

Edward N. Esserman
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SUMMARY OF QUALIFICATIONS

- Over 40 years in the broadcasting industry with experience in ownership, sales, management, programming, consulting, appraising, M&A process management, and brokerage.
- Fifteen years as a broadcast industry broker as a Director of Media Services Group.
- Consulted numerous broadcasting companies and assisted in transactions totaling over \$200M.
- Served as a court-appointed broker with successful outcomes.
- Served as a Trustee in Department of Justice ordered divestiture of three properties culminating in the sale of the stations within the timeline mandated by the Department of Justice.
- Launched four different broadcast ownership companies as a principal, handling acquisition, operation and divestiture of those no longer held.
- Frequent speaker at industry events including the National Association of Broadcasters Leadership Training Program and state broadcasting association meetings.
- Formed, financed and launched a regional tower company.

EDUCATION

Bachelor of Science, Management, Georgia Institute of Technology, 1971.

WORK EXPERIENCE

Brokerage:

Director, Media Services Group, 1999-present. Brokered over 200 properties in excess of \$200 million in value. Selected transactions:

- Mainline Broadcasting: acquisition of four-station cluster, Richmond, VA, \$25M.
- InterMart Broadcasting: sale of a single expanded band AM station, Atlanta, GA, \$12M.
- KNOU: serving New Orleans, immediately following Hurricane Katrina, \$8.5M.
- American Public Media: sale of non-commercial South Florida FM, \$4.35M.
- Georgia Public Broadcasting, acquisition of two strategic North Georgia properties, \$7.7M.

Ownership:

- Current Radio, LLC, and Joule Radio, LLC, both single member entities. Presently serve as trustee for FCC required divestiture as a result of the Cumulus-Citadel merger. September 2013 – present.
- Potential Broadcasting LLC, single-member entity. Served as Department of Justice appointed Trustee for three stations as a result of the Cumulus-Citadel merger. August 2011- January 2013.
- Golden Isles Broadcasting LLC, managing member of two Brunswick, GA, ARB-rated market FM facilities, 2001-present.
- HEH Communications LLC, managing member of three Huntsville, TX, broadcast properties, 2000-present.
- USAntenna Inc., co-founder and operator of southeast U.S. telecom towers, 2000-present.
- WEAS-AM/FM, Savannah, GA, 1996-1998.
- WAYS-FM and WMAZ-AM, Macon, GA, 1995-1997.

Management:

- Shamrock Broadcasting, Vice-President and General Manager, 1983-1995 (broadcasting company closely held by Roy Disney):

1993-1995: San Francisco, CA, managed one of the country's first large-market duopolies, KABL AM-FM, KSAN-FM, and KNEW.

1983-1993: WFOX, Atlanta, GA, launched the successful move-in to Atlanta from Gainesville, GA.

OTHER INDUSTRY HONORS/ACTIVITIES

- National Association of Broadcasters Leadership Training Program faculty.
- Atlanta Radio Association founder.
- Commercial general class radio telephone license holder
- Amateur radio operator as a teenager, exposing me to the engineering side of the industry. Still active.
- Georgia Radio Hall of Fame 2010 inductee.
- National Association of Broadcasters Radio Board of Directors representing Alabama and Georgia. Elected 2013.
- Airline transport and commercial pilot and certified flight instructor.