

35 YEARS OF THE CONCLAVE (1976-2010)

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The Conclave

Presents

The TATTLE R

Publisher: Tom Kay Editor: Ben Holsen

Cartoons Suggested by Lenny Bronstein & Jay Philpott

All The President's Men? What do you get when you mix four of the radio's most experienced chief executives with cutting edge industry concerns? You get **"Meet The Pres (& A Few CEOs)"** – Friday morning's (7/16) keynote session at the 35th Conclave Learning Conference at the Doubletree Park Place Hotel in Minneapolis. This session brings together **Bruce Reese/President- CEO Bonneville International, Jeff Warsaw/CEO Connoisseur Media, Jeff Dinetz/President-COO NextMedia Radio Group, Gary Rozynek/President-CEO Maverick Media** and moderator **Tom Taylor/Radio-Info.com** in a spirited discussion of the realities of radio. All topics will be fair game: Wall Street vs radio/public vs. private ownership, the FCC, increased technological competition, the changing nature of corporate environments, and more will be discussed...including frank give and take with the Conclave audience. Expect the unexpected as these leaders take the Conclave stage for the first time. Jeff Dinetz, president and COO of NextMedia Radio Group, oversees all operations and is responsible for the performance of 36 radio stations in 11 markets. Bruce Reese is President and Chief Executive Officer of Bonneville International Corporation, headquartered in Salt Lake City. Bonneville operates 26 radio stations in seven national markets. Warsaw is the founder and CEO of Connoisseur Media, LLC which owns and operates 24 stations in eight markets. Gary Rozynek is President CEO of Maverick Media, and oversees the groups 20 stations in markets spanning the U.S. Veteran journalist Tom Taylor is Executive News Editor for Radio-Info.com. The keynote session is presented by **Troy Research**. *Comment: It is important that the Conclave agenda provide annual views of the industry from all possible vantage points. This year, our Friday keynote session explores a view from the top as the industry grapples with challenges it has heretofore never faced. Our esteemed faculty has promised just one thing: candor. It should set the tone nicely for the Conference's second full day of learning.* - TK

Emmis CEO Jeff Smulyan continues to push for August 3rd, the date he wants shareholder votes and the tender offers for him to take Emmis private. There are multiple lawsuits seeking to block the transaction, and those are moving just as quickly. Five of seven class action shareholder lawsuits have been consolidated into one, those being the 1st five of the six cases filed in an Indiana state court in Indianapolis, where Emmis is headquartered. For the five consolidated cases, now called "In re: Emmis Shareholder Litigation," depositions were taken June 30th on the motion by Emmis, Smulyan, **Alden Global Capital** and other defendants to dismiss the legal action. The plaintiffs served their memorandum of law in support of their motion for a preliminary injunction to block the going private transaction on the defendants on July 3rd. Under the agreed-to schedule, the defendants' response is due July 10th and the plaintiffs' reply is due July 14th. All of that would be in plenty of time for the judge to rule before August 3rd. As for the ongoing tender by Smulyan to buy out other shareholders for \$2.40 per share, only 181 additional shares have been tendered since the report on June 30th. That brings the tally as of July 2nd to 1,335,282 – with another 28 million plus to go.

Chicago broadcast legend and podcast pioneer **Steve Dahl** will be keynoting **Kurt Hanson's RAIN Summit Midwest** on Saturday, July 17th at the Doubletree Hotel in Minneapolis! Also set to appear at RAIN Summit Midwest is **AccuRadio** COO and radio expert **John Gehron** who will moderate a session entitled *"Programming Your Station's Stream."* Then **Warren Kurtzman**, COO of **Coleman Insights** will preview the results from a new national research study. Finally, AccuRadio CEO and RAIN publisher **Kurt Hanson** will premiere an updated version of his "State of the Industry Address". The Summit will be held on Saturday, July 17, from 1:30-5:30PM at the **35th Annual Conclave Learning Conference**. Conclave attendees will be able to attend as part of their full weekend-long registration package, and those who can only attend on Saturday will be able to do so for the price of a Conference daily tuition. The RAIN Summit Midwest is presented by **All Access** and **Coleman Insights**!

Steve Cochran isn't exiting quietly after being let go from **Tribune** Talk WGN-AM/Chicago. Cochran is lashing out at **Sam Zell**, **Randy Michaels** and everyone else now in charge at Tribune. **Vocalo.org** blogger **Robert Feder** gave the former KDWB morning guy cart blanche to unload on WGN PD **Kevin Metheny** and anyone above him in Tribune. "I didn't like what they were doing to the radio station and let them know that with regularity," said Cochran in one of his milder comments.

Saturday, July 17th at the 35th Annual Learning Conference: FREEWAY TO YOUR FUTURE!



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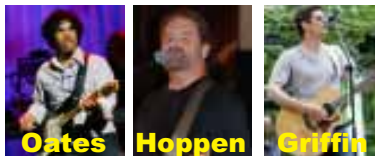
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Gary Marince/VP Programming Services & Development - Arbitron Inc.



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35 Years of Hits! John Oates/Hall & Oates: "Rich Girl", "Maneater", etc), Larry Hoppen/Orleans: "Still The One", "Dance With Me", etc). Kevin Griffin/Better Than Ezra: "Good", "In The Blood", etc. These 3 platinum artists will take the stage, tell stories and play their hits!
(Thank you, BMI!)

Exec Marks The Spot. Executive PD shoot straight! Jon Zellner Sr VP/Programming - Clear Channel, Jimmy Steal VP/Programming - Emmis Communications, Tom Land/ Director of Radio Programming - Journal Broadcast Group, Jay Stevens/SVP-Radio One. Moderator John Gehron



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Cherry Creek Radio/Montrose, CO is putting out the word in search for KBNG-FM morning host **Rick Steele**, whose been missing since Thursday (7.1). Authorities are using search dogs, but can't find the 48-year old Steele who failed to show up to work Friday morning and was seen by a friend pulling out of his driveway Thursday night in his pickup. Co-workers located the truck near Hwy 50 east of Montrose, unlocked, with one of Steele's two dogs inside. Steele's other dog was later found wandering along a road in the area, but there has yet been no sign of Steele. "Investigators and Posse members believe Steele somehow wound up in the high, swiftly moving canal waters either as the result of a fall or in trying to rescue a dog that fell in. All calls to Steele since Friday morning have gone immediately to voicemail. No personal items of Steele's were found and there is no indication of foul play," Cherry Creek Radio Montrose said on its website.

The Conclave is proud to announce the recipient of the **2010 Rockwell Award**: Noted broadcast consultant and author, **Valerie Geller**! Valerie is the author of *Creating Powerful Radio—Getting, Keeping & Growing Audiences* and President of **Geller Media International**. She works with more than 500 stations in 30 countries to help programmers, on-air personalities, journalists and managers learn techniques to strengthen the programming and grow audiences. Her fourth book: *Beyond Powerful Radio - A Communicator's Guide For The Internet Age* will be available from **Focal Press** in March 2011. In addition to this year's Rockwell Award, Valerie has collected many honors including recently being named one of *Radio Ink's* 2010 "Most Influential Women in Radio". She's widely known as a mentor and teacher (she has been regular fixture at the annual Learning Conference, and presented one of the first Conclave webinars back in 2008), and is one of the most respected women in our industry. She will be honored at the annual Awards Luncheon, Friday July 16th during the 35th annual Conclave Learning Conference at the Doubletree Park Place Hotel in Minneapolis. (July 15-17, 2010).

Window to the World Communications, the licensee of long-time Chicago Classical WFMT-FM, wants the **FCC** to honor the noncomm status of the corporation instead of the commercial status of the station when it comes to filling out the new enhanced disclosure ownership form 323. The FCC disagrees. WWC would prefer to use the noncomm version of the ownership form, 323-E, allowing board members to avoid acquiring FCC Registration Numbers and would also eliminate the need for them to provide the FCC with their Social Security numbers. WWC said that in

its case, this requirement was "unduly burdensome, inequitable, and contrary to the public interest." The FCC said that other noncomm licensees with commercial stations are using the commercial form without complaint, and that provisions have been made to ease the acquisition of FRNs. The FCC added that "...waiving the filing requirement for WWC would undermine the purpose of the recent changes to the Form 323 and the new filing requirements. The Commission adopted changes to increase the accuracy and comprehensiveness of the minority and female ownership data collected...Therefore, compliance with the rules would serve the public interest better than grant of a waiver in this case."

The Doubletree Hotel, site of the summer Learning Conference, is sold out of \$99 rooms! A limited number of rooms may be available in the hotel at the non-Conclave rate, starting at \$200+/night. Here are a few nearby hotels which may still have availability. **The Super 8 Hotel**, 6300 Wayzata Blvd, Golden Valley, MN 55416 has rooms beginning at \$61+tax nightly (phone 763-546-6277) - http://www.super8.com/Super8/control/Booking/property_info?propertyId=03652. Rooms are also available at the **Holiday Inn Express**, 6020 Wayzata Blvd, Golden Valley, MN 55416 beginning at \$139.99+tax/nightly (phone 7763-545-8300). http://www.hiexpress.com/hotels/us/en/mspwe/hoteldetail?cm_mmc=mdpr-_-googlemaps-_-ex-_-mspwe. A limited number of rooms are available at the **Homewood Suites**, 5305 Wayzata Blvd, St. Louis Park, MN 55416 beginning at \$139.99+tax/nightly (phone 952-544-0495) - http://homewoodsuites1.hilton.com/en_US/hw/hotel/MSPLPHW-Homewood-Suites-by-Hilton-Minneapolis-St-Louis-Park-Minnesota/index.do. These overflow hotels are all located within a mile of the Doubletree.

The **Kellar Radio Talent Institute** at **Appalachian State University** in Boone, NC celebrates its 4th year with milestones. The Institute has received partial sponsorship from the **North Carolina Association of Broadcasters** for the 2010 program, held July 12-21. The NCAB is one of the top associations for broadcasters in the nation in terms of legislative victories, education, services, benefits and legal assistance. This year also marks the 1st year that the Institute is accepting students from other colleges and universities. The Kellar Radio Talent Institute was created in 2007 by industry vet and founder of **Vallie-Richards-Donovan Consulting** – and Conclave Advisory Board member – **Dan Vallie**. The Institute's mission is to attract, train and coach talented students who have a passion for the

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The 35th Annual Conclave Learning Conference

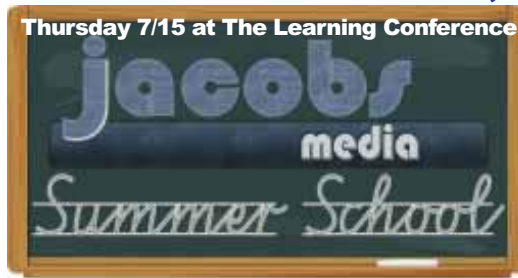
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broadcasting industry as well as possible ownership. "Now as we are about to hold our fourth Radio Institute, it's as apparent as it was the first year that there are many talented, intelligent and well-rounded young adults that aspire to be in radio," said Vallie. "They come with enthusiasm, questions, ideas and a developing passion for the business. I'm thrilled the NCAB is sponsoring the Institute this year. These students/young broadcasters will benefit greatly. It's just one more indication of how the successful professionals in our industry have an altruistic heart regarding helping young people get into the business, as well as their grasp of the vision of this talent farm system and seeing this as an investment in the future of our industry." Graduates of the Institute are now working for **CBS/Charlotte**, **Entercom/Greenville, SC**, **Capitol/Wilmington, NC**, **Clear Channel/Augusta, GA**, **CNN/Atlanta** and one has started his own syndicated sports show in Charlotte while others are working in TV on-air and in production.

Kicking off the summer Learning Conference next month will be the 3rd annual **W.E.C.A.N. (Women's Education & Career Advancement Network) Networking Event**, starting at 6P Wednesday July 14th at the **Doubletree Park Place**. The event will feature an improv performance by the world-renowned **Brave New Workshop**, in addition to lots of structured networking. Admittance to the event is included for full registrants (and those registered for the Thursday daily rate). Those attending but who are not Conclave registrants will be asked for \$20 at the door. In addition to the Brave New Workshop performance, appetizers will be served and the event will feature a cash bar. Please RSVP your desire to attend to Conclave Board members Siobhan Kierans (<mailto:skierans11@aol.com> - or call 651-983-0317) and Karol Baumeister (<mailto:KBaumeister@browncollege.edu>) by Monday July 12th. **W.E.C.A.N.** is a Conclave committee whose mission is bringing more women and minorities to participate in all Conclave programs like the Learning Conference and its webinars, and to assist the Learning Conference agenda committee in constructing an annual agenda that addresses the concerns of women and minorities.

BP is pumping money into radio once again. The oil company continues to use radio to spin regarding the oil spill in the Gulf of Mexico. Last week, BP ran 2,251 spots nationally. This week, **Media Monitors** tracked 2,608. Those commercials cost BP \$171,421, for an 11-week total of \$780,499 spent on radio.

The Conclave has announced the track of Management sessions it will present at this summer's annual Conclave Learning Conference, July 15-17 in Minneapolis. Says **Jack Taddeo**, Conclave Management Track captain, "The Conclave's management curriculum is designed to illuminate opportunities and challenges faced by radio managers in today's fast changing media landscape, such as the impact of new technology on audience research, changing advertiser expectations, monetizing radio's digital platforms and how to work successfully for a company that is undergoing a Chapter 11 bankruptcy reorganization." The Management curriculum starts **Thursday** afternoon (7/15) with "**Big Brother is Watching**," a presentation and discussion of new technologies being used to measure audience behavior. From spotting bad songs in a station's flow and getting an EKG on the morning show to the effects of PPM on ratings, new technologies are helping programmers and managers get a fix on what needs fixing. Faculty: **Phillipe Generalli/President-CEO, RCS**; **Warren Kurtzman/President-COO Coleman Research**. Moderator: *Inside Radio* Senior Editor **Paul Heine**. **Friday** morning (7/16), we'll "**Turn to Chapter 11**". More than ever, this session is necessary for survival. Programmers and managers need to know, from the inside, what the bankers, investors and owners are dealing with and why decisions are being made that might seem strange from the outside looking in – from the mouths of people who are doing it daily. Faculty: **Jay Meyers/President-CEO, Broadcast Management & Technology**; **Larry Patrick/Founder, Patrick Communications**. Moderator: Krantz Media Group President **Gary Krantz**. On Friday afternoon, join us for "**Exact Change Required**". Radio is adapting to changing advertiser needs. Clients are looking for more than just time buys from radio. Broadcasters are responding with custom micro-sites for advertisers, even client-branded online radio stations. This session will look at the new ways sales & programming are coming together to develop unique solutions for changing advertiser needs. Faculty: **Lance Richard/VP Digital Sales, Entercom**; **Tom Bender/SVP, Greater Media**. Moderator: Emmis Interactive Director of Affiliate Sales & Support **Brad Fuhr**. The Management curriculum closes **Saturday** morning (7/17) with "**Fishing not Phishing-Making money from station streams**". This session looks at the benefits of keeping costs in line, monetizing the growing online audience regardless of market size, and keeping it all legal in accordance with the many regulations placed on terrestrial stations. Faculty: **Dave Rahn/President SBR Custom Channels, Tom Bender/Greater Media**. Moderator: *RAI*/publisher **Kurt Hanson**.

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The **FCC** approved the controversial sale of Classical KFUO/St. Louis by the **Lutheran Church-Missouri Synod** to **Gateway Creative Broadcasting** for \$26 million, and last night the farewells came to an end with the playing of Ludwig Van Beethoven's Symphony No. 9 in D minor. The new owners will use the signal for Christian contemporary pop music, as Joy-FM, effective immediately.

The first annual **Jacobs Media Summer School** at the 35th annual Conclave Learning Conference will be happening on Thursday, July 15th. In addition to featuring the patriarch of **Jacobs Media**, **Fred Jacobs**, the faculty of the Summer School will include **Saga Communications** dean of programming (and the 2009 Rockwell Award recipient) **Steve Goldstein**, Arbitron research guru **Dr. Ed Cohen**, Arbitron VP **Gary Marince**, and key members of the Jacobs brain trust, **Keith Cunningham**, **Ralph Cipolla**, **Bill Jacobs** and **Paul Jacobs**! Like the RAIN Summit mentioned above, registrants can take in the whole Summer School as part of the whole weekend or just come in for Thursday using the Conclave's new daily tuition rate (but hurry if you want to save some money!). Presented by **Americountry.com/ Spotvo.com/ Envision Radio Networks**.

All current and aspiring night jocks - or talent in ANY day part - are urged to attend this year's Learning Conference for a once-in-a-lifetime opportunity to drive their audience numbers up as the sun goes down. **Jerry Clifton's NIGHT SCHOOL** promises to be one of the most coveted - and crazy - series of sessions of the Conclave weekend of July 15-17. **NIGHT SCHOOL** will be conducted by veteran programmer and consultant, **Jerry Clifton** of **New World Media** and it will take place Saturday afternoon, July 17th beginning at 1PM CDT at the Doubletree Park Place/Minneapolis.

Proving the Conclave is more than just perfecting what's presented on the dial, The *Life Skills Track* returns to the 2010 edition of the **Conclave Learning Conference** providing important sessions on personal and professional growth inside and outside a radio station. What can you expect? On Thursday July 15, the Conclave presents **THE OTHER 10 COMMANDMENTS**. CEO of **Envision Radio Networks** and former Conclave Board Chair **Danno Wolkoff** gives students on a quick but complete primer on sales, especially for non-sales people. On Friday July 16, the Conclave presents **JOX TO VOX**, a reprise of the wildly popular Conclave webinar series that explores in depth the future anyone may have in the voiceover

industry. Voice over talents **Rich Van Slyke**, **Dick Ervasti**, **Veronica March** and agent **Kate Lawrence** join moderator The Arch/St. Louis' **Jay Philpott** (who also serves on the Conclave board!) in this valuable seminar. Later in the day, registrants will learn the techniques and secrets that will help them find their ideal vocation in **FINDING YOUR DREAM JOB/WHAT DO YOU WANT TO BE WHEN YOU GROW UP** with **Maureen Anderson**, career specialist and host of the syndicated show *"The Career Clinic"*! On Saturday July 17, the Conclave takes on the sensitive subject of women in radio as author **Dr. Eric Shoars** ("Women Under Glass") presents **LOW FREQUENCY/TURNING UP THE VOLUME**. In this candid session, Dr. Shoars explains how women can confront - then break - the glass ceiling separating them from success.

TAKE US OUT TO THE BALL GAME! That's just what those knuckleheads from **RAMP** (the Radio & Music Pros) will be doing on Friday, July 16th during the Learning Conference. A limited number of tickets to see the **Minnesota Twins** take on their arch rival **Chicago White Sox** at the brand spankin' new **Target Field** will be available at the Conference. Pay attention, and you could be traveling downtown (all of a 10 minute bus ride from the Doubletree) to see an **OUTDOOR** baseball game during the inaugural season of the most-talked about baseball venue in America!



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to register.

The 6th annual **Conclave Career Fair** will happen Saturday morning, 7/17, at the 35th Conclave Learning Conference at the Doubletree Hotel in Minneapolis. Bring your CD, tape and/or resume. And if you're an employer seeking fresh new talent for a current position or something for the future, this is where to be (participate in essential EEO diversity recruitment as required by the FCC in the unique, professionally charged atmosphere of The Conclave Learning Conference. Each employer receives a letter of participation for their files! Space is limited to the first 20 companies/stations who respond by this coming Friday, July 2nd. Reserve your space NOW; use the form found elsewhere in this TATTLER!

It's a bird...it's a plane...NO, it's a family band that'll leave those Jonas kids in the dust! **LYNHURST** is the pop-rock trio from Minneapolis, MN of siblings **Mari, Matt, and Jake Abdo**. Younger sister Mari fronts the group from center stage on drums and lead vocals, flanked by her brothers on guitars, keyboards, and harmonies. The band's upbeat original songs almost mask their thoughtful songwriting and storytelling. Hear for yourself at Friday's (7/16) Award's Luncheon, where Lynhurst's music will help celebrate **Valerie Geller's Rockwell Award**, as our scholarship winners arrive to pick up the keys to their future. Wanna attend the luncheon, but can't stay for the day? Luncheon tickets for both Friday and Saturday will be available at the Conclave registration desk on the hotel's 2nd floor.

Programming vet, and former Conclave Board Member, **Brian Burns** returns to radio as OM at **State Broadcasting/Dublin, GA**.

CBS Adult Hits KZJK/Minneapolis Jesse Mitchell is moving back to Milwaukee for nights at **Clear Channel's** new Top 40 mainstream WRNW. Mitchell previously spent a few years at crosstown Entercom Top 40 WXSS.

Tribune Talk WGN-AM/Chicago weekend warrior Bob Sirott will now anchor the news at **FOX-TV, WFLD-32**.

Lincoln Financial Top 40/Rhythmic KQKS/Denver hires Mercedes Howard from **Clear Channel Top 40/Mainstream KHTS/San Diego**. Mercedes had been night co-host, weekends and swing.

Radio One/Cincinnati welcomes new OM **Steve Harris**, who is already in the building overseeing the trio of Urban WIZF, Urban AC WMOJ and Talk WDBZ; he'll also PD WIZF and WMOJ.

Lincoln Financial Sports KEPN-AM/Denver morning duo Vic Lombardi and Garry Miller are moving their morning show to AAA KCUV/Denver, effective July 19th.

Greater Media AC WMGC/Detroit brings another Rock City personality back by hiring **Kevin O'Neill** for evenings.

Newcap Country CHNK/Winnipeg flipped to Classic Rock as K-Rock.

Midwest Communications/Duluth OM Corey Carter transfers to sister Top 40 WIXX/Green Bay as PD/PM driver. **Mark Fleisher** is the new Midwest/Duluth OM.

Journal Country KTTS/Springfield, MO welcomes **Mark Grantin** as PD. Mark previously programmed **Clear Channel Country WBUL/Lexington, KY** and exited when the CC axe fell in April 2009. Prior to WBUL, he spent seven years as PD at **Midwest Family Country WWQM/Madison**.

Have you ever considered joining the only multi-formatic non-profit educational organization in our industry? The **Conclave Board of Directors** will be meeting at 9AM on Sunday, July 18th at the conclusion of the 35th annual Learning Conference at the Doubletree Hotel. At that meeting, you will be receiving applications to join the Board. Because the Board's summer meeting is coincidental with the Learning Conference, interested parties are encouraged to attend the meeting in person but those who cannot may send their application to the Conclave (4517 Minnetonka Blvd #104, Minneapolis, MN 55416 or email <mailto:tomk@theconclave.com>) before July 14th. For more information, contact the Conclave at 952-927-4487.

A recording of last week's fabulous Guy Zapoleon webinar - **Surfing the Music Cycles: Music Trends And How They Affect Radio** - is now available for purchase. This is the same webinar that received rave reviews from those fortunate enough to catch it while it happened. To order your recording, click [HERE \(http://www.theconclave.com/upload/conclave2010webinarorderform.pdf\)](http://www.theconclave.com/upload/conclave2010webinarorderform.pdf).

Condolences to family and friends of longtime high school athletic broadcaster **Larry Miklas**, who passed Sunday at age 60 following a brief illness. Miklas was most recently the PBP voice for WBBG/Youngstown, calling over 1,000 football and basketball games in the Youngstown-Warren area during his career.

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The Sixth Annual Conclave/Brown College Learning Conference Career Fair 2010!

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Employers

Participate in essential EEO diversity recruitment as required by the FCC in the unique, professionally charged atmosphere of The Conclave Learning Conference. Each employer receives a letter of participation for their files!

*Space is limited to the first 20 companies/stations who respond by Friday, July 2nd. Reserve your space NOW!

Applicants

Beginners to Veterans - the Fourth Annual Conclave Career Fair will be the start of a brighter, more challenging future! Meet representatives of innovative, creative companies who are interested in hiring the best talent available!

*Interviews are not guaranteed; Interviews will be conducted on a first-come first-served basis. Bring your CD, tape and/or resume. Pre-registration not necessary.

Admission

FREE for Employers AND Applicants

The 35th Annual Learning Conference/July 15-17! Check www.theconclave.com for agenda details, and directions to the Doubletree Park Place Hotel.

Attend the Conference on Saturday for just \$189. Register online at www.theconclave.com.

Call Karol Baumeister/Brown College at 651-905-3499/KBaumeister@Browncollege.edu
or Tom Kay/The Conclave at 952-927-4487/tomk@theconclave.com
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The Conclave is a 501 c-3 non-profit corporation whose mission is teaching radio how to best serve in the public interest.

2010 BROWN COLLEGE/ CONCLAVE CAREER FAIR EMPLOYER REGISTRATION FORM

Complete the following form, and return it by fax (651-905-3555) or email (KBaumeister@Browncollege.edu)
no later than 7/13/2010.

Name _____ Company _____
Address _____ City _____
State _____ Zip code _____ Phone _____ Fax _____
Email (very important!) _____ Type of Positions Recruiting? _____

*Note: For this Career Fair, all employers will be given table space, a chair, and an identifying placard.
Because of space limitations, large company displays are discouraged.*

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Colorado multi-station cluster is looking for a strong sales manager to lead our sales effort. This position requires a strategic thinker and strong team leader with a consistent history of achieving sales goals and outpacing the market. You must have the ability to mentor and grow a team of experienced AE's in a multi-platform sales culture. Sales Management will be involved in all aspects within the sales process, including, but not limited to developing account management systems and strategies, staff recruitment and training, cultivating, influencing, and maintaining strong relationships with decision makers and delivering and preparing product presentations. Sales management will foster a cohesive team unit focused on productivity and exceeding sales objectives. The ideal candidate will possess an excellent working knowledge of the ways companies are using digital to market their business and be able to share that knowledge. Candidates who meet the above requirements should send resume to <mailto:cal.hall@townsquaremedia.com>.

Part time - Play by play announcer needed for High School Football, Basketball and Baseball
Must be familiar with the sports, and Eastern North Dakota High Schools. Contact **Jim Babbitt** at <mailto:thetruck1039@yahoo.com>

NRG Media, 107.7 The Island, in Grand Island, Nebraska is on the hunt for a new mid-day talent. We're looking for someone with a personality and passion for great local radio. Can you relate to Adults 25-54? We're a FUN Adult Hits with a heartbeat!! We are looking to fill this position quickly... the hours are GREAT! 8am - 5pm Monday - Friday (Air Shift 10am - 3pm) Assisting with promotions, production, e-PIF, web content, occasional morning show fill in and general station events. Web Master and VT skill a big plus. If you think you are the right fit, email your mp3 file and resume to: <mailto:jcartwright@nrgmedia.com>

WGIL is seeking our next morning news anchor to be a part of our Marconi Award winning local morning show. Responsibilities include news gathering, writing, reporting and on-air anchoring. We are locally owned with no corporate B.S. We believe in local radio and serving our community. If you do too and want to be considered to become the next member of our three person news staff, send your resume and CD or mp3 demo to: **Galesburg Broadcasting Co.**, Attn: **Will Stevenson**, News Director, 154 East Simmons St, Galesburg, IL 61401 or email <mailto:jobs@galesburgradio.com>.

Locally owned **Steckline Communications** is looking for a PD/Morning Drive host for simulcast KIUL-A/Garden City Kansas & KYUL-A/Scott City Kansas. The right candidate will run day to day operations plus hold down a weekday morning show (6-9am) shift. This is a news-talk simulcast featuring Glenn Beck, Laura Ingraham, John Gibson, Dennis Miller and Coast To Coast. We're looking for someone to host a topical morning show that can talk local and national news. Knowledge of Nex-Gen and Adobe Audition is helpful. This is a full time position with salary and benefits. Send your mp3 and resume to: <mailto:jnavarro@kgso.com>

Q Media Group is seeking a Station Manager/Sales Representative for our Lake City Station and surrounding areas. If you consider yourself strong-willed, determined and persuasive, then KLCH/Lake Hits 95 has an opportunity for you! This position will be responsible for managing the station sales and become a key person involved in Lake City and surrounding communities.

Lake City is a beautiful community located on Lake Pepin in southeastern Minnesota.

Make this the opportunity you've been looking for! If you have the desire to become a part of a wonderful community, have at least five years of broadcast sales experience and can lead this station in surpassing it's sales goals, send your resume to the address below. Q Media Group is an equal opportunity employer. **Donald Kliever**, General Manager, Q Media Group, 474 Guernsey Lane, Red Wing, MN 55066, <mailto:dkliever@kwng.com>

Red Rock Radio is seeking a knowledgeable and entertaining broadcaster to oversee all sports programming on four stations in the upper Midwest. Candidate will have play-by-play experience, have exceptional attention to detail and be capable of being the sports personality on our heritage classic rock station and in hosting a locally-driven sports show each day on our sports talk station. Be part of the radio team that carries D-1 UMD Bulldog Hockey and D-2 UMD Football. Knowledge of automation systems and remote equipment will be helpful but not necessary. Send resume to <mailto:sportsjob@redrockradio.org>.

THE CONCLAVE, 4517 Minnetonka Blvd #104, Minneapolis, MN 55416

Phone/Fax: 952.927.4487/927.6427 Publisher: Tom Kay at tomk@theconclave.com Web: www.theconclave.com

News Director/Morning Host/Sports - KHBT seeks applicants for a position that includes a variety of duties and requires versatility and flexibility. Essential responsibilities include hosting a morning show, functioning as the stations' News Director, and producing sports broadcasts to include play-by-play and interviews. This is a "news first" job that requires the ability to host a morning program plus produce a professional broadcast of local sports events, i.e. football, basketball, volleyball, baseball & softball. News Director responsibilities require gathering, writing, and delivering a news cast on air, attending meetings and other news events, editing natural sound and interviews, maintaining positive relationship with public officials and other news sources, and other duties as assigned. Must have a valid drivers' license and dependable transportation. Previous experience and industry-related vocational education strongly considered. Must be available to occasionally work long hours to cover news/sports. Send resume & demo to **Kathi Black**, manager, KHBT, 2196 Montana Ave, Humboldt, IA 50548 or e mail <mailto:kblack@nrgmedia.com>.

Saga Communications of Iowa, Lite 104.9 KLLT-FM in Spencer, Iowa has an immediate opening for on air middays! Do you have the voice and personality to speak to women 25-54? Duties include production, filling out affidavits, assisting in promotion details, copywriting and some weekends and holidays. Must be able to work well under pressure and have the capability of wearing many hats. Two years on air experience preferred. Adobe Audition experience a plus. We are looking to hire a full time person, not hiring a voicetrack service. Send your resume and demo to **Kevin Tlam**, KLLT Operations Manager, <mailto:ktlam@ncn.net>.

Part of a stable, locally owned and operated group of 16 stations in North Central Minnesota (Bemidji, Brainerd, Alexandria and Wadena). Located in a growing area offering unlimited opportunities for the avid outdoors person and sports enthusiast. Position last filled 37 years ago! Two – three years radio news experience preferred. Solo news person with ability to record certain newscasts to precise time limits. Solicit, write, announce and record news from five area counties. Interview respondents on the phone and in person, rewrite news releases, fulfill FCC requirements for documenting Issues/Programs Listings. Write PSA's, update Web news. Must have strong commitment to local radio and communities served. Ability to interact with three FM morning shows. Possibility of coordinating/co-hosting weekday 15 minute public service show. Must be organized, meet deadlines and handle multiple projects. Resume, MP3 or CD, to <mailto:thaugen@pbbroadcasting.com> or mail to: **Todd Haugen**, Operations Director, **Paul Bunyan Broadcasting**, 502 Beltrami Avenue NW, Bemidji MN 56601.

Withers Broadcasting's New Country B97.9, KBXB, in Sikeston, Missouri is on the hunt for a new HOT Mid-Day talent. We're looking for someone with a great upbeat, CHR style, delivery. We're New Country with an attitude!! We are looking to fill this position quickly. The hours are GREAT! 8am - 5pm Monday - Friday (Air Shift 9am - 2pm) , 9am - 3pm Every other Sunday. Plus remotes, production, and general station events. If you think you are the right fit, email **C.J. Cruze**, PD, your mp3 file and resume to: <mailto:jobs@b979.net>

So the search begins...if you wanna be part of the team here in Denver, we'd love to hear your stuff. If you want to be part of a team atmosphere who knows how to operate in a PPM environment , be entertaining in between the records, and you're a Broncos Fan (or can pretend)...submit your stuff to denvernightjob@gmail.com Heritage CHR 97ZOK (WZOK) in Rockford, IL is looking for its next great part time air talent. We're looking to round out our airstaff with someone who is looking to take that next step in the radio business. Requirements: Must be able to relate to our target audience, Be willing to work holidays and weekends, Believe in the product. If you meet all these requirements please send an MP3 demo of your best 2 minutes to <mailto:thesweetlenny@gmail.com>

All listings in The TATTLER represent equal opportunities and are provided free of charge. To place an ad, send particulars to: tomk@theconclave.com no later than Thursday evening for Friday publication. No calls unless otherwise specified.



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