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The Broadcaster

A Newsletter From CMS Station Brokerage

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WHAT IS YOUR MOTIVATION TO SUCCEED?

Recently I had occasion to meet two station owners who have become fabulously wealthy. What caught my attention was that each had come from nowhere and built their businesses from scratch.

One was orphaned at a young age. The other was thrown out of his house as a teenager for too much sex/drugs/rock and roll.

Think about their situations for a moment. What did they do from that point? They could have gotten a minimum-wage job and gone nowhere. But instead, they figured out where they wanted to go and what they had to do to get there. They became focused and put in the hours and effort needed to become successful.

They did not want to go back to where they once were. They needed to succeed.

Most of us are fortunate enough to have started our lives, our careers, on the normal path of a good education mixed with part-time jobs and friends and mentors.

It might be helpful to take a moment to feel the panic in the gut that these two broadcasters felt at a young age and see how that changes your outlook on life and your career. I think it would make for a

good book!

What is *your* motivation to succeed?

Last year we started a game for friends of CMS Station Brokerage. An **NFL Pick 'em contest** where people choose which teams they think will win that weekend. It went over so well, we've decided to do it again this year. Please join us! See details below.

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 Neek.

FM Translator K241BK South Lake Tahoe, CA sold to International Aerospace Solutions, Inc.

FM Translator W300AY Hartwell, GA sold to Tugart Properties, LLC.

FM Translator W288BW Mendota, IL sold to Radio Power, Inc.

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

Non-Commercial FM CP Hays KS sold to Divine Mercy

Radio.

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

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.

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

FM Translator W289BO Marion SC sold to 980 AM, Inc.

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

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

FM Translator 154899 Laramie, WY sold to Appaloosa Broadcasting.

Stations Under Agreement

Non-Commercial FM Construction Permit Paxton, IL being sold to First Baptist Church of Hammond Indiana, Inc.

KFOY-AM Sparks NV being sold to Huth Broadcasting.

FM Translator W261AZ Weirton WV being sold to Radio Power, Inc.

FM Translator K297AV Casper WY being sold to Canned Ham Communications.

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

WCNF 700 AM Dothan Alabama is for sale.
Growing market. Priced to sell quickly.

**WKXN-FM and WKXK-FM Greenville and
FM Translator W274BG Montgomery, Alabama** for sale.

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**. CP expires in September.

WCUG 850 AM Cuthbert, Georgia for sale.
Priced to sell quickly. **FM Translator in Cuthbert** is also
available.

KRTK 1490 AM Pocatello, Idaho for sale.
24 hour station.

KZAT-FM Tama, Iowa. Includes real estate. Price reduced
for quick sale.

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.

FM Station in Northern Mississippi for sale.
Profitable. Includes real estate. Growing market.

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.

Class B 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.

100kw FM station for sale. Cannon Ball, North Dakota (Sioux County). Serves the **Bismarck, ND** market.

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

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

WDUQ 90.5 FM Pittsburgh, PA is available. Non-Commercial. Heritage station. with 4 FM Translators and 2 full-power repeaters. Blankets SW Pennsylvania. 3 HD channels.

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.

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.

3 FM/1 AM cluster of stations available in US Virgin Islands...paradise! Rare opportunity! Dominant stations in the market. Excellent audio chain.

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.

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, GA, IL, IN, IA, KS, LA, MD, MI, MN, MO,
MT, NE, NM, ND, OR, SD, TN, 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
Susanville, CA - Class A FM	Marshall, MN - Class A FM
Alamosa, CO - Class C2 FM	Bethany, MO - Class C2 FM
Jasper, FL - Class A FM	Chillicothe, MO - Class C2 FM
Hampton (Waterloo) IA Class C1 FM	Tylertown, MS - Class C3 FM
Iowa Falls, IA - Class C3 FM	Norfolk, NE - SOLD
Mystic, IA - Class C3 FM	O'Neill, NE - Class A FM
Industry, IL - Class A FM	Raton, NM - Class C1 FM
Lee, IL - UNDER AGREEMENT	Antlers, OK - Class C3 FM
Paxton, IL - UNDER AGREEMENT	Lonerock, OR - Class C1 FM
Eureka, KS - Class C3 FM	Eik Point, SD - Class A FM
Hays, KS - SOLD	Cornersville, TN - Class C2 FM
Le Roy, KS - Class C2	Cactus, TX - Class C3 FM
Blaine, KY- Class A FM	Memphis, TX Class A & Class C1 FM
Smiths Grove, KY - Class A FM	Snyder, TX - Class C2 FM
Sparta, KY - Class A FM	Spur, TX - Class C1 FM
	Thomas, WV- SOLD

FUN AND GAMES



Join Us for Our NFL Pick The Winners Contest!

Just for fun, I'm sponsoring an NFL Pick the Winners Contest for the upcoming regular season. It was fun last year so we're doing it again!

Here's how it works: I am inviting the friends of CMS Station Brokerage to play.

First you have to join the group I have set up at Yahoo! (if you don't already have a free Yahoo! ID, you'll need to get one; if you played last year then you already have one). Each week we will receive an email from Yahoo! reminding each of us to make our choices. We simply pick the winning teams for each of the games that weekend. At the end of the regular season we'll know who was most accurate with their predictions.

The person who chooses the most winning teams for each game over the regular season wins!

An important tip: be sure to make your choices each week. It will be hard to win if you miss a week's worth of games.

If you have no idea which team might win a particular game...then guess! Yahoo! provides current information which can help you with your choices.

The top 3 players will win prizes which I will sponsor. The first place winner will win a **team golf shirt** from their favorite NFL team; the second place winner will enjoy a **sweatshirt** (my kids call them 'hoodies') from their team; and the person who comes in third wins a **flag or banner** for their favorite team. Of course, all 3 will win bragging rights!

Sound like fun? Simply reply to this email and I'll invite you to join the group. Here's what I will need from you: your name, your email address and your favorite NFL team. You'll get an email from Yahoo! inviting you to join the group I set up and you can complete the registration online.

Good luck! It will be fun!

Roger

Dear {FIRST_NAME},

Here we are in summer. It's not even Back To School time yet and this week I saw a display for Halloween up at a retailer! It's funny how our

society plans ahead.

Speaking of planning for the future, how well do you function in the winter months? I ask because we just picked up a listing of a 3 FM/1 AM cluster of stations in the US Virgin Islands (in paradise!) where temperatures are in the upper 70's/lower 80's all year 'round. Give me a call for further information.

With best wishes,

[Roger Rafson](#)
[CMS Station Brokerage](#)
(412) 421-2600

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

"God gives every bird a worm, but he does not throw it into the nest."

Swedish Proverb

Initial text in a new block