

DEAL OF THE WEEK

• **McDonald Media Group Stations**
\$41 million

1999 DEALS TO DATE

Dollars To Date: \$28,099,372,901
(Last Year: \$13,096,383,757)

Dollars This Week: \$107,395,000
(Last Year: \$69,239,500)

Stations Traded This Year: 1,805
(Last Year: 2,252)

Stations Traded This Week: 33
(Last Year: 43)

TRANSACTIONS AT A GLANCE

- KRUZ-FM/Santa Barbara, CA \$10 million
- KLUE-FM/Soledad (Monterey-Salinas-Santa Cruz), CA \$315,000
- WXVQ-AM/DeLand (Daytona Beach), FL \$250,000
- WLAM-AM/Gorham, WZOU-AM & WTHT-FM/Lewiston, WLAM-FM/North Windham and WMWX-FM/Auburn (Portland/Lewiston-Auburn), ME \$11.875 million
- WFFX-FM/Southbridge (Worcester), MA \$14.25 million
- KTCH-AM & FM/Wayne, NE \$3.5 million
- KRNV-FM/Reno, NV \$14.25 million
- KCJB-AM, KMXA-FM & KYXX-FM/Minot, ND \$7 million
- KSTA-AM & FM/Coleman and KXYL-AM & FM/Brownwood, TX \$1.625 million
- KHLT-AM & KTXM-FM/Hallettsville, KGUL-FM/Edna and KYKM-FM/Yoakum, TX \$850,000
- WLES-AM/Lawrenceville, VA \$380,000
- WGBM-FM/Mishicot (Green Bay), WI \$2.1 million

TRANSACTIONS

Cumulus Hits The West Coast

☐ **\$41 million deal for McDonald Media nets first stations out West**

Deal Of The Week

Multistate Deal

PRICE: \$41 million
TERMS: Asset sale for cash
BUYER: Cumulus Media Inc., headed by Chairman Richard Weening. It owns 310 stations. Phone: (414) 615-2800
SELLER: McDonald Media Group, headed by Jack Standridge. Phone: (205) 879-0456

California

KKSB-FM/Goleta (Santa Barbara), KMGQ-FM/Santa Barbara and KVEN-AM, KBBY-FM & KHAY-FM/Ventura (Oxnard)

FREQUENCY: 106.3 MHz; 97.5 MHz; 1450 kHz; 95.1 MHz; 100.7 MHz
POWER: 245kw at 927 feet; 16kw at 2,920 feet; 1kw; 10.8kw at 925 feet;

39kw at 1,210 feet
FORMAT: Country; NAC/Smooth Jazz; News/Talk; AC; Country

Oregon

KNRQ-AM & KZEL-FM/Eugene and KNRQ-FM/Creswell (Eugene-Springfield)

FREQUENCY: 1320 kHz; 96.1 MHz; 95.3 MHz

Maine

WLAM-AM/Gorham, WZOU-AM & WTHT-FM/Lewiston, WLAM-FM/North Windham and WMWX-FM/Auburn (Portland/Lewiston-Auburn)

PRICE: \$11.875 million
TERMS: Asset sale for cash
BUYER: Radio Partners LP, headed by Paul Harron Jr. Phone: (610) 993-1111
SELLER: The Great Down East Wireless Talking Machine Co., headed by Ronald Frizzell. Phone: (207) 786-2496
FREQUENCY: 870 kHz; 1470 kHz; 107.5 MHz; 106.7 MHz; 99.9 MHz
POWER: 10kw day/1kw night; 5kw; 91kw at 928 feet; 810 watts at 623 feet; 50kw at 492 feet
FORMAT: Adult Standards; Adult Standards; Country; Adult Standards; Hot AC

California

KRUZ-FM/Santa Barbara

PRICE: \$10 million
TERMS: Asset sale for cash
BUYER: Cumulus Media Inc., headed by Chairman Richard Weening. It owns 310 stations. Phone: (414) 615-2800
SELLER: Pacific Coast Communications LLC, headed by President Paulette Grafman. Phone: (805) 963-1751
FREQUENCY: 103.3 MHz
POWER: 105kw at 2,980 feet
FORMAT: AC
BROKER: Tom McKinley & George Reed of Media Services Group

KLUE-FM/Soledad (Monterey-Salinas-Santa Cruz)

PRICE: \$315,000
TERMS: Asset sale for cash
BUYER: Z-Spanish Media LLC, headed by President Amador Bustos. It owns 31 other stations, including KCTY-AM, KTGE-AM, KLXM-FM, KRAY-FM & KZSL-FM/Monterey-Salinas-Santa Cruz. Phone: (916) 646-4000
SELLER: Infinity Broadcasting, headed by CEO Mel Karmazin. It owns 162 stations. Phone: (212) 975-6500
FREQUENCY: 106.3 MHz
POWER: 4.7kw at 371 feet
FORMAT: AC
BROKER: Minority Media and Telecommunications Council

Massachusetts

WFFX-FM/Southbridge (Worcester)

PRICE: \$14.25 million
TERMS: Asset sale for cash
BUYER: Citadel Communications Corp., headed by CEO Larry Wilson. It owns 178 stations, including WORC-FM & WXLO-FM/Worcester. Phone: (702) 804-5200
SELLER: WBA Inc., headed by President Jeff Wilks. Phone: (803) 279-1977
FREQUENCY: 100.1 MHz
POWER: 6kw at 486 feet
FORMAT: Rock
BROKER: Michael Bergner of Bergner & Co.

Florida

WXVQ-AM/DeLand (Daytona Beach)

PRICE: \$250,000
TERMS: Asset sale for cash
BUYER: Black Crow Broadcasting Inc., headed by President Michael Linn. It owns five other stations, including WNDB-AM/Daytona Beach. Phone: (904) 257-1150
SELLER: Green Broadcast Group Inc., headed by President Rick Green. Phone: (904) 734-9386
FREQUENCY: 1490 kHz
POWER: 1kw
FORMAT: Talk
BROKER: Doyle Hadden

Nebraska

KTCH-AM & FM/Wayne

PRICE: \$3.5 million
TERMS: Asset sale for cash
BUYER: Waitt Radio Inc., headed by Chairman Norman Waitt. It owns 29 stations. Phone: (402) 298-8000
SELLER: Central Radio Inc., headed by President Gene Koehn. Phone: (402) 379-3300
FREQUENCY: 1590 kHz; 104.9 MHz
POWER: 2.5kw day/47 watts night; 3kw at 300 feet
FORMAT: Country; Country
BROKER: Dick Chapin of Chapin Enterprises

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