

Kagan®

BROADCAST INVESTOR: DEALS & FINANCE™

KALIL & Co. Wins 2005 Broker Rankings

Last year's winner, Kalil & Co., has maintained the title of Top Broker for 2005. Among the 17 deals that Kalil brokered are the \$85 million sale of WNDU-TV in South Bend, IN, from the University of Notre Dame to Gray TV and an \$80 million sale of five radio stations in Virginia from Barnstable to Max Media.

Unlike many others, Kalil & Co. has made Kagan rankings every year for the last ten years. Not only that, but Kalil & Co. has consistently been among the top 10 brokers since 2000.

According to Kagan Research, brokers have proven their value to sellers. In 2005, the average radio deal multiple was 12.7x for AM and 13.5x for FM stations. Among brokered deals, the multiples were 13.7x and 14x, respectively. Thus, it pays more than the brokerage fee to have a broker, as well as a higher profit for the seller. As the rankings show, Kalil & Co. has both the expertise and the consistency to ensure the success of their clients.

TOTAL DEAL VOLUME

'05	'04	Broker	Volume	Stns.
1	1	KALIL & Co.	\$343.48	27.5
2	2	Media Venture Ptnrs.	247.40	12.5
3	15	Daniels & Assoc.	180.00	2
4	19	Americom Radio Brokers	175.85	13.5
5	14	Bergner & Co.	110.30	21
6	-	AGM Partners	95.20	7
7	5	Serafin Brothers	72.30	9.5
8	3	Media Services Group	66.81	34
9	10	Pierce, John & Co.	63.53	28
10	4	Star Media Group	62.00	12.5
11	7	Patrick Communications	48.58	27
12	-	Tucker, Midis & Assoc.	32.09	2
13	33	Stevens, Gary & Co.	29.00	7
14	-	CobbCorp	26.50	2
15	-	Wood & Co.	24.10	1
16	6	American Media Services	20.51	14.5
17	-	York Street Partners	17.90	5
18	8	Foreman, Richard A. Assoc.	14.25	3
19	-	Jorgenson Bcst. Brokerage	14.00	3.5
20	-	Kepper, Tupper & Co.	13.52	14
21	65	Marconi Media Ventures	13.45	5.5
22	-	AirTime Media	10.00	3
23	18	Public Radio Capital	9.55	6.5
24	58	Hadden & Assoc.	9.41	12
25	23	Exline Co.	8.35	9.5
26	24	Mahlman Co.	7.80	2
27	49	MCH Enterprises	7.25	5.5
28	27	Biernacki Brokerage	6.80	2
29	21	EnVest Media	4.40	4
30	52	Blackburn & Co.	4.18	1.5
31	32	Questcom Media Brokerage	4.10	1
32	35	Henson Media	3.20	3
33	45	Sales Group	2.94	3
34	22	Boyle, Frank & Co.	2.78	1.5
35	38	MBT Enterprises	2.70	4
36	40	Gardiner, Clifton & Co.	2.40	3
37	17	Chapin Enterprises	2.23	3
38	25	Explorer Comm.	2.13	3
39	34	Kozacko Media Services	1.79	5
40	30	Sunbelt Media	1.50	1
41	57	TAG Media Consulting	1.45	1.5
42	53	Snowden Assoc.	1.30	2
43	41	Minority Media	1.13	1.5
44	26	Roehling Bcst. Services	1.00	1
45	55	Rice, Gordon Assoc.	1.00	1
46	-	Satterfield & Perry	0.98	2
47	37	Wychor Communications	0.94	3
48	-	Montcalm	0.90	2
49	-	McPhetridge, Jim	0.90	1
50	54	Rosenblum, Ray	0.88	3
51	-	WilkeySouth Media Brokers	0.88	1
52	44	Raymond, Stan & Assoc.	0.87	1.5
53	46	Gammon Media Brokers	0.85	2
54	-	Argo Ventures	0.80	1
55	-	Gray, Ted	0.78	1
56	-	Media East	0.76	1
57	-	Connelly Co.	0.70	1
58	-	Touchdown Ventures	0.50	1
59	-	Stanley, Ed	0.47	1
60	59	Cox & Cox Media Brokers	0.45	1
61	-	Gray Media	0.43	1
62	-	MyMediabroker.com	0.41	3
63	47	buysellradio Online	0.35	1
64	42	American Radio Brokers	0.30	1
65	-	Sharpe, R.L., Ltd.	0.29	0.5
66	-	Bosiger, Victor C	0.28	1
67	-	Hedrick, David H.	0.19	1
68	12	Holt Media Group	0.17	1
69	-	The LPTVStore.com	0.14	9