

## DEAL OF THE WEEK

• **KFSG-FM/Los Angeles**  
\$250 million

## 2000 DEALS TO DATE

**Dollars To Date:** \$8,064,092,726  
(Last Year: \$27,320,257,614)

**Dollars This Week:** \$27,150,000  
(Last Year: \$45,660,646)

**Stations Traded This Year:** 1,025  
(Last Year: 1,616)

**Stations Traded This Week:** 13  
(Last Year: 29)

## TRANSACTIONS AT A GLANCE

- KVEC-AM/San Luis Obispo, CA \$950,000
- KAVC-AM/Mojave, KOSS-FM/Rosamond and KTPI-FM/Tehachapi (Lancaster-Palmdale), CA \$13.5 million
- WILD-AM/Boston \$5 million
- KINN-AM & KZZX-FM/Alamogordo, NM \$850,000
- WQSL-FM & WXQR-FM/Jacksonville, NC \$2 million
- WPJC-AM/Adjuntas, PR \$350,000
- WYAK-FM/Surfside Beach (Myrtle Beach), SC \$2 million
- WOWF-FM/Crossville, TN \$2.5 million

**FOR THE RECORD:** Last week's transaction involving the sale of four Southern Broadcasting properties to Saga incorrectly listed the call letters and city of license of WZZP-FM, which represents a construction permit in Fort Campbell, KY. R&R regrets the error.

## SBS Grabs Foursquare Gospel's L.A. Gem

- **Acquires KFSG-FM in stunning \$250 million cash deal; Radio One grabs Nash's WILD daytimer**

## Deal of the Week

## KFSG-FM/Los Angeles

**PRICE:** \$250 million

**TERMS:** Asset sale for cash

**BUYER:** Spanish Broadcasting System, headed by President Raul Alarcon. Phone: 305-441-6901

**SELLER:** The International Church Of The Foursquare Gospel, headed by President Paul Risser. Phone: 213-483-5374

**FREQUENCY:** 96.3 MHz

**POWER:** 54kw at 480 feet

**FORMAT:** Contemporary Christian/Religious

## California

## KVEC-AM/San Luis Obispo

**PRICE:** \$950,000

**TERMS:** Asset sale for cash

**BUYER:** Clear Channel Communications, headed by Chairman/CEO, Radio Randy Michaels. Phone: 606-655-2267

**SELLER:** Chorro Communications. Phone: 805-543-8830

**POWER:** 1kw day/500 watts night

**FREQUENCY:** 920 kHz

**FORMAT:** News/Talk

**KAVC-AM/Mojave, KOSS-FM/Rosamond and KTPI-FM/Tehachapi (Lancaster-Palmdale)**

**PRICE:** \$13.5 million

**TERMS:** Asset sale for cash

**BUYER:** Concord Media Group, headed by President Mark Jorgenson. Phone: 813-926-9260

**SELLER:** Regent Communications, headed by Chairman/CEO Terry Jacobs. Phone: 859-292-0030

**FREQUENCY:** 1340 khz; 105.5 MHz; 103.1 MHz

**POWER:** 1kw; 2.9kw at 308 feet; 1.9kw at 577 feet

**FORMAT:** Religious; AC; Country

## Massachusetts

## WILD-AM/Boston

**PRICE:** \$5 million

**TERMS:** Merger agreement. Radio One is purchasing Nash Communications for cash and stock valued at \$5 million. Nash's lone asset is WILD.

**BUYER:** Radio One, headed by President/CEO Alfred Liggins III. Phone: 301-306-1111

**SELLER:** Nash Communications, headed by President Bernadine Nash. Phone: 617-427-2222

**POWER:** 5kw

**FREQUENCY:** 1090 kHz

**FORMAT:** Urban

## New Mexico

## KINN-AM &amp; KZZX-FM/Alamogordo

**PRICE:** \$850,000

**TERMS:** Asset sale for cash

**BUYER:** Bill Kurt Broadcasting, headed by owner Bill Kurt. No phone listed.

**SELLER:** KZZX Inc., headed by owners Dave Nicholson and Vera Vaughn. Phone: 505-437-4440

**FREQUENCY:** 1270 kHz; 105.5 MHz

**POWER:** 1kw day/80 watts night; 3kw at -630 feet

**FORMAT:** Talk; Country

## North Carolina

## WQSL-FM &amp; WXQR-FM/Jacksonville

**PRICE:** \$2 million

**TERMS:** Asset sale for cash

**BUYER:** NextMedia Group, headed by President Skip Weller. Phone: 303-694-9118

**SELLER:** Cumulus Broadcasting, headed by President Lew Dickey. Phone: 414-615-2800

**FREQUENCY:** 92.3 MHz; 105.5 MHz

**POWER:** 22.7kw at 725 feet; 19kw at 794 feet

**FORMAT:** CHR/Pop; Rock

## Puerto Rico

## WPJC-AM/Adjuntas

**PRICE:** \$350,000

**TERMS:** Asset sale for cash

**BUYER:** WPAB Inc. Phone: 787-840-5550

**SELLER:** Tanama Communications. Phone: 787-894-5737

**FREQUENCY:** 1020 kHz

**POWER:** 1kw

**FORMAT:** Spanish Full Service

## South Carolina

## WYAK-FM/Surfside Beach (Myrtle Beach)

**PRICE:** \$2 million

**TERMS:** Asset sale for cash

**BUYER:** Cumulus Broadcasting, headed by President/CEO Lew Dickey. It also owns WJXY-AM & FM, WDAI-FM, WSEA-FM, WSYN-FM & WXJY-FM/Myrtle Beach. Phone: 414-615-2800

**SELLER:** Myrtle Beach Stations Trust. No phone listed.

**FREQUENCY:** 103.1 MHz

**POWER:** 8kw at 528 feet

**FORMAT:** Country

## Tennessee

## WOWF-FM/Crossville

**PRICE:** \$2.5 million

**TERMS:** Asset sale for cash

**BUYER:** Plateau Communications. No phone listed.

**SELLER:** Commsouth Radio Inc. Phone: 931-707-1025

**FREQUENCY:** 102.5 MHz

**POWER:** 25kw at 308 feet

**FORMAT:** Country

## Controversial Clear Channel Foe Loses Senate Bid

The Florida voters' ballots have been counted, and Independent Senate candidate Andy Martin, the self-described "troublemaker" who accused Clear Channel Communications of defrauding its listeners through its nationwide contests and of "smearing" him personally, has lost his bid for a U.S. Senate seat. With the election over, will Martin pursue his campaign against the nation's largest radio owner, or will he turn his attention to something new?

Martin has insisted from the outset that he is not the issue. He told R&R in an earlier interview, "I'm an irrelevancy," and insisted he was "merely the instigator" of the accusations against Clear Channel. He said the matter "will be fought by the attorneys general of the states, the Department of Justice and Clear Channel."

In addition to letters filed with the attorneys general of all 50 states, Martin filed letters with the Department of Justice and the FCC. In his letter to FCC Chairman Bill Kennard, Martin asked that the commission investigate Clear Channel for "using its deceptive marketing on a nationwide basis." Whether the FCC or any of

the attorneys general Martin contacted will take any action is open to debate, especially given Martin's checkered history.

## A Checkered Past

In interviews with R&R Martin repeatedly insisted that his credibility was not the issue and sought to keep the focus on Clear Channel and the "individual facts of his accusations." "What have I done that undermines my charges?" he asked.

But, by his own admission, Martin is controversial, and it wouldn't be unfair to call him litigious. In a January decision the Supreme Court of Florida said Martin had "a long history of being one of Florida's most

active and abusive" litigants and said he has been the source of "hundreds of lawsuits, motions and miscellaneous pleadings, all but a fraction of which lack any merit whatsoever." The court also said Martin has been censured on numerous occasions for his "scurrilous allegations against numerous judges, attorneys and other persons." In fact, that court required the clerk of the court to accept no petitions from Martin unless they were "legitimate or accompanied by a filing fee."

Of his history in the courts, Martin has said, "If more judges are irritated, it's a sign I'm doing my job." Martin's plans are uncertain in light of his election loss, but Clear Channel isn't done with him: The company referred to Martin in the civil lawsuit it filed against *Inside Radio* (see story, Page 1), calling him the "archetypal unreliable source" and "notoriously untrustworthy."

R&R was unable to reach Martin for comment on Clear Channel's remarks.

## Earnings

Continued from Page 4

Radio One CEO/President Alfred Liggins spoke of "an exciting future" for his company and said he expects Q4 to be a transition quarter. He added that the integration of the stations Radio One has acquired this year is going very smoothly, pointing to Radio One's KKBT/Los Angeles, which Liggins said has "tremendous audience growth momentum" and which has seen an increase in ratings from a 2.4 share to 2.8. Liggins said he hopes to see that num-

ber go as high as 3.5 next year and noted that a single ratings point in the L.A. market can translate to about \$9 million in revenue.

In the face of the overall downturn in radio stocks, Radio One Exec. VP/CFO Scott Royster urged investors to stay calm. He said the downturn is "an overreaction by investors" and gave shareholders reason to breathe easy when he announced that the company saw revenues increase in 12 of the 16 markets where it operates. Liggins said the company's stock is