

## KALIL #1...AGAIN

2011

Top Exclusive Broadcast  
Brokers, 2011

| Rank<br>2011 | Broker                        | Deal<br>Volume<br>(\$ mil.) | Station<br>Count |
|--------------|-------------------------------|-----------------------------|------------------|
| 1            | Kalil & Co. Inc.              | 68.25                       | 42.0             |
| 2            | Media Venture Partners LLC    | 61.97                       | 19.0             |
| 3            | Patrick Communications LLC    | 58.12                       | 27.0             |
| 4            | Gammon Miller LLC             | 25.20                       | 2.0              |
| 5            | Star Media Group Inc.         | 23.10                       | 17.0             |
| 6            | Media Services Group          | 22.69                       | 49.0             |
| 7            | Richard A. Foreman Associates | 15.75                       | 2.0              |
| 8            | John Pierce & Company         | 14.55                       | 15.0             |
| 9            | CobbCorp LLC                  | 9.60                        | 2.0              |
| 10           | CMS Station Brokerage         | 6.70                        | 9.0              |
| 11           | Exline Co.                    | 5.80                        | 10.0             |
| 12           | Serafin Bros. Inc.            | 4.39                        | 12.0             |
| 13           | MyMediaBroker.com             | 3.32                        | 3.0              |
| 14           | Public Radio Capital          | 2.15                        | 3.0              |
| 15           | Henson Media Inc.             | 1.83                        | 1.0              |

In transactions involving more than one broker, deal values and station counts were split evenly among brokers, resulting in fractions of station counts. © 2012 SNL Kagan, a division of SNL Financial LC, estimates. All rights reserved.

KALIL'S DEAL VOLUME WAS  
GREATER THAN ALL OTHER  
BROKERS'.

## Top TV Brokers 2011

| Broker                         | Deal<br>Volume<br>(\$ mil.) | Station<br>Count |
|--------------------------------|-----------------------------|------------------|
| Kalil & Co. Inc.               | 49.01                       | 6.5              |
| Patrick Communications LLC     | 48.55                       | 5                |
| Gammon Miller LLC              | 25.20                       | 2                |
| MMTC Broadcasting, LLC         | 22.37                       | 87.5             |
| CobbCorp LLC                   | 10.35                       | 2.5              |
| Media Venture Partners LLC     | 9.45                        | 1.5              |
| Richard A. Foreman Associates  | 9.25                        | 1                |
| Kepper Tupper and Company      | 0.56                        | 0.5              |
| Burt Sherwood & Associates Inc | 0.50                        | 1                |
| MyMediaBroker.com              | 0.42                        | 1                |
| M.C. Alcamo & Company Inc.     | 0.25                        | 1                |
| MCH Enterprises Inc.           | 0.25                        | 1                |
| John Pierce & Company          | 0.03                        | 1                |

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