



July , 2011

## The Broadcaster

### A Newsletter From CMS Station Brokerage

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#### Stay In Touch!



#### 3D Radio

This is a call out to everyone in Radio. Industry leaders, station owners, engineering consultants, on-air staff and everyone else who works in our business.

I just heard a new technology - 3D Radio - and for me it was one of those 'Wow' moments.

I heard it while listening to Studio 360 from PRI on my car radio. It was so exciting! In case you missed it, [please hear it now](#) it's only 12 minutes.

We have an opportunity to take the lead as an aural medium and make listening to your radio stations a totally cool experience! Let's do it first and promote it big time. We are the best at self-promotion.

I believe it can be done inexpensively with a filter on the studio side of the audio chain. No new transmitters, no new receivers for the audience. Just regular stereo speakers that everyone has already. Check with your Chief Engineer or Consulting Engineer about how it can be done.

Please give it a listen and imagine how cool it would be for you to broadcast your station with this amazing sound experience! [Again, here's the link to the story.](#)

*Roger*

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

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## 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.

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

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

**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 K285FY Angel Fire, NM** to DMC Broadcasting

**FM Translator K275BK Taos, NM** to DMC Broadcasting

**WDUQ-FM Pittsburgh PA.** Essential Public Media is under agreement to buy station from Duquesne University.

Full power, **non-commercial FM Construction Permit Elk Point, SD** to Agnus Dei Communications

**NCE FM CP Tatum, Texas** to Grace Public Radio

## 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](mailto: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.

**WAKU-FM Crawfordville (Tallahassee) FL** for sale. Growth market.

**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 W238BK Americus GA (Columbus)** for sale.

**FM Translator W257CI Athens-Clarke County GA** for sale.

**FM Translator W279BC Brunswick 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.

**FM Translator W260BU Douglas GA (Valdosta)** 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.**

**KPMD 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.

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

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

**KXRV-FM Cannon Ball, North Dakota (Sioux County)** for sale. 100kw. Serves the Bismarck, ND market.

**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.

**FM Translator W243CP Chambersburg, PA** 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.

**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.

**FM Translator W229AP Rothschild 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},**

Please check out [our new Facebook Page!](#) We will post relevant articles and pieces of information that we hope you will find helpful. Change is happening so quickly, we want this page to be a place where you can learn something that will help your business. Please "Like" us at [our Facebook Page](#).

Your feedback is always welcome.

[Roger Rafson](#)  
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 (412) 421-2600



## What Crystal Award Winners Are Doing In Their Communities

*Beginning with this newsletter, we will 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.*

KIKV-FM Alexandria, MN serves nine counties in the heartland of Minnesota with regional country music, news and information.

In 2010 KIKV assisted local charities in raising over \$1 million; collected 14,000 pounds of food; 1,000 winter clothing items for needy families and helped the Red Cross collect 3,167 units of blood. In addition, over 13,000 PSAs valued at \$217,000 were broadcast. KIKV's public affairs program, Community Focus, examined issues of local concern and featured 108 guests representing 85 organizations.

KIKV's most comprehensive public service initiative is its annual 23 hour radiothon to end child abuse. It succeeded in raising \$43,000 in 2010. Over \$708,000 has been raised since KIKV's first radiothon in 1991. KIKV's positive community image is re-enforced by its dedicated staff of 13 who give generously of their time and energy to the towns, cities and counties they serve.

## [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](#).

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### Closing Quote

**"Everybody should have his personal sounds to listen for - sounds that will make him exhilarated and alive or quite and calm."**

*Andre Kostelanetz*

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