



February, 2011

The Broadcaster

A Newsletter From CMS Station Brokerage

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Point Of View

In lieu of an on-air editorial I realized that occasionally I can use this space to express my opinions. So here goes!

With the extreme weather many of us experienced this winter I'd like to offer my appreciation to the engineers and others on your staff who kept the stations on the air. No small

accomplishment.

Hearty congratulations to KDKA 1020 AM here in Pittsburgh for their 90th Anniversary on the air (Nov. 2, 1920 live coverage of the Harding-Cox election results). We should all bask in the glory of this, the 91st year of our industry!

Our medium is still relevant, still reaching 9 out of every 10 people every week. Quoting from the [most recent RADAR 107 report from Arbitron](#) "...over the course of a week, radio is listened to by over 92 percent of all Teens aged 12 to 17, by 94 percent of Adults aged 18 to 34 and by 95 percent of Adults aged 18 to 49 and Adults aged 25 to 54." How many media reach a mass audience like Radio?

Not that we need the value of Radio to be verified by other media, but I do get a kick out of seeing radio playing prominently in several recent major movies and plays. On Broadway, [Memphis](#), the 2010 Tony award winning play is built around the success of the

local radio station and its Disc Jockey; on the big screen [The King's Speech](#) builds to its climactic ending with a speech carried on the Radio across the UK and Europe; and several TV channels fill hours of their programming with in-studio cameras showing the broadcasts of Radio's hottest personalities.

It was nice to see several Grammy Award winners thanking Radio for the airplay in the telecast last week.

These are some of my thoughts. What do you think?

We've started a [Face Book page](#). Please visit it. You will find links to interesting articles that I hope can help you in your business.

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 W287BO Enterprise, AL sold to Patrick Sullivan.

FM Translator W246BS Florence, AL sold to Benny Carle Broadcasting, Inc.

FM Translator W239BN Headland, AL sold to Patrick Sullivan.

FM Translator 150242 Northport, AL sold to William Neck.

FM Translator K233BF Greenbrier AR sold to Wagenvoord Advertising Group, Inc.

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

FM Translator K241BK South Lake Tahoe, CA sold to International Aerospace Solutions, 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 W288BW Mendota, IL sold to Radio Power, Inc.

FM Translator W250AT Monticello, IL sold to Saga Communications of Illinois LLC.

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 K243AT Meraux, LA sold to Clear Channel Broadcasting, Inc.

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

FM Translator 152374 Lapeer MI sold to Radio Power, Inc.

FM Translator W218BJ Bangor, ME sold to Dan Priestley.

FM Translator W284 BQ Warren MI sold to Radio Power, Inc.

FM Translator W229BC, Brainerd, MN was sold to BL Broadcasting, Inc.

FM Translator K246BA Bozeman, MT sold to Montana State University.

KSTJ-FM Norfolk NE sold to Educational Media Foundation.

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

FM Translator W262BN Lorain, OH sold to Citicasters Licenses, Inc.

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

FM Translator W289BO Marion SC sold to 980 AM, 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 W261AZ Weirton WV sold to Radio Power, Inc.

FM Translator W258BG Beloit WI sold to Radio Power, Inc.

FM Translator K209BT Mauston, WI sold to Baraboo Broadcasting Co.

FM Translator K297AV Casper WY sold to Canned Ham Communications.

FM Translator K222BL Laramie, WY sold to Appaloosa Broadcasting.

Stations Under Agreement

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

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

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

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

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.

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

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

10kw AM Station southeast of Atlanta, Georgia non-directional signal. Signal covers 5 towns, and one of the fastest-growing resort areas in the southeast.

WHRH 1360 AM Lithonia (Atlanta), Georgia

Construction Permit for sale. Comes with ownership of the transmitter site.

AM Station on I-20 corridor east of Atlanta, Georgia

24 hour non-directional signal. Day and night signal covers one of the most beautiful historic towns in the southeast. Comes with option to purchase 4 acre tower site and 340 foot tower.

AM radio station for sale in Southeastern Louisiana.

Close to New Orleans and Baton Rouge. Profitable. High population growth rate. New equipment.

FM radio station for sale in Maine. Profitable.**AM radio station for sale in Maryland (suburban DC).**

Serves suburban Washington DC counties. High population growth rate. Includes real estate. New equipment. New ground system.

AM radio station for sale in Springfield, Massachusetts. Profitable.**Combo in Massachusetts for sale.** Profitable.**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 station with CP upgrade to Class C FM for sale in Nevada.****Class B AM station for sale in New Jersey.** Profitable.**AM station for sale in New Jersey.** Profitable.**Radio station for sale in Albuquerque, New Mexico (market #70).** Fastest growing market in the country.**24 hour AM station for sale in upstate New York.**

Profitable, Full Service Station. Includes Real Estate.

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.**Full service AM station with FM Translator in Central Ohio** for sale. Profitable. In growing market.**2 Station Combo in Youngstown Ohio market for sale.**

Includes real estate.

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

Radio station for sale. **Pittsburgh, Pennsylvania.**

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

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

Heritage station on the Tennessee-Kentucky border for
sale. Growth market.

KWTR-FM, Big Lake, Texas for sale.
Has **approved CP** to increase power to **100kw** and cover
Odessa-Midland Market.

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

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

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

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

**KCYO 94.9 FM Construction Permit licensed to Bairoil
(Riverton-Lander) Wyoming.** 25,000 watts. Class C3 FM.

2 FM Cluster, Jackson Wyoming market
Strong signals. Growing market.

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

We have a number of FM Translators for sale in:
AL, AR, CA, DE, FL, GA, IL, IN, IA, KS, LA, MD, MI, MN, MO,
MT, NE, NM, ND, NV, PA, OR, SC, SD, TX, WI, WY.

We have a number of full power Non-Commercial FM
Construction Permits for sale in several states, including:

Banks, AR - Class C1 FM	Harrisonburg, LA - Class C1 FM
Murfreesboro AR -Class C3 FM	Natchitoches, LA - Class C3 FM
Ratcliff, AR - Class C3 FM	Patterson, LA - Class C1 FM
Star City, AR - Class A FM	Franklin, MN - Class C2 FM
Alamosa, CO - Class C2 FM	Marshall, MN - Class A FM
Hampton (Waterloo) IA Class C1 FM	Bethany, MO - Class C2 FM
Iowa Falls, IA - Class C3 FM	Chillicothe, MO - Class C2 FM
Mystic, IA - Class C3 FM	Tylertown, MS - Class C3 FM
Industry, IL - Class A FM	O'Neill, NE - Class A FM
Eureka, KS - Class C3 FM	Raton, NM - Class C1 FM
Le Roy, KS - Class C2	Antlers, OK - Class C3 FM
Blaine, KY- Class A FM	Lonerock, OR - Class C1 FM
Smiths Grove, KY - Class A FM	Elk Point, SD - Class A FM
Sparta, KY - Class A FM	Cornersville, TN - Class C2 FM
	Memphis, TX Class A & Class C1

FM Snyder, TX - Class C2 FM Spur, TX - Class C1 FM
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Dear {FIRST_NAME},

Announcing the results of our annual CMS Station Brokerage NFL Pick 'em game.

#1 (also #1 last year) is Steve Atkin of World Radio Link, Twin Falls, ID

#2 ...is me!

#3 (#2 last year) is Harvey Mazel of Hearst Broadcasting, Pittsburgh, PA

#4 is Neil Waldeck of WKMM-FM Kingwood, WV

We'll be playing again this Fall and hope you will join us. It's a lot of fun with good prizes for the winners!

[Roger Rafson](#)

[CMS Station Brokerage](#)

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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

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



Closing Quote

"Will anyone hearing this broadcast please communicate with us, as we are anxious to know how far the broadcast is reaching and how it is being received."

Amidst the election news reports and musical interludes, KDKA's announcers asked the audience for their feedback Nov. 2, 1920. The broadcast was said to have been heard as far away as Canada.

Initial text in a new block

