



September, 2011

The Broadcaster

A Newsletter From CMS Station Brokerage

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NAB-RAB Radio Show

The mood at this year's show in Chicago was cautiously optimistic. In fact in her comments industry observer Marci Ryvicker of Wells Fargo Securities said her department does not see a double dip recession, but rather sluggish growth in the next few years.

The big message from the conference was that broadcasters need to rethink what it is that we do. Do we only broadcast via a transmitter to listeners who hear us through their Radio? Certainly we do that, but we need to be wherever the people are. And that includes streaming on-line, having a chip in cell phones, our signal has to be digital so that images of what we are playing show up on the screen in the dashboard of the cars, social media, etc.

Radio's big advantage is summed up nicely by Steve Newberry of Commonwealth Broadcasting: "Let's expand our definition of Radio. Let's envision Radio as the local intersection of information and entertainment in ways we cannot even imagine today...Built on the foundation of our over-the-air signals and valued brands...but using every delivery method available - never limiting ourselves from any possibility."

The show is definitely worth attending. The sessions cover topics of importance to us all, featuring speakers who are leaders in our field. And then

there is the networking. Some of what we learn is by talking with peers and sharing their stories about how they get it done.

I always come away with new ideas. As my way of sharing exciting thoughts and ideas from the show, I have been posting several of them on our [Facebook page](#) and [Twitter account](#). Please check them out. Feel free to comment on them!

I hope to see you at next year's show in Dallas Sept. 2012. In the meantime, I'm here if you need me.

Roger

[Roger Rafson](#)

[CMS Station Brokerage](#)

(412) 421-2600

Recent Station Sales



CMS Station Brokerage is pleased to announce the following station sales that recently closed. Unless indicated otherwise, CMS Station Brokerage acted as the exclusive broker for these transactions.

FM Translator K233BF

Greenbrier AR sold to Wagenvoord Advertising Group, Inc.

Non-Commercial FM Construction Permit Susanville, CA sold to IHR Educational Broadcasting

KOOW-FM CP Crook, CO sold to Cedar Cove Broadcasting, Inc.

FM Translator W300AY Hartwell, GA sold to Tugart Properties, LLC.

Non-Commercial FM Construction Permit Lee IL sold to American Education Foundation, Inc.

Non-Commercial FM Construction Permit Paxton, IL sold to Lyles-Anderson College

FM Translator W259AZ Petersburg, IL sold to Saga Communications of Illinois LLC.

Non-Commercial FM Construction Permit KVDM-FM Hays KS sold to Divine Mercy Radio.

FM Translator K248BA Slidell, LA sold to Spotlight Broadcasting of New Orleans, LLC

FM Translator W218BJ Bangor, ME sold to Dan Priestley.

KFOY-AM Sparks (Reno) NV sold to Huth Broadcasting.

FM Translator 154537 Wilmington OH sold to Town and Country Broadcasting, Inc.

WDUQ-FM Pittsburgh PA sold to Essential Public Media. CMS Station Brokerage represented Duquesne University the seller, Public Radio Capital represented EPM the buyer.

FM Translator K269FG Odessa TX sold to Family Life Communications, Inc.

NCE FM CP Tatum TX sold to Grace Public Radio

Non-Commercial FM Construction Permit Craigsville WV sold to West Virginia Educational Broadcasting Authority.

FM Translator W262BR Beloit WI sold to Maverick Media of Rockford License LLC.

FM Translator K297AV Casper WY sold to Canned Ham Communications.

FM Translator K222BL Laramie, WY sold to Appaloosa Broadcasting.

Stations Under Agreement

FM Translator Moores Mill, AL to Hundley Batts & Virginia Caples

KVTU-LP Low Power TV licensed to Los Angeles CA

Tower & related vertical real estate business, Crawfordville, FL

W249BS Savannah, GA under agreement to Clear Channel.

KRTK-AM Pocatello ID. Inspirational Christian Radio is under agreement to buy station from Calvary Chapel Pocatello dba Broken Chains, Inc.

NCE FM CP Natchitoches, LA to General Habitat Corp.

FM Translator W229AP Rothschild WI under agreement.

Stations For Sale

[listed alphabetically by state].

Contact Roger Rafson for information about any of the below opportunities. (412) 421-2600 or rafson@cmsradio.com

Please share this list with fellow broadcasters who would want to know!

FM Translator W262BQ Livingston AL (Meridian or Tuscaloosa) for sale

Full power, non-commercial FM Construction Permit for sale Piedmont AL. Facility ID 177189.

Full power, non-commercial FM Construction Permit for sale Union Springs AL. Class C3. Facility ID 177056.

FM Translator W212CB York AL (Meridian) for sale.

KZGL-FM Flagstaff AZ for sale. Market rank 146.
Terms available.

Full power, non-commercial FM Construction Permit Banks, AR for sale. Class C1. Facility ID 177200

FM Translator K239BC Batesville AR (Jonesboro, Paragould) for sale.

FM Translator K210DV De Queen AR (Texarkana) for sale.

Full power, non-commercial FM Construction Permit Murfreesboro AR for sale. Class C3. Facility ID 177180

FM Translator K224CT Pine Bluff AR for sale.

FM Translator K291BM Searcy AR for sale.

Full power, non-commercial FM Construction Permit Star City AR for sale. Class A. Facility ID 177259

FM Translator K205ET Big Pine CA for sale.

KDOX 91.3 FM CP Big Pine CA for sale.

Full Service **AM/FM combo** available in the **Eastern Sierra of California**. Comes with many FM translators/repeaters. Positive cash-flowing. Includes real estate.

Full power, non-commercial FM Construction Permit Paicines CA for sale. Class A. Facility ID 177123

Radio station for sale in Riverside-San Bernardino (market 25) also serves Los Angeles, California (market 2).

FM translator K273BI Truckee CA for sale.

WFHT-AM Avon Park FL for sale. Priced to sell quickly.

3 Station Cluster WTOT AM & FM and WJAQ-FM Marianna/Graceville Florida. Growing market; includes real estate.

24 hour AM radio station for sale in Florida. Includes real estate. Growing market. Priced to sell quickly.

FM translator W203BP Monticello FL for sale.

WXTO 780 AM Construction Permit Mulberry FL for sale. 24 hour non-directional.

FM Translator W238BK Americus GA (Columbus) for sale.

FM Translator W257CI Athens-Clarke County GA for sale.

FM Translator W232AB Camilla GA for sale.

FM Translator W276BK Cochran GA for sale.

FM Translator W248AG Commerce GA for sale.

FM Translator W294BB Cuthbert GA (Albany) for sale.

WDCY 1520 AM Douglasville, Georgia for sale. Comes with a CP to increase power to 50,000 watts which will cover Atlanta.

WXJO 1120 AM Douglasville, Georgia for sale. Comes with a CP to increase power to 10,000 watts which will cover Atlanta.

FM Translator W290AQ Fort Valley GA for sale.

FM Translator W279AR Jesup GA for sale.

FM Translator W284BU Louisville GA (Augusta) for sale.

FM Translator W290BD Montezuma GA (Columbus) for sale.

FM Translator W229AJ Pembroke GA for sale.

FM Translator W222BC Sandersville GA for sale.

FM Translator W254AR Sandersville GA for sale.

FM Translator W258AT St. Mary's GA for sale.

FM Translator W226AK Sylvester GA for sale.

FM Translator W287BH Thomson GA for sale.

FM Translator W270BT Wadley GA (Royston) for sale.

FM Translator W290AX Waycross GA for sale.

FM Translator W274BD Wrightsville GA for sale.

Full power, non-commercial FM Construction Permit Ludlow IL for sale. Class B1. Facility ID 176971.

FM translator W238AX Savanna IL (Clinton IA) for sale.

FM Translator W254BO Princeton IN for sale.

FM translator W201BO Vincennes IN for sale.

FM translator K239AF Burlington IA (Fort Madison, Mount Pleasant, Muscatine) for sale.

Full power, non-commercial FM Construction Permit Hampton IA (Waterloo) for sale. Class C1. Facility ID 176983.

FM Translator K234BB Harlan IA (Omaha NE) for sale.

Full power, non-commercial FM Construction Permit Iowa Falls IA for sale. Class C3. Facility ID 176936.

FM Translator K202DW Storm Lake IA for sale.

FM translator K216GA Chanute KS for sale.

FM Translator K254BI Eureka KS for sale.

Full power, non-commercial FM Construction Permit Le Roy KS

for sale. Class C2. Facility ID 177141.

Full power, non-commercial FM Construction Permit Sun City KS for sale. Class C2. Facility ID 177275.

Full power, non-commercial FM Construction Permit Blaine KY for sale. Class A. Facility ID 177054.

Full power, non-commercial FM Construction Permit Smiths Grove KY for sale. Class A. Facility ID 176881.

AM radio station for sale in Southeastern Louisiana. Close to New Orleans and Baton Rouge. Profitable. High population growth rate. New equipment.

Full power, non-commercial FM Construction Permit Harrisonburg LA for sale. Class C1 Facility ID 176967.

FM radio station for sale in Maine. Profitable.

AM radio station for sale in Springfield, Massachusetts. Profitable.

Combo in Massachusetts for sale. Profitable.

FM Translator W286AU Allegan MI (Kalamazoo) for sale.

FM Translator W227CB Alpena MI for sale.

FM Translator W270AY Alpena MI for sale.

FM Translator W234BP Caro MI (Saginaw, Bay City) for sale.

FM Translator W227BB Fremont MI (Grand Rapids) for sale.

FM Translator W248AQ Harrison MI (north Detroit suburbs) for sale.

FM Translator W225BA Hastings MI (Grand Rapids) for sale.

FM Translator W219DK Manistee MI for sale.

FM Translator W243BH Muskegon MI for sale.

FM Translator W211CA Paw Paw MI (Kalamazoo) for sale.

FM Translator W288BT St. Clair MI for sale.

FM Translator W219DG South Haven MI (Kalamazoo, Battle Creek, Grand Rapids) for sale.

FM Translator K226BF Moose Lake MN for sale.

FM Translator K283BF St. Charles MN for sale.

WBIP 1400 AM, Booneville, Mississippi
Profitable station in growing county. Includes real estate.

WNAU 1470 AM, New Albany, Mississippi Profitable station in growing county. Includes real estate.

FM translator K219KS Maryville MO (St. Joseph) for sale.

Full power, non-commercial FM Construction Permit Bethany MO for sale. Class C2. Facility ID 177107.

Full power, non-commercial FM Construction Permit Chillicothe

MO for sale. Class C2. Facility ID 176981.

FM Translator K260AU Great Falls MT for sale.

FM Translator K205FH Shelby MT (Great Falls) for sale.

FM Translator K300BT Alliance NE (Torrington, Scottsbluff, Sidney, Chadron) for sale.

FM Translator K300BM North Platte NE for sale.

FM Translator K255BV O'Neill NE (Norfolk) for sale.

FM Translator K209AX Austin, NV for sale.

KCWW 91.9 FM Battle Mountain NV for sale.
Has CP to increase to Class C FM.

FM Translator K201DE Carlin (Elko) NV for sale. Has CP to move to 98.9 FM.

FM station with CP upgrade to Class C FM for sale in Nevada.

FM translator K222BM Moapa NV (Mesquite) for sale.

FM Translator K210EM Spring Creek (Elko) NV for sale.

FM Translator K214CJ Tonopah NV for sale.

Radio station for sale in Albuquerque, New Mexico (market #70). Fastest growing market in the country.

FM Translator K288FK Clovis NM (Lubbock, Portales, Plainview) for sale.

FM Translator K300BR Clovis NM (Amarillo, Portales) for sale.

FM Translator K282AS Las Cruces NM for sale.

FM Translator K231BB Shiprock NM for sale.

24 hour **AM station for sale in upstate New York.** Profitable, Full Service Station. Includes Real Estate.

WSTK-FM Aurora NC for sale. Covers New Bern/Havelock/Morehead City. Has a CP to move further south to Stacy NC.

WCBQ-AM Oxford, NC for sale.

WHNC-AM Henderson, NC for sale.

WAVQ-AM and WJNC-AM Jacksonville NC for sale.
Serves the Camp Lejeune Marine Corps base.

WBNK-FM Pine Knoll Shores NC for sale. Class C2 FM. Serves New Bern, Morehead City and the Crystal Coast. Growing market.

WEGG-AM Rose Hill NC for sale.
Comes with FM Translator W240BN Rose Hill NC.

WLGT-FM Washington NC for sale.
Serves Greenville and New Bern.

24 hour **AM station for sale in Bismarck, North Dakota** area.
Profitable. Includes real estate.

FM translator K234BO Langdon ND for sale.

Full power, non-commercial FM Construction Permit Berthold/Minot ND for sale. Class C0. Facility ID 184822.

Full service **AM station with FM Translators in Central Ohio** for sale. Profitable. In growing market.

2 Station Combo in Youngstown/Warren Ohio market for sale. Includes real estate.

KBIJ 99.5 FM Guymon, Oklahoma for sale.
100,000 watt Class C1 FM

Full power, non-commercial FM Construction Permit Antlers OK for sale. Class C3. Facility ID 177139.

FM translator K261DO Tumalo/Bend OR for sale.

Radio station for sale. Pittsburgh, Pennsylvania.

Full Service **AM station for sale in Pennsylvania.** Profitable.

FM Translator W235BD Beaufort SC for sale.

FM Translator W282AT Hilton Head SC for sale.

FM Translator K233BN Aberdeen SD for sale.

FM Translator K233BR Brookings SD for sale.

Full power **NCE FM CP KTUT 89.5 FM Frankfort SD** for sale.
100kw Class C1

FM Translator K232EB Hot Springs SD for sale.

FM Translator K238BA Mitchell SD for sale.

2 FM Cluster, Rapid City, South Dakota market Strong signals.
Growing market.

FM Translator K284AZ Borger TX for sale.

Full power, non-commercial FM Construction Permit Cactus TX. Class C3. Facility ID 176964.

FM Translator K233BQ Childress TX for sale.

Powerful **FM in North Texas for sale.** Profitable. Includes Real Estate and potential for rental income in studio building.

Full power, non-commercial FM Construction Permit Memphis, TX for sale. Class C1. Facility ID 176961

KLOW-FM Paris/Bonham, TX for sale. Class A FM

Full power, non-commercial FM Construction Permit Snyder, TX for sale. Class C2. Facility ID 176966

Full power, non-commercial FM Construction Permit Spur, TX for sale. Class C1. Facility ID 177229.

KTTY-FM Texarkana TX for sale. Class A FM

KXXN-FM Wichita Falls, TX for sale. Class A FM

Full Service **AM station for sale in Southwest Virginia**. Profitable. Growing market.

Full power, non-commercial FM Construction Permit Lawrenceville, VA for sale. Class C3. Facility ID 177097.

Cluster of Stations for sale in Morgantown-Clarksburg-Fairmont, West Virginia. Profitable. Growing market.

FM Translator W284AS Boscobel WI for sale.

FM Translator W262BR Beloit WI for sale.

FM Translator W239BG Darlington WI for sale.

FM Translator W224BL Ladysmith WI for sale.

FM Translator W256BE Lancaster WI (Dubuque IA) for sale.

FM Translator W219DF Marshfield WI for sale.

FM Translator W262AX Marshfield WI (Appleton) for sale.

FM Translator W242BB Medford WI (Wausau) for sale.

FM Translator W220DY Medford WI (Wisconsin Rapids) for sale.

FM Translator W217BU Merrill WI (Wausau) for sale.

KKAW-FM Albin, Wyoming for sale. Class C3 FM.

2 FM Cluster, Jackson Wyoming market

Strong signals. Growing market.

KEMM 91.1 FM Opal WY with CP to increase to Class C2 FM.

KREO-FM Pine Bluffs, Wyoming for sale. Can move to cover Kimball, Nebraska.

KRWY Rawlins, Wyoming non-comm CP for sale. 100,000 watts Class C1.

FM Translator K281BF Riverton WY for sale.

FM Translator K290BJ Rock Springs WY for sale.

Dear {FIRST_NAME},

This year I had the profound privilege to have sold 2 stations right here in the city where I live.

WDUQ-FM, one of the founding member stations of NPR, is now under the ownership of Essential Public Media (sister company to public station WYEP-FM). We wish them the best as they devote impressive resources toward in-depth, local journalism.

Tim Martz took an FM Translator from 90 miles away and maneuvered it to the east end of Pittsburgh. Now the "Wham-O" simulcast of WPYT 600 AM and W261AX at 100.1 FM have brought Hip-Hop back to

the market after a 3 year absence. It was a large void and I am so happy it's been filled. (Our daughter and all her friends are *totally excited!*)

To see the impact of these 2 Radio stations in my market reminds me of the power of Radio and its strong bond with its listeners. I wish these broadcasters the best of success in the years ahead. It has been a great professional pleasure to have been a part of the process.

[Roger Rafson](#)
[CMS Station Brokerage](#)
(412) 421-2600



What Crystal Award Winners Are Doing In Their Communities

We like to share with you ideas from stations which are truly Full Service. Take some of these and run with them! It's good for the community and it will benefit your bottom line! Here is one of the Crystal Award winners from 2011.

KRLC-AM Lewiston, ID

At KRLC "Hometown Radio," we don't just stand on a soapbox; we care enough to step into the fray.

We care about the four little kids who gathered with us to honor our flag, and then told us they lived in a tent and didn't have winter coats. We care about the 9 year-old autistic boy who wandered from his home one evening last summer. We care about the wives, children and loved ones of our servicemen who are thousands of miles away and desperately want to hear their hero's voice. We even care about the homeless dogs and cats that have been abandoned.

And because KRLC cares, those four children – and 319 more- have winter coats this year, that 9 year old boy was found within 10 minutes of our breaking news story, countless loved ones hear voices of their servicemen and women broadcast to them on birthdays, holidays and anniversaries and hundreds of helpless animals have found a home.

Surprisingly, these stories aren't exceptions. For KRLC, patriotism, caring and giving are the rule. That's because at Hometown Radio, we're live and local in every way; heart, soul and broadcasting. After all, this is our hometown, too.

Station Appraisals

Think of CMS Station Brokerage when you need a station appraisal. Lenders, station owners, broadcast attorneys and government officials have come to CMS Station Brokerage to appraise the value of station properties. Some of the typical uses for a station appraisal include:

- Financing and recapitalization
- Mergers, acquisitions and spin-offs
- Sale or purchase of the business

More information is available [at our website](#) or by contacting [Roger Rafson](#).



Closing Quote

"Our business is a brand. Radio is not selling a bunch of spots. It's about renting the relationships we have with our listeners to our clients."

Bob Pittman, Clear Channel

Initial text in a new block