice standpoint, it will do to radio what cable did to network television. All of a sudden, you have more choices. Second, quality-wise I think we will see the same thing that FM did to AM. In both cases, network TV or AM, there are some very successful AM stations and there are a lot of unsuccessful local television stations. It's not like we'll wipe those guys out by any means. But it will hopefully be another big piece of the pie based on the choice and quality.
US ad outlook bright

Dow Jones—Shares of British ad agency WPP Group PLC (O:WPPG) soared 12% (11/4) after the chief executive of one of its prominent American holdings offered a positive industry forecast during an interview on CNBC.

In the interview, broadcast Wednesday morning, Ogilvy & Mather Chief Executive Shelly Lazarus said major clients were increasing their budgets for the next year. Ogilvy & Mather, a large American ad, is a WPP unit.

According to William Blair & Co. analyst Anthia Christian, such remarks come in direct contrast with what WPP's British analysts have been saying. Still, she said, "an agency CEO is much closer to the clients on a daily basis."

For WPP, the interview may have come as a boon. The company’s American Depository Receipts (ADRs) rose 96, or 11.5%, to $85.25.

The stock remains significantly off its 52-week high of $87.25, reached in July. "The valuation was ridiculously low," Christian said. "It’s getting a big boost."

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11/9/98 RBR
Mel set to raise $3B in Infinity spin-off

With the bulls again wresting control of Wall Street from the bears, CBS (N:CBS) President Mel Karmazin is readying the spin-off of CBS's radio and outdoor operations into Infinity Broadcasting (RBR 9/28, p. 12) and an IPO which will sell about 16.2% of the new company's stock to the public (N:INF, IPO pending).

The November 2 update of Infinity's SEC filing didn't fill in all of the blanks, but it did validate RBR's previous estimate that the IPO should raise about $3B. Infinity has registered 135M shares for public trading. The formal pricing will come later, but those figures would put the price per share around $22.22—and the total value of Infinity over $15B. Of course, if market conditions are good, Karmazin could up the $3B figure and send the SEC a check for the additional registration fee.

After the IPO, Infinity will have $651M in long-term debt and access to an additional $1B in borrowing capacity from CBS, allowing it to take advantage of the parent company's investment-grade bond rating.

CBS will hold onto 700M shares of Infinity's Class B common stock. Those shares have five times the voting power of the Class A shares being sold to the public, so CBS will retain 96.3% of the voting power at Infinity.

Underwriter: Merrill Lynch & Co.

Z enters Miami

Amador Bustos' Z-Spanish Media is making its first east coast acquisition, paying $5.65M for WLQY-AM Miami. The seller is Bruce Maduri's Genesis Communications. Sacramento-based Z-Spanish Radio Network syndicates three Spanish formats to its 31 O&Os and 28 affiliates nationwide.

Z enters Miami

Brokers: Jorgenson Broadcast Brokerage

Christopher T. Dahl, Chairman of Children’s Broadcasting Company has agreed to transfer the assets of KAHZ-AM Dallas, TX WJDM-AM New York, NY KIDR-AM Phoenix, AZ for $29,250,000 to Andrew Goldman of Radio Unica

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Tiny groups merge, drop IPO

Northern Radio Network Corp. isn’t going to become the smallest publicly traded radio group after all. Instead of selling stock in an IPO (RBR 7/6, p. 13), the owner of five small market stations in Michigan is going to merge with Alliance Broadcasting Group (O:RADO), which will continue to be the smallest radio group with public stock.

"Together, we feel that we can become a major force in the communications industry,” said Dr. Robert Currier, the ophthalmologist who owns Northern Radio, formerly known as Ives Broadcasting.

“This is the first step in developing a broad-based communications company to include radio stations as well as radio and television production and syndication,” said Joe Newman, CEO, Alliance.

Financial details of the merger, which is currently only a letter of intent, have not yet been disclosed.

RBR observation: After a troubled year on Wall Street in 1997, Alliance has been the come-back-kid this year. As we reported last month (RBR 10/26, p. 8), Alliance was the top-performing radio stock through the first three quarters of this year. The penny stock had gained 323% to $1.062.

Cox crows over Q3 results

Strong revenue gains in Atlanta, Miami and Orlando were credited with giving Cox Radio (N:CXR) a 25.3% boost in Q3 revenues, to $69.2M. Broadcast cash flow rose 29.6% to $6.1M. Net income gained 17.1% to $7M.

On a same-station basis, Cox said revenues increased 12.4% and cash flow by 19.3%.

Q3 record for Jacor

Jacor Communications (O:JCOR) is already beginning to sound like pending merger partner Clear Channel (N:CCU), with Lowry Mays' favorite statistic in the headline of Jacor's Q3 report: "After tax cash flow per share
MarketWatch.com files IPO

If anyone knows when Wall Street's appetite for IPOs is returning, it ought to be MarketWatch.com, the joint venture of CBS Corp. (N:CBS) and Data Broadcasting Co. (O:DBCC) which operates the cbs.marketwatch.com Internet site. With the stock market rebounding from its recent sell-off, MarketWatch.com has filed with the SEC to sell stock to the public and trade on the Nasdaq National Market as MKTW.

Much like Sportsline USA (O:SPLN), CBS' investment in MarketWatch.com has been through the licensing of the CBS name and "eye" logo and providing advertising via CBS radio and TV. Whatever the IPO price, it's a good bet that it will be well above the 22¢ per share that CBS and Data Broadcasting paid (in cash or services) for their 4.5M shares each.

Many details of the IPO, which will sell up to $34.5M in new stock to the public, are yet to be filled in, so it's not possible to say how much CBS' stake will be worth. $1.5M of the proceeds are earmarked to repay debt owed to Data Broadcasting and $5M for marketing. The remainder is designated for general corporate purposes.

MarketWatch.com derives its revenues from advertising, subscriptions to premium services on its Internet site and the sale of news content to Data Broadcasting for resale to corporate customers. Net revenues for Q2 were $1.5M, up from $1.2M in Q1. Comparisons to previous years have little relevance, since the marketing agreement with CBS began in October 1997, although Data Broadcasting had operated a much more limited Internet site since 1995.

Underwriters: BT Alex. Brown; Donaldson, Lufkin & Jenrette; Salomon Smith Barney; FAC/Equities.

Salem cash flow up 28%

Salem Communications reports that Q3 net revenues rose 13.6% to $19.2M, while broadcast cash flow shot up 28.2% to $9.1M. Salem, the nation's largest commercial Religious radio group, is privately owned but has public bonds.
The deals listed below were taken from recent FCC filings. RBR’s Transaction Digest reports on all deals that involve assignment of a station license (FCC Form 314) and substantial transfers of control of a licensee via a stock sale (FCC Form 315), but not internal corporate restructurings (FCC Form 316). All deals are listed in descending order of sales price.

$24,000,000—* KEEL-AM, KWKH-AM, KITT-FM, KRUF-FM & KVKI-FM Shreveport from Progressive Broadcasting LLC (William R. Fry) to Citicasters Co. (Randy Michaels), a subsidiary of Jacor Communications (O:JCOR). $100K option payment, $2.3M escrow, balance in cash at closing. Existing superduopoly.

$22,000,000—* KWCY-FM Phoenix (Glendale AZ) from OwensMAC Radio LLC (Buck Owens, Michael Owens, MAC America Communications) to KZPZ License Co. LLC, a subsidiary of Z-Spanish Media Corp. (Amador Bustos & others). $2.2M escrow, balance in cash at closing. Duopoly with KUET-AM & KVVA-FM. Broker: Blackburn & Co.

$20,000,000—* WTAQ-AM & WTAU-AM Chicago (La Grange-Zion IL) from Illinois Lotus Corp., a subsidiary of Lotus Communications Corp. (Howard Kalmenson), to ABC Inc. (Bob Callahan, pres./radio), a subsidiary of The Walt Disney co. (N:DIS). $1M escrow, balance in cash at closing. Superduopoly with WLS-AM, WMVP-AM & WXCD-FM. LMA since 7/16. The buyer is requesting a waiver to acquire these stations in the same market by Jack Messmer & Dave Seyler with WLS-TV (Ch. 7, ABC). Broker: Media Venture Partners

$14,750,000—* WLVU-FM Tampa (Holiday FL) from Concord Media Group Inc. (Mark W. Jorgenson) to Cox Radio Inc. (N:CXR, Bob Neil, pres.). $9.75M cash, tax-free exchange for WSUN-AM (below). Total value estimated by RBR. Superduopoly with WWRM-FM & WCOF-FM. Note: No overlap with WFNS-AM. WLUV has a CP to upgrade from Class A on 106.3 mHz to Class C2 on 97.1 mHz. Broker: Charles Giddens, Media Venture Partners

$5,000,000—* WSUN-AM Tampa (St. Petersburg FL) from Cox Radio Inc. (N:CXR, Bob Neil, pres.) to Concord Media Group Inc. (Mark W. Jorgenson). Tax-free exchange as partial payment for WLUV-FM (above). Value estimated by RBR. Superduopoly with WRRM-AM & WAMAX. Broker: Charles Giddens, Media Venture Partners

$3,500,000—* WGUL-FM Tampa (Dade City FL) from WGUL-FM Inc. (Carl Marcocci) to Mega Communications inc. (George Lindemann Sr., Adam Lindemann, Alfredo Alonso). $200K escrow, balance in cash at closing. Combo with WBDN-AM.

$2,200,000—* KBET-AM Los Angeles (Canyon Country CA) from Saddleback Broadcasting Inc. (Carl Goldman) to Citicasters Co. (Randy Michaels), a subsidiary of Jacor Communications (O:JCOR). $300K escrow, balance in cash at closing. Combo with KIIS-FM. Note: No contour overlap with Jacor's other L.A. stations.
Broker: Jorgenson Broadcast Brokerage

$1,140,000—KTAA-FM Bakersfield (Kerman CA) from Hispanic Radio Enterprises Inc. (Ruben Flores Jr.) to Big Broadcasting Inc. (Arthur Egnioian). $40K downpayment, balance in cash at closing. LMA since 9/19.

$850,000—* KBKB-AM & FM Fort Madison IA from Talley Broadcasting Co. (Hayward L. Talley) to Citicasters Co. (Randy Michaels), a subsidiary of Jacor Communications (O:JCOR). $40K escrow, balance in cash at closing. Double duopoly with KBUR-AM & KGRS-FM Burlington IA. Broker: The Connelly Co.

$475,000—KWKY-AM & FM Winner SD, 50% stock sale of Midwest Radio Corp. from Steve R. Clark to Scott E. Schramm and Jeffrey L. Schramm (50% each thereafter). $250K in cash at closing, $225K note.

$450,000—* KAJK-AM & FM Fortuna - Ferndale CA from M. Keith Allgood to Miller Broadcasting Co. Inc. (Ronald W. Miller, Pattison Christensen). $450K cash. Duopoly with KXGO-FM Arcata CA. Note: Miller Broadcasting is selling KVIQ-TV Eureka CA prior to closing this purchase.


$160,000—KPSX-FM CP (104.1 mHz) Sisters OR from Schuyler H. Martin to Thunderegg Wireless LLC (George Kriste, Lance Anderson, Ernie Hopseker, Robert Case). $160K cash.

$100,000—* KYYD-AM Abilene TX from Wooten Broadcasting Inc. (Bourdon Wooten) to Dynamic Broadcasting Co. (Adrian Lloyd Mynatt). LMA payment credit estimated at $47.5K, balance in cash at closing. Duopoly with KMPC-AM Abilene. LMA in place.

$40,000—KRSC-AM Othello WA, 100% stock sale of Richard Daniel Leary, a sole proprietor, from Richard Daniel Leary to Roberto Coronado Lopez. $4K downpayment, $36K note. LMA since 12/1/97. Note: This transaction was filed as a Form 315 stock sale, although it appears to be impossible to sell a sole proprietorship in a stock sale.

N/A—WAWV-FM Sylacauga AL from Alabama Broadcasting Co. Inc. (Bruce C. Carr) to W.O. Powers. Transfer for release of debt, except that Alabama Broadcasting will continue to owe $207K secured by the assets to WFEB-AM Sylacauga AL.

N/A—WHTA-FM Atlanta (Fayetteville GA) from Radio One of Atlanta Inc. (Alfred Liggins, Allied Capital Corp., Syndicated Communications Venture Partners II, Alta Subordinated Debt Partners III) to ROA Licenses Inc., a subsidiary of Radio One Inc. (Catherine Hughes, Alfred Liggins). This will be primarily a non-cash, stock-swap in preparation for an IPO in 1999 by Radio One (RBR 10/19, p. 18). The value has not yet been established.

N/A—WMBN-AM & WLXT-FM Petoskey MI, WMKT-AM & WKHQ-FM Charlevoix MI and WATT-AM & WLXV-FM Cadillac MI from The MacDonald Broadcasting Co. (Kenneth MacDonald Jr. and other family members) to MacDonald Garber Broadcasting Inc. (Patricia MacDonald Garber). Split-off of portion of family owned corporation. The seller will retain its Lansing and Saginaw combos.

For the record...
The broker for the $5M sale of WNFT-AM Boston was incorrectly identified in the 10/26 issue of RBR, p. 14. The actual broker was Norman Fischer & Associates.

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