

www.INSIDERADIO.com

Page 1 of 5

INSIDE RADIO

Friday, April 1, 2005

Editor: Tom Taylor (609) 883-3321

* The deal market turns red-hot in 2005 — a “churn year.” That’s broker Mike Bergner’s description of 2005 and other brokers tell us that ’05 is quickly becoming the most active year since 2001. Why’s that? Equity guys who backed new groups 4-5 years ago now want to see some returns. (“Exit strategy” is a popular phrase.) Some returning owners are finally able to nail down properties to buy. (Just a few examples — Jeff Wilks and the Wicks Companies. Amador Bustos. And Jeff Warshaw — see his Wichita deal on page 2.) And some of the big groups are cutting loose stations and markets that aren’t core to their platforms. The biggest factor of all could be Infinity’s announced intention to exit markets outside (roughly) the top 20. “Churn years” are good for the dealmaking community of brokers and investors and others. Things will be jamming in the suites at NAB2005 in Las Vegas — just 2-1/2 weeks away. Meanwhile check the deals in today’s *Inside Radio* — featuring some familiar names.

Know of a good April Fool’s stunt today? Tell us about it — e-mail “Tom@InsideRadio.com.” We’ve already heard that KBIG’s Charlie Tuna is going to announce his retirement from radio. Or is he?...

Doug Lane’s three licenses are in real jeopardy. Now that he’s been convicted on child sex charges, that is. The Lackawanna County, PA prosecutor talked about going for his licenses early. But this plays out the way it usually does under the FCC’s licensee character policy — trial first. Conviction on felony charges. Then the FCC’s own machinery goes to work. And the licensee tries to delay as long as possible. That’s what happened in the Mike Rice case with his stations in Missouri and Indiana. We’d expect the same scenario for just-convicted Scranton, PA owner Doug Lane. The jury took a scant 90 minutes to return a verdict of guilty on 8 of 12 charges of having sex with teenage boys and possessing (or creating) child porn. What made this case stand out was Lane’s alleged use of the station itself as a tool to attract kids. And the fact (says the Scranton Times) that the behavior may’ve lasted for 40 years. Lane’s attorney says Lane will appeal — based partly on the judge allowing earlier alleged victims to testify. Lane owns AC WWDL (104.9) and the “Good Time Oldies” simulcast of WICK (1400) and WYCK (1340).

John Hogan renews his defense of Less is More. There’s a fresh Q&A at the ClearChannel.com website with Hogan saying “it’s easy to sit on the sidelines and criticize those who are leading change.” And he notes that some previous “doubters” of the spotload reduction campaign have begun changing their minds. Almost all the group execs who commented on LIM in the just-concluded round of quarterly conference calls praised the idea. Some weren’t sold on the details of the execution. But we reported several who see increasing advertiser interest in the :30 spots that Clear Channel needs to make a more



BROKERAGE & DEVELOPMENT

843.972.2200

American Media Services, LLC

AUSTIN • CHARLESTON • CHICAGO

AMERICANMEDIASERVICES.COM