

**Hugues Jean**  
**10515 Hounslow Drive**  
**Woodstock MD 21163**

May 17, 2018

Marlene Dortch, Secretary  
Federal Communications Commission  
445 12th Street, SW  
Washington, DC 20554

Re: MB Docket No. 17-289

Dear Ms. Dortch:

I applaud the FCC's efforts to establish an incubator program to enhance diversity in the broadcast industry. In my career, I have met several senior-level broadcast executives who have the experience and training necessary to own and operate stations, but they often lack the financial resources to make the leap into ownership. Establishing incentives for larger broadcast companies to provide financial assistance could allow aspiring broadcasters of diverse backgrounds to overcome a major barrier to ownership.

I personally fall into this category. As a young man in my hometown of Port-au-Prince, Haiti, I founded and produced a television quiz show (similar to "It's Academic" here in the United States). After college, I began my U.S. broadcast career at Station WWKX(FM), Providence, RI in 1990. To advance my career, I began applying for positions in larger markets, and was hired as an Account Executive at Station WIYY(FM), Baltimore, MD—branded as "98 Rock"—in 1992. During my years at the station, I received multiple awards and promotions, eventually becoming General Sales Manager for both WIYY(FM) and WBAL(AM).

With 16 years of successful experience in the radio industry, I was looking for further advancement, and became interested in station ownership. I worked closely with a mentor, Larry Patrick, who manages a media and telecommunications brokerage firm. Based on his advice, I took part in the National Association of Broadcasters' Broadcast Leadership Training Program from 2006 to 2007. During and immediately following the course, I was on the hunt for the right purchase. I also began looking at potential financing options and had conversations with several banks. While working in radio, I had invested in some real estate and built equity in four different properties. It was clear to me that my real estate investments were going to play a major role in securing any bank financing.

Unfortunately, my real estate's value plummeted in the economic downturn of 2008. It took me nearly ten years to divest the properties and rebuild my credit to the point that I can be

considered for a loan. However, without some form of collateral, it will be very difficult to secure a loan.

I left my General Sales Manager position in 2015, and currently operate a brokerage for the purchase and sale of businesses (it does not focus on the communications industry). However, I remain very passionate about radio. I still work with my longtime mentor to identify potential radio transactions, and I am still optimistic that I will find the right opportunity to own and operate a station.

Based on the challenges I have experienced and observed, I strongly support the proposal to adopt an incubator program. I firmly believe it will promote ownership diversity in broadcasting.

Sincerely,

A handwritten signature in black ink, appearing to read "Hugues Jean", with a stylized flourish underneath.

Hugues Jean