

93-87

August 26, 1993

Ms. Loren F. Selznick, Esq.
 Breed, Abbott & Morgan
 Citicorp Center
 153 East 53rd Street
 New York, New York 10022

Dear Ms. Selznick:

Pursuant to our recent conversation, I am forwarding for your review what my associates and I believe to be the best approach for you to take in constructing your station in Ventura County.

This approach takes into consideration the need to have reliable equipment with which to transmit a good signal throughout your coverage area, while at the same time the necessity of financial survival during those critical start up months. As you know, this approach has proven successful for us several times over the past few years, and is absolutely necessary in light of the current downturn in the overall economy and the economy of California specifically. Bottom line: If you overspend in initial construction, you will risk going out of business before you can do any good in the community.

The following items and prices are current from our suppliers and can be substituted or changed as better opportunities come up. Between now and actual construction, there may be changes. For example, I have specified a new Henry transmitter, but for \$4,500, Bryan Christle in Oregon has a 1.3kw Sparta transmitter for sale. It is in excellent shape, new tubes, etc.

I spoke with the representative of the company which controls your tower site. He confirmed that you will have to construct your own transmitter building and that there is electricity to the site.

Let me know if you have any questions about the following:

- | | |
|---|----------|
| 1. 65' wooden pole plus installation: | \$ 4,500 |
| 2. Transmitter building: | 5,200 |
| 3. Transmitter--1kw Henry (Hall Electronics): | 5,500 |
| 4. 30 watt Energy-Onyx exciter (Hall): | 2,595 |
| 5. 2-Bay antenna (Hall): | 1,875 |
| 200', 7/8" transmission line: | 870 |
| Hoisting grip: | 33 |
| connectors: | 150 |
| Grounding kits, 2 @ \$23: | 46 |
| Tie wrap (50 pcs): | 26 |

Federal Communications Commission

Docket No. 93-81 Exhibit No. 3

Presented by CLANTON

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Adaptor (1 5/8" to 7/8"):	105
6. Remote Control (Sine Systems):	
Basic Unit:	1,300
EBS Unit:	760
7. Modulation monitor (Innovonics):	2,200
8. STL: STL-8 Marti (Hall:	3,300
2 ea. Scala antennae:	600
9. Stereo generation/processing (Hall):	
AFEX Compellor/Dominator:	2,300
Innovonics stereo generator:	1,100
10. Satellite dish (local):	1,500 (trade?)
11. Satellite receiver (depends on network):	1,500
12. Satellite interface and production control (The Management's DJ-Lite and PC-Pro):	10,000
13. Studio equipment and supplies:	5,000
14. Furniture and fixtures:	10,000
15. Power generator (local):	4,000 (trade?)
16. Labor:	5,000
17. Taxes and shipping:	5,000

Total:	\$ 79,460

As you know, these figures represent an all-cash approach to your construction. In some cases you might be able to acquire some items locally on a trade basis, i.e., computer hardware, satellite dishes, power generators, furniture, etc.

From our experience with start-up radio stations, we would estimate that your monthly operating expenses for the first three months can be limited to the following:

Tower site rental:	\$ 1,000
Studio rental	750
Salesperson (2):	2,400
Newsperson:	1,200
Announcer/production (1):	1,500
Telephone:	350
Electric:	500
Satellite Prgm Svc (depends on network):	500
Contract Engineer:	350
Secretary/receptionist:	1,000
Taxes, license, insurance:	750
Music License Fees:	250
Supplies:	150

Total:	\$ 10,700

Studio rental is based on the fact that rental rates in Ventura County are the lowest they have been in a long time and you can also look for tenant improvements to be included in the rent base. Also, offered are leases with up to six months of free rent while the improvements are being made and while you are completing installation of office and studio equipment.

Regarding networks, be aware that Jones Satellite is going barter in November or January. All you give up is two minutes per hour.

Let us know how you are progressing and good luck.

Regards,

A handwritten signature in black ink that reads "Brett E. Miller". The signature is written in a cursive style with a large, sweeping initial "B".

Brett E. Miller
Miller & Associates
11608 Blossomwood Ct.
Moorpark, CA 93021
(805) 523-7312