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November 25, 2019

VIA ELECTRONIC FILING (ECFS)

Marlene H. Dortch, Esq., Secretary
Federal Communications Commission
445 12th Street, S.W.
Washington, D.C. 20554

Re: 2018 Quadrennial Regulatory Review, MB Docket No. 18-349

Dear Ms. Dortch:

This letter is to report on communications made by Jeffrey D. Warshaw, CEO of Connoisseur Media LLC, which may be considered to be presentations on the merits in the above-referenced proceeding. Mr. Warshaw was a participant on the radio panel at the Media Bureau's Symposium on "Current and Future Trends in the Broadcast Radio and Television Industries," held on Thursday, November 21, 2019. The Symposium was attended by Commission personnel who may be decision-makers in this proceeding. During the Symposium, Mr. Warshaw advocated for changes in the radio ownership rules to allow radio companies to achieve greater scale in their markets.

Among other comments, Mr. Warshaw pointed to the scale of digital media companies whose size dwarfs that of the entire radio industry with which they compete. As he pointed out, these companies do not need to make money from audio operations which these digital companies can use simply to promote their many other lines of business. Digital competition has led to a reduction in radio revenue by taking national and local advertisers. It attracts audience share that once went to radio. Only by allowing radio companies to increase their scale, to diversify their audiences, to recognize economies of scale to increase local programming efforts, and attract the employees that they need to themselves take advantage of new technologies. Mr. Warshaw argued that it is vital to the long-term survival of the radio industry that the local ownership rules be relaxed.

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Marlene H. Dortch, Esq., Secretary
November 25, 2019
Page 2

All of Mr. Warsaw's comments are available in the recording of the Symposium available on the FCC's website: <https://www.fcc.gov/news-events/events/2019/11/symposium-current-and-future-trends-broadcast-radio-and-television>.

Should there be any questions concerning this matter, please contact the undersigned.

Respectfully Submitted,



David Oxenford