

**TRANSACTIONS**

# Dugger Deals \$2 Million For Jacksonville Combo

**Small Transactions Dominate Week's Trading Action**

**Deal Of The Week:**

**WZAZ-AM & FM/Jacksonville-Green Cove Springs, FL**  
**PRICE:** \$2,025,000  
**TERMS:** Asset sale for \$200,000 cash plus assumption of liabilities valued at no less than \$1,825,000  
**BUYER:** UNC Media Of Jacksonville Inc., owned by UNC Media Group L.P., which is headed by Boston venture capitalist Edward Dugger III. UNC is the proposed buyer of WKKV-AM & FM/Racine, WI.  
**SELLER:** Thomas Baumer, an attorney appointed by the U.S. Bankruptcy Court who is acting as transfer agent for Picus Broadcasting Corp. and Jax Broadcasting Inc.  
**FREQUENCY:** 1400 kHz; 92.7 MHz  
**POWER:** 1kw; 1.3kw at 497 feet  
**FORMAT:** Urban  
**COMMENT:** Citizens & Southern Bank is providing UNC Media with a five-year \$1.65 million loan and

\$450,000 working capital credit line to facilitate this transaction. The interest rate on both debts will be floating at 1% over the bank's prime rate.

**Alaska**

**KAYY/Fairbanks**  
**PRICE:** \$600,000  
**TERMS:** Asset sale  
**BUYER:** North Country Wireless, headed by Thomas Tierney. The company owns several Alaska stations, including KENI & KBFX/Anchorage, KLAM/Cordova, KZXX/Kenai, KJJZ/Kodiak, KRXA/Seward, and KVAK/Valdez.  
**SELLER:** Interior Broadcasting Corp., headed by John and Jay Lewis  
**FREQUENCY:** 101.1 MHz  
**POWER:** 25kw at 131 feet  
**FORMAT:** AC  
**BROKER:** Chester Coleman of American Radio Brokers

**California**

**KMMA/Hanford-Fresno**  
**PRICE:** \$800,000  
**TERMS:** Asset sale  
**BUYER:** A new corporation to be formed by Steve Miller and Jim Royten  
**SELLER:** Liggett Broadcast Group, headed by Bob Liggett. The company also owns KMGG/Santa Rosa, CA; WBCK & WBXX/Battle Creek, MI; WHNN/Bay City-Saginaw, MI; WFMK/East Lansing, MI; and WLHT/Grand Rapids, MI.  
**FREQUENCY:** 107.5 MHz  
**POWER:** 20.3kw at 784 feet  
**FORMAT:** Country  
**BROKER:** Burt Sherwood Inc.  
**KVEC/San Luis Obispo**  
**PRICE:** \$353,900  
**TERMS:** Stock sale for payment of \$23,900 to the IRS and \$30,000 to settle a disputed debt owed to seller. The buyer also agrees to assume all lia-

**TRANSACTIONS AT A GLANCE**

**1991 Deals To Date:**  
**\$527,111,790**  
 (Last Year: \$816,325,303)

**Total Stations Traded This Year: . . . . . 784**  
 (Last Year: 964)

**This Week's Action: . . . . . \$6,768,273**  
 (Last Year: \$6,351,335)

**Total Stations Traded This Week: . . . . . 24**  
 (Last Year: 22)

● **Deal Of The Week:**  
 ● **WZAZ-AM & FM/Jacksonville-Green Cove Springs, FL \$2,025,000**

- KAYY/Fairbanks \$600,000
- KMMA/Hanford-Fresno \$800,000
- KVEC/San Luis Obispo, CA \$353,900
- KZFF/South Lake Tahoe, CA \$550,000
- WFOM/Marietta, GA \$300,000
- WXRS-AM & FM/Swainsboro, GA \$448,773
- KLSN/Jefferson, IA \$90,000
- WSEQ (FM CPY)Reidland, KY \$100,000
- WPRG (FM CPY)Bar Harbor, ME \$45,000
- WHYR/Saco, ME \$15,000 for 25%
- KPXP (FM CPY)Garapan, Saipan, Mariana Islands \$15,000
- WYRY/Hinsdale, NH \$52,100 for majority control
- WLNL/Horseheads, NY \$256,000
- WEEL/Shadyside, OH \$185,000 for 50%
- WCXJ/Braddock-Pittsburgh, PA \$112,500
- WBLR/Batesburg, SC \$20,000
- WIZO/Franklin, TN \$160,000
- American Indian Stations \$335,000
  - KFXJ (FM CPY)Ablene
  - KKLK/San Angelo, TX
  - KKHQ/Odem, TX \$275,000
  - KTLE/Tooele, UT \$30,000

## Call The Exline Team



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Consultant



Miramae M. Welch  
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*William A. Exline, Inc.*

MEDIA BROKERS • CONSULTANTS

**SOUTHERN CALIFORNIA DESERT.** Best cash flow ratio. Real estate included. Owners motivated. \$2.3 million, terms.

**CENTRAL OREGON.** Class C FM, Full-time AM. Positive cash flow. Growing area. Includes FM site. \$1,125,000.

**NORTHWEST METRO.** Unique AM. Well positioned in desirable community. New studios and offices. \$910,000.

**CALIFORNIA REDWOODS.** Excellent AM/FM facility. Positive cash flow. Ideal for owner/operator. \$850,000.

**IDAHO RESORT FM.** Dynamic growth market. Ready to cash flow. \$850,000.

**SACRAMENTO VALLEY FM.** New! Needs sales-minded owner/operator. \$400,000.

**NORTHWEST CLASS C.** Priced to sell as start-up. \$400,000 with seller financing.

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bility for a \$300,000 bank loan from Commerce Bank of San Luis Obispo.  
**BUYER:** Francis Sheahan of San Luis Obispo. He currently owns 30% of the licensee.  
**SELLER:** Richard Mason is selling his 70% stake in Chorro Communications Inc. He also owns 51% of Cabrillo Communications, the licensee of KKUS/San Luis Obispo, CA. Cabrillo recently filed a Chapter 11 bankruptcy petition in Los Angeles.

**FREQUENCY:** 920 kHz  
**POWER:** 1kw day/500 watts night  
**FORMAT:** News/Talk

**KZFF/South Lake Tahoe**  
**PRICE:** \$550,000  
**TERMS:** Asset sale  
**BUYER:** Tri-Valley Broadcasting Corp., headed by Craig Swope. He also owns KPTL/Carson City, NV.

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James A. Gammon, President

## COMPETENCE AND INTEGRITY

Identifying the Objective  
 Negotiating the Transaction

**GAMMON MEDIA BROKERS, INC.**

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