

TRANSACTIONS

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WWJY-FM/Crown Point, IN

FREQUENCY: 103.9 MHz
POWER: 3kw at 299 feet
FORMAT: Rock

WABT-FM/Dundee, IL

FREQUENCY: 103.9 MHz
POWER: 2.55kw at 322 feet
FORMAT: Rock

California

KZPM (AM CP)/Bakersfield

PRICE: \$130,000
TERMS: Asset sale for cash
BUYER: Hispanic Broadcast Group Inc., headed by President/Director Amancio Suarez Sr. Phone: (305) 445-4016
SELLER: KZPM Radio Corp., headed by President Mary Helen Barro. Phone: (805) 323-6535
FREQUENCY: 1100 kHz
POWER: 4.2kw day/800 watts night

KDDB-FM/Paso Robles

PRICE: \$675,000
TERMS: Asset sale for \$100,000 cash and a six-year, \$575,000 promissory note at 8% interest
BUYER: Lagniappe Broadcasting Inc., headed by President L. Rogers Brandon. It owns KGEO-AM & KGFM-FM/Bakersfield. Phone: (805) 328-0118
SELLER: Sylvia Dellar Restated Survivors Trust, owned by Sylvia Dellar. Phone: (805) 969-6344
FREQUENCY: 92.5 MHz
POWER: 4.8kw at 1486 feet
FORMAT: Country

KTAP-AM & KIDI-FM/

Santa Maria
PRICE: \$550,000
TERMS: Asset sale for \$250,000 cash and a \$200,000 promissory note
BUYER: Hispanic Radio Partners L.P., headed by general partner Steven Moffitt. Phone: (805) 922-2497
SELLER: Boardwalk Broadcasting Co., headed by general partner Leo Kesselman. Phone: (408) 354-5713
FREQUENCY: 1500 kHz; 105.5 MHz
POWER: 470 watts; 350 watts at 1342 feet
FORMAT: Spanish; Spanish

Connecticut

WSTC-AM & WKHL-FM/

Stamford-Norwalk
PRICE: \$9.5 million
TERMS: Duopoly deal; asset sale for cash
BUYER: Commodore Media Inc., headed by President/CEO Bruce Friedman. It owns 23 other stations, including WINE-AM, WNLK-AM, WEFX-FM & WRKI-FM/Stamford-Norwalk.
SELLER: Q-Broadcasting, a subsidiary of Odyssey Communications, headed by President Mike Kakoyiannis. Odyssey owns six other stations.
FREQUENCY: 1400 kHz; 96.7 MHz
POWER: 780 watts; 3kw at 328 feet
FORMAT: News; Oldies
BROKER: Randall Jeffery of Media Venture Partners

FM CP/Torrington

PRICE: No cash consideration
TERMS: CP transfer
BUYER: Litchfield County Committee on Higher Education, headed by Chairman Marvin Maskovsky. Phone: (203) 482-7635
SELLER: The Torrington, CT Board of

Education. Phone: (203) 489-2327
FREQUENCY: 88.9 MHz

Florida

WTMI-FM/Miami

PRICE: \$18 million
TERMS: Asset sale for cash
BUYER: Howard "Woody" Tanger
SELLER: American Radio Systems Inc., headed by President Steve Dodge. It owns 24 other stations.
FREQUENCY: 93.1 MHz
POWER: 100kw at 1007 feet
FORMAT: Classical
BROKER: Blackburn & Co.
COMMENT: Tanger was President of Marlin Broadcasting, which is selling its stations to ARS (see Group Deal, Page 6).

Georgia

WMAZ-AM & WAYS-FM/

Macon
PRICE: \$1.5 million
TERMS: Asset sale for cash
BUYER: Ocmulgee Broadcasting Co., headed by Leon Perlis, Edward Esserman, and James McLendon
SELLER: Gannett Broadcasting, headed by President Gerry De-Francesco. It owns 11 other stations.
FREQUENCY: 940 kHz; 99.1 MHz
POWER: 50kw day/10kw night; 92kw at 663 feet
FORMAT: News/Talk; Oldies
BROKER: George Reed and John Willis of Media Services Group

Indiana

WBTU-FM/Kendallville

PRICE: \$6.8 million
TERMS: Asset sale for \$5.2 million cash and a two-year, \$1.6 million promissory note at 9% interest
BUYER: Starboard Communications L.L.C., headed by President R. Charles McLavy. Phone: (517) 337-2877
SELLER: Fort Wayne Media L.P., headed by general partner Carl Lanci. Phone: (313) 563-6842
FREQUENCY: 93.3 MHz
POWER: 50kw at 492 feet
FORMAT: Country

Louisiana

KWKH-AM & FM/

Shreveport
PRICE: \$4.05 million
TERMS: Duopoly deal; asset sale for cash
BUYER: Progressive United Corp., headed by President/Director William Fry. It owns KEEL-AM, KITT-FM & KVKI-FM/Shreveport. Phone: (318) 425-8692
SELLER: Shreveport Great Empire Broadcasting Inc. Phone: (318) 688-1130
FREQUENCY: 1130 kHz; 94.5 MHz
POWER: 50kw; 99kw at 1096 feet
FORMAT: Country; Country

Michigan

FM CP/Kalamazoo

PRICE: \$13,101.25
TERMS: Construction permit sale for cash
BUYER: Cornerstone Baptist Educational Ministries, headed by President Rex Rogers. Phone: (616) 942-1500
SELLER: Grand Valley State University Board of Control, Jean Enright, Secretary. It owns three other radio stations and two television stations. Phone: (616) 895-2180
FREQUENCY: 88.3 MHz

Nevada

KXNO-AM & KLUC-FM/

Las Vegas
PRICE: \$11 million
TERMS: Cash
BUYER: American Radio Systems Corp., headed by President Steve Dodge. It owns 24 other stations.
SELLER: Nationwide Communications Inc., headed by President Steve Berger. It owns 12 other stations.
FREQUENCY: 1140 kHz; 98.5 MHz
POWER: 10kw day/2.5kw night; 97kw at 1181 feet
FORMAT: News; CHR
BROKER: George Otwell and Elliott Evers of Media Venture Partners

New York

WHEN-AM & FM/

Syracuse
PRICE: \$4.5 million
TERMS: Asset sale for cash
BUYER: Cox Broadcasting Inc., Robert Neil, Exec. VP/Radio. It owns 17 other stations. Phone: (404) 843-5000
SELLER: Park Broadcasting Inc., headed by President Wright Thomas. Phone: (606) 252-7275
FREQUENCY: 620 kHz; 107.9 MHz
POWER: 5kw; 50kw at 499 feet
FORMAT: Sports; Country
BROKER: Brian Cobb and Charles Giddens of Media Venture Partners

North Carolina

WEQR-FM/Goldsboro

PRICE: \$550,000
TERMS: Duopoly deal; asset sale for cash
BUYER: New Age Communications Inc., headed by President Don Curtis. It owns WFMC-AM/Goldsboro. Curtis has interests in 12 other stations. Phone: (919) 876-0674
SELLER: Southern Broadcasters Inc., headed by President Caroline Beasley. Phone: (919) 736-1699
FREQUENCY: 102.3 MHz
POWER: 6kw at 292 feet
FORMAT: AC

Ohio

WCEZ-FM/Delaware

PRICE: \$1.95 million
TERMS: Asset sale for cash
BUYER: Associated Radio Inc., headed by President/CEO Myles Berkman. Phone: (412) 281-1907
SELLER: Radio Delaware Inc. It owns WCEZ-FM/Delaware.
FREQUENCY: 107.9 MHz
POWER: 6kw at 285 feet
FORMAT: B/EZ

Oklahoma

KOKC-AM/Guthrie

PRICE: \$85,500
TERMS: Asset sale for \$5000 cash, assumption of a \$73,000 promissory note, and a \$7500 consulting agreement
BUYER: Oklahoma Sports Properties Inc., headed by President Fred Weinberg. It owns two other stations. Phone: (918) 341-6600
SELLER: Griffith Broadcasting Inc., headed by President George Griffith. Phone: (405) 391-9599
FREQUENCY: 1490 kHz
POWER: 1kw
FORMAT: Country

Pennsylvania

WBVP-AM/Beaver Falls

PRICE: \$450,000
TERMS: Asset sale for \$292,500 cash and a \$157,500 promissory note at 8% interest
BUYER: Iorio Broadcasting Inc., headed by President/Director Frank Iorio Jr. Phone: (412) 846-4100
SELLER: Pittsburgh Radio Partners Inc., headed by President Michael Schwartz. Phone: (412) 846-4100
FREQUENCY: 1230 kHz
POWER: 1kw
FORMAT: News/Talk

South Carolina

WXTC-AM & FM/

Charleston & WSSP-FM/

Goose Creek
PRICE: \$2.7 million
TERMS: Asset sale for cash
BUYER: Southwind Broadcasting Inc., headed by President William Dudley III. Phone: (803) 884-0520
SELLER: She Crab Communications Inc. Phone: (407) 640-3585
FREQUENCY: 1390 kHz; 96.9 MHz; 94.3 MHz
POWER: 5kw; 99kw at 1768 feet; 2.9kw at 479 feet
FORMAT: Sports; Oldies; Oldies
COMMENT: See WBUB-FM/St. George deal.

WBUB-FM/St. George

PRICE: \$2.55 million
TERMS: Duopoly deal; asset sale for cash
BUYER: Southwind Broadcasting Inc.
SELLER: Lowcountry Media Inc., headed by President Ronald Hoover. It owns WQIZ-AM/St. George. Phone: (803) 566-1100
FREQUENCY: 107.5 MHz
POWER: 100kw at 984 feet
FORMAT: Country

Tennessee

WXVO-FM/Oliver Springs

(Knoxville)
PRICE: \$1.5 million
TERMS: Asset sale for cash
BUYER: Dick Broadcasting of Tennessee Inc., headed by James Dick
SELLER: Phillips Broadcasting Inc., headed by President Charles Phillips
FREQUENCY: 98.7 MHz
POWER: 6kw at 328 feet
FORMAT: Country
BROKER: George Reed and John Willis of Media Services Group

Texas

KHLR-FM/Cameron

PRICE: \$305,000
TERMS: Asset sale for cash
BUYER: Springer Broadcasting Inc., headed by President/Director W. Bennett Springer. It owns KTAM-AM & KORA-FM/Bryan, TX. Phone: (409) 776-1240
SELLER: Lowell Cage, trustee in bankruptcy for William Vance. Phone: (713) 789-0500
FREQUENCY: 103.9 MHz
POWER: 40kw at 548 feet
FORMAT: AC

KRYS-AM & FM & KMXR-

FM/Corpus Christi
PRICE: \$6 million
TERMS: Duopoly deal; asset sale for cash
BUYER: GulfStar Communications Inc., headed by President Steve Hicks. It owns 14 other stations.

SELLER: Ranger Broadcasting Company., headed by President Richard Hull Sr.

FREQUENCY: 1360 kHz; 99.1 MHz; 93.9 MHz
POWER: 1kw; 97kw at 932 feet; 100kw at 840 feet
FORMAT: Country; Country; AC
BROKER: Dick Chapin of Chapin Enterprises and John Barger

KCHX-FM/Midland

PRICE: \$450,000
TERMS: Duopoly deal; asset sale
BUYER: Champion Broadcasting Corp., headed by President C.J. Jones. It has an application pending on KICR-FM/Oakdale, LA and an LMA with an option to buy KRRV-AM & FMA/Alexandria, LA.
SELLER: Sonance Corp. of Midland, headed by President William Hicks. It owns eight other stations and has an application pending on WACO-AM & FM/Waco, TX.
FREQUENCY: 106.7 MHz
POWER: 100kw at 679 feet
FORMAT: CHR
BROKER: Bill Whitley of Whitley Media
COMMENT: See KCDQ-FM/Monahans-Odessa, TX and KMRK-FM/Odessa deals.

KCDQ-FM/

Monahans-Odessa
PRICE: \$1.6 million
TERMS: Duopoly deal; asset sale
BUYER: Champion Broadcasting Corp.
SELLER: FHL Partnership, owned by Steve Horowitz, Gordon Holcomb, David Perkins, and Brad Hocomb
FREQUENCY: 102.1 MHz
POWER: 100kw at 978 feet
FORMAT: Classic Rock
BROKER: Bill Whitley of Whitley Media

KMRK-FM/Odessa

PRICE: \$575,000
TERMS: Duopoly deal; asset sale
BUYER: Champion Broadcasting Corp.
SELLER: Midcities Corp., headed by President Ed Roskelley
FREQUENCY: 96.1 MHz
POWER: 50kw at 492 feet
FORMAT: Spanish
BROKER: Bill Whitley of Whitley Media

Utah

KVNU-AM & KVFM-FM/

Logan
PRICE: \$900,000
TERMS: Duopoly deal; asset sale for cash
BUYER: Sun Valley Radio Inc., headed by President M. Kent Frandsen. It owns KLG-AM & KBLQ-FM/Logan and KKEX-FM/Preston, ID. Phone: (801) 752-1390
SELLER: Cache Valley Communications Inc., headed by President A. Thomas Joyner. Phone: (919) 460-9333
FREQUENCY: 610 kHz
POWER: 5kw day/1kw night
FORMAT: AC

KTKK-AM/Sandy

PRICE: \$250,000
TERMS: Asset sale for \$80,000 cash and a one-year, \$170,000 promissory note
BUYER: United Broadcasting Co. Inc., headed by President/Director Joe Stumph. Phone: (801) 253-4883
SELLER: D&B Broadcasting Co. Inc., headed by President Starley Bush. Phone: (801) 264-8250
FREQUENCY: 630 kHz
POWER: 1kw day/500 watts night
FORMAT: News/Talk