



March, 2013

# The Broadcaster

## [A Newsletter From CMS Station Brokerage](#)

*CMS Station Brokerage offers media brokerage services. We help radio and television station owners sell their stations to qualified buyers. We also help buyers find radio stations which make sense to meet their objectives.*

### In This Issue

[Greatly Exaggerated](#)

[Recent Station Sales](#)

[Stations Under Agreement](#)

[Stations For Sale](#)

[Station Appraisals](#)

[Crystal Radio Award](#)

[Closing Quote](#)

### Quick Links

[CMS Station](#)

[Brokerage](#)

[Past issues of our newsletter](#)

[Commercial Media Sales](#)

**The conversation continues...stay in touch!**

## Rumors of Radio's Demise Have Been Greatly Exaggerated



everybody every week.

Before my time, the people who predict the future saw the end of Radio when Television came on the scene.

In his March 8 editorial, Eric Rhoads of Radio Ink Magazine generated considerable controversy by telling us that the auto makers are considering taking Radio off their dashboards altogether. A week later, [Rhoads made a retraction](#): "...I made this statement based on my recollections from the panel and the behind the scenes discussion: "according to the Convergence panel, radio will be gone from new cars within five years." It was my opinion and was inaccurate."

In the short time hence [GM and Ford have affirmed their commitment to Radio](#). Quoting Phil Abram, Chief Infotainment Officer at GM: "...we understand that AM/FM radio is still a significant source of news and entertainment. In fact, it is an expected feature."

"We have no plans to get rid of [Broadcast Radio] because of their value for our customers," [Chrysler spokesman Eric Mayne says](#). He points out they've just announced plans to begin installing HD Radio as standard on some Dodge Ram



pickups.

And Kelly Music Research [released data](#) which shows that FM Radio is still the most important audio feature in the dashboard. A stunning 99% of respondents say that if they were buying a car next week, FM in the dashboard is important.

Forward to a Friend

My friend and broadcaster Jay Philippone of Priority Communications says "Rumors of Radio's demise have been greatly exaggerated." And of course he's right.

As long as Radio stations continue to serve their communities with local information on a timely basis Radio will always play a vital role in the economy of the cities that they serve. I'm getting ready to go to the NAB convention in Las Vegas and look forward to the Radio Luncheon on Tuesday where the NAB salutes the [50 finalists and 10 winning Radio stations with the Crystal Radio Award](#) for Community Service. (See KNDE College Station TX's winning entry for the 2012 honor below.) Every year this luncheon charges my batteries and reminds me of why we are in this business in the first place.

It is because Radio matters.

*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 W280EE Lewes DE** sold to Delmarva Broadcasting Co.

**FM translator W203BP Monticello FL** sold to Community Public Radio.

**WXJO 1120 AM Douglasville, GA** sold to Monte Sinai, Inc.

**FM Translator W248AG Commerce GA** sold to Community First Radio, Inc.

**FM Translator W227CB Alpena MI** sold to Northern Lights Enterprises.

**FM Translator K210EM Spring Creek NV** sold to Ruby Radio Corp.

**NCE FM CP Carlsbad NM** sold to Educational Media Foundation.

**FM Translator K223BH Roswell, NM** sold to Majestic Communications.

**KYCT-FM Ruidoso NM** sold to Educational Media Foundation

**WAVQ-AM and W240BQ Jacksonville NC** sold to CDV Broadcasting LLC.

**KNDL-FM Berthold ND** sold to Educational Media Foundation.

**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 K237ED Huron SD** sold to Dakota Communications Ltd.

**K281BF Riverton WY** sold to Edwards Communications LLC

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## **Stations Under Agreement**

**FM Translator K239AF Burlington IA** under agreement.

**FM Translator W257CI Athens-Clarke County GA** under agreement to The B & GRS.

**FM Translator W225BA Hastings MI (Grand Rapids)** under agreement to Efrain Cano.

**NCE FM CP Taylortown NJ** under agreement to Redeemer Broadcasting.

**KBIJ-FM Guymon OK** under agreement to OMI Oilfield Investments, LLC.

**WMOV-AM and FM Translator Ravenswood WV** under agreement.

**CFSI-FM Salt Spring Island, BC Canada** under agreement to Satnam Media Group (BC) Ltd.

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## **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!*

Full power, **non-commercial FM CP** for sale **Piedmont AL**. Facility ID 177189.

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

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

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

**FM Translator K291BM Searcy AR** for sale.

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

Full power, **non-commercial FM CP 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.

**2 AM station combo available on Gulf Coast of FL**. 24 hour stations. Includes real estate.

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

**WCRM 1350 AM Fort Myers FL** for sale. 24 hour station. Includes 4 acres of land in Fort Myers.

**WIWA 1160 AM St Cloud/Kissimmee FL** for sale. Covers **Orlando**. Comes with CP to increase power to 11,000 watts days/500 watts nights. Includes real estate.

**FM Translator W232AB Camilla GA** for sale.

**FM Translator W276BK Cochran GA** for sale.

**FM Translator W286BE Dawson GA** for sale.

**NCE FM CP WHGA 88.5 FM Hawkinsville GA**. Class C3. Hurry CP expires Aug. 2013.

**FM Translator W279AR Jesup GA** for sale.

**FM Translator W284BU Louisville GA** for sale.

**FM Translator W251AU Ocilla GA** for sale.

**FM Translator W222BC Sandersville GA** for sale.

**FM Translator W272CK Tifton GA** for sale.

**FM Translator W270BT Wadley GA (Royston)** for sale.

**FM Translator W277AY Wadley GA** for sale.

**AM CP Keaau (Hilo) Hawaii** for sale. 5,000 watts days/1,000 watts nights.

**FM Translator W238AX Savanna IL (Clinton IA)** for sale.

**FM Translator W201BO Vincennes IN** for sale.

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

**FM Translator K254BI Eureka KS** for sale.

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

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

**AM radio station for sale in Maine.**

**WBCQ-FM Monticello (Presque Isle) ME** for sale.

**FM Translator W270AY Alpena MI** for sale.

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

**FM Translator W243BH Muskegon MI** 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.

Full power, **non-commercial FM CP Chillicothe MO** for sale.  
Class C2. Facility ID 176981.

**FM Translator K219KS Maryville MO (St. Joseph)** for sale.

**FM Translator K205FH Shelby MT** for sale.

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

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

**FM translator K222BM Moapa NV (Mesquite)** for sale.

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

**FM Translator K242BO Carlsbad NM** for sale.

**Non-Commercial FM CP licensed to Carlsbad NM** for sale.

**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 K234BN Santa Rosa 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.

**WPTL-AM Canton NC** for sale. 24 hour/day station.

**WJNC-AM Jacksonville NC** for sale.

Serves the Camp Lejeune Marine Corps base.

**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.

**WIAM-AM Williamston NC** for sale. Includes real estate.

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

**FM translator K234BO Langdon ND** for sale.

**AM station in Cincinnati OH** for sale. Excellent signal. 24 hours.

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

**FM translator K261DO Tumalo/Bend OR** for sale.

**WDAB 1580 AM Travelers Rest/Greenville SC** for sale.

Growing market. 24 hours.

**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. Class C1

**FM Translator K232EB Hot Springs SD** for sale.

**FM Translator K284AZ Borger TX** for sale.

**FM Translator K233BQ Childress TX** for sale.

**Full service AM station suburban Dallas TX for sale.**  
Profitable.

**WQWV-FM Fisher WV and FM Translator in Franklin WV**  
are available.

**Non-Commercial FM CP Facility Romney WV** for sale.

**FM Translator W284AS Boscobel WI** for sale.

**FM Translator W239BG Darlington WI** for sale.

**FM Translator W256BE Lancaster WI (Dubuque IA)** 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 K290BJ Rock Springs WY** for sale.

### **CANADA**

**FM station in suburban Alberta** is available.

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## **Tower(s) To Sell**



We have been approached by a national tower company which is actively looking for towers to buy. If you know of any broadcasters who might be in a situation where it would be helpful to sell their tower(s), [please let me know](#) and I will put them in touch with each other.

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## **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

If you know of someone who needs a station valuation please refer them to us. We are offering a \$50 giftcard for referrals.

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

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## What Crystal Radio 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 Radio Award winners from 2012. This year's Crystal Radio*

*Award winners will be announced at the Radio Luncheon at the NAB Convention Tuesday, April 9.*

### **KNDE-FM College Station, TX**

In the media, writers say music is all about Pandora. But when people need a hand, they need more than a personalized playlist; they need a local radio station. We sleep in the same city where we broadcast; we care about "here." In 2011, KNDE's Candy Cares for Kids Radiothon raised \$136,000 for pediatric care at the local hospital. Our Christmas Angels project collected 2,200 new toys and warm clothes for 550 local children. KNDE supported the Junior League and collected 100,000 school supplies for students that couldn't afford their own. At Halloween, Candy 95 hosted 2,800 kids for free and safe trick-or-treating through a local museum. But sometimes, help is needed outside the city limits. When Joplin, MO was devastated by the effects of an EFS tornado, KNDE broadcast a 16-hour supply drive to give immediate aid those rendered homeless. Donations filled three 26-foot moving trucks with supplies requested from the victims; from diapers to dog food. KNDE staff drove to Joplin personally. We were the first to arrive. Beyond special projects, KNDE donated 160 hours of free station broadcasts and appearances and aired over 3,657 minutes of public service announcements and interviews that spotlighted local organizations.

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Dear Anne ,

Congratulations to the winners of our 4th Annual NFL Pick 'em Contest, our season-long game of choosing the winners for the NFL games. In 3rd place is Mike Hulvey of Neuhoff Media; 2nd place honors go to Doyle Becker of Riverfront Broadcasting; and we had a tie for 1st place! Karthi Natarajan and Chad Hurst, formerly of SNL Kagan earned bragging rights this year. Thanks to all our players for participating. We look forward to another game in the Fall.



We hope you find the information in our newsletter to be helpful and informative. The conversation continues at our [Facebook page](#) and [Twitter feed](#). Please "Like" us! For every person who "Likes" us at our Facebook page before the 4th of July, CMS Station Brokerage will donate \$1 to the [Broadcasters Foundation of America](#).

*Roger*

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## Closing Quote



"For years everyone looked toward the demise of Radio when Television came along. Before that, they thought talking movies might eliminate Radio as well. But Radio just keeps getting stronger."

**Casey Kasum**

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