



**Erwin G. Krasnow**

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Erwin Krasnow counsels and represents radio and television broadcasters, tower owners, financial institutions and trade associations in administrative, legislative and transactional matters. Erwin advises clients on a wide array of issues ranging from new technologies to lobbying strategies. He concentrates on transactional matters and has represented sellers and buyers of broadcasting, cable, tower and telecommunications properties in transactions totaling in excess of \$21 billion.

Mr. Krasnow's experience in communications law is unusually extensive. He has been described as "a dean of the Washington communications bar" by the *Legal Times*; a "superlawyer of communications" by *American Film* magazine, "the guru of communications law" by the *Broadcast Cable Financial Journal*; "one of the broadcast industry's leading dealmakers" by Paul Kagan Associates; and "a preeminent communications lawyer who knows the business of buying and selling radio stations" by *Radio Business Report*.

Mr. Krasnow formerly served as senior vice president and general counsel of the National Association of Broadcasters and as administrative assistant to the late Congressman Torbert H. Macdonald, chairman of the House Communications and Power Subcommittee. He has served on graduate and law school faculties at Ohio State, American, Temple, George Washington, and Georgetown Universities and at the Catholic University of America.

He is co-author of several books, including *Profitably Buying and Selling Radio Stations*; *The Politics of Broadcast Regulation*; *100 Ways to Cut Legal Fees and Manage Your Lawyer*; *An Insider's Guide to Radio Station Acquisition Contracts*; *Radio Deals: A Step by Step Guide*; *FCC Lobbying: A Handbook of Insider Tips and Practical Advice*; and *Broadcast Towers: A Step-by-Step Guide to Making Money on Vertical Real Estate*. He has written over 250 articles and monographs on communications law and FCC decision making.

Mr. Krasnow is the founding director and vice chair of Broadcast Capital, Inc., a minority broadcast investment fund; Washington counsel to the Media Financial Management Association; former trustee of the Federal Communications Bar Association Foundation; and past president of the Library of American Broadcasting. He has served as co-chair of the Communications Law Committee of the Federal Bar Association; treasurer and member of the Executive Committee of the Federal Communications Bar Association; president of the Capitol Hill Chapter of the Federal Bar Association; and co-chair of the Communications Law Committee, Administrative Law Section of the American Bar Association.

## Services

- ▶ Mergers and Acquisitions
- ▶ Public Policy, Lobbying and Political Law
- ▶ Emerging Companies and Venture Capital
- ▶ Privately Held Companies
- ▶ Alternative Dispute Resolution

## Industries

- ▶ Communications, Media and Information Technology
- ▶ Technology and E-Commerce
- ▶ Sports, Arts and Entertainment

## Education

- ▶ Harvard Law School, J.D., 1961
- ▶ Georgetown University Law Center, LL.M., 1965
- ▶ Boston University, B.A., *summa cum laude*, 1958

## Admissions

- ▶ District of Columbia, 1963
- ▶ Massachusetts, 1961
- ▶ U.S. Supreme Court, 1965

## Professional Recognition

- ▶ Recipient of the Ward L. Quaal Pioneer Award, Broadcasters Foundation of American, for "excellence in broadcasting," 2011
- ▶ Named by peers as a "World's Leading Media Lawyer" in *Expert Guides*, 2010
- ▶ Named by peers as a "Super Lawyer" in *Washington, D.C. Super Lawyers* magazine in First Amendment/Media Law, 2007, and in Communications law, 2008-2010
- ▶ Inducted into the Minority Media and Telecommunications Council Hall of Fame for "many years of exceptional contributions to the diversity and success of America's most influential and most important industries," 2004
- ▶ Recipient of the Media Financial Management Association Jack Zwaska Lifetime Achievement Award in recognition of contributions to "the growth of our association and the industries we serve," 2004
- ▶ Office of Communication, United Church of Christ, Donald H. McGannon Award for "special contribution in advancing the role of women and people of color in the media," 1999
- ▶ Broadcast Education Association Distinguished Education Service Award, 1987
- ▶ Hastings Communications and Entertainment Law Journal (Comm/Ent), Roscoe Barrow Memorial Award for

"outstanding achievement in the field of communications," 1984

- ▶ Martindale-Hubbell AV/5.0 Peer Review Rated

## Professional Activities

- ▶ Vice Chair, Member of Board of Directors, Minority Media and Telecommunications Council
- ▶ Washington Counsel, Media Financial Management Association
- ▶ Vice Chair, Member of the Board of Directors, Broadcast Capital Fund, Inc.
- ▶ Member of the Board of Directors, Library of American Broadcasting
- ▶ Member, Advisory Board, *Hastings Communications and Entertainment Law Journal (Comm/Ent)*
- ▶ Member, Advisory Board, *Media Law & Policy Journal*

## Events

- ▶ "Broadband Policy Keynote Addresses," MMTC Broadband and Social Justice Policy Summit, Minority Media & Telecom Council, Washington, D.C., January 26-27, 2012
- ▶ "Broadcast Business Planning and Transactions," Minority Media and Telecommunications Council's 25th Anniversary Access to Capital and Telecommunications Policy Conference., Washington, D.C., July 21-22, 2011
- ▶ "Securing Broadcast Deals," Broadcast Leadership Training, National Association of Broadcasters Education Foundation, Washington, D.C., December 12, 2010
- ▶ "Creating, Financing and Building a Startup Company," Eighth Annual Access to Capital and Telecommunications Policy Conference, Washington, D.C., July 19-20, 2010
- ▶ "Securing Broadcast Deals: A Step by Step Guide," National Association of Broadcasters Education Foundation Broadcast Leadership Training Program, Washington, D.C., November 6, 2009
- ▶ "Sale/Leasebacks of Towers and Hidden Transmitter Site Costs-Maximizing the Value and Minimizing the Cost of Transmitter/Tower Site Operations," Media Financial Management Association, Audio Conference, August 20, 2009
- ▶ "How to Finance Media and Telecom Enterprises, Even in a Weak Market," Minority Media and Telecommunications Council, Seventh Annual Access to Capital and Telecommunications Conference, Washington, D.C., July 20-21, 2009
- ▶ "Securing Broadcast Deals: A Step by Step Guide," National Association of Broadcasters Education Foundation Broadcast Leadership Training Program, Washington, D.C., December 6, 2008
- ▶ "Renting AM Towers to Non-Broadcasters," National Association of Broadcasters Radio Show Engineering Program, Austin Convention Center, Austin, TX, September 17-19, 2008
- ▶ "Structuring and Financing a Media or Telecom Transaction," Minority Media and Telecommunications Council, Washington, D.C., July 21, 2008
- ▶ "Broadcast Station Sales," University of Miami Communication Week, University of Miami School of Communication, Miami, FL, February 21, 2008
- ▶ "Political Advertising and Federal Law: A Practical Webcast Primer," Television Bureau of Advertising, Webinar, December 6, 2007
- ▶ "Radio Deals: A Step by Step Guide," National Association of Broadcasters Education Foundation, Broadcast

Leadership Training Program, National Association of Broadcasters, Washington, D.C., December 1, 2007

- ▶ "Know What You're Buying: Due Diligence in Media and Telecom Transactions," Minority Media and Telecommunications Council, Fifth Annual Access to Capital and Telecommunications Policy Conference, Washington, D.C., July 16, 2007
- ▶ "Due Diligence, Dealmaking, and the FCC Application Process," Minority Media and Telecommunications Council, Las Vegas, NV, April 17, 2007

## Publications

- ▶ "Lotsa Money for Communications Attorneys," *Radio & Television Business Report*, March 13, 2012.
- ▶ "Breaking Apart the Purchase Price: A Taxing Endeavor," *Radio & Television Business Report*, February 28 2012.
- ▶ "Legalized 'Sandbagging'," *Radio & Television Business Report*, February 14, 2012.
- ▶ "Specific Performance: A Compelling Remedy," *Radio & Television Business Report*, January 31, 2012.
- ▶ "A Guaranteed Way to Collect Post-Closing Damages," *Radio & Television Business Report*, January 17, 2012.
- ▶ "The Towering Importance of Vertical Real Estate ," *Radio & Television Business Report*, January 3, 2012.
- ▶ "Plagiarism as a Negotiating Strategy ," *Radio & Television Business Report*, December 27, 2011.
- ▶ "Making Sure that Seller Conducts Business as Usual," *Radio & Television Business Report*, November 29, 2011.
- ▶ "Post-Closing Survival Strategies," *Radio & Television Business Report*, November 08, 2011.
- ▶ "Making Sure the Buyer Passes FCC Muster," *Radio & Television Business Report*, October 26, 2011.
- ▶ "Withholding Assets from the Buyer," *Radio & Television Business Report*, October 11, 2011.
- ▶ "Promises, Promises, Promises: Duly Noted," *Radio & Television Business Report*, September 27, 2011.
- ▶ "ABCs of LMAs: Dollars and FCC Sense," *Radio & Television Business Report*, September 13, 2011.
- ▶ ""Discriminating" Contracts for Third Party Advertising Sales," *Radio & Television Business Report*, August 30, 2011.
- ▶ "Anticipating Grief from the FCC," *Radio & Television Business Report*, August 10, 2011.
- ▶ "Broadcaster Jury Phobia," *Radio & Television Business Report*, July 27, 2011.
- ▶ "Waiting for the FCC," *Radio & Television Business Report*, July 12, 2011.
- ▶ "Insuring a Going Business: Minimizing Unpleasant Surprises," *Radio & Television Business Report*, June 28, 2011.
- ▶ "Consensual Relationships: Third Party Searches," *Radio & Television Business Report*, June 7, 2011.

- ▶ "Party Planning for the Sale of Broadcast Stations," *Radio & Television Business Report*, May 24, 2011.
- ▶ "Broadcast Public Interest Standard Not in the Public Interest?," *Radio & Television Business Report*, May 2, 2011.
- ▶ "The First Amendment and the Fallacy of the Public's Airwaves," *The Media Institute*, May 2, 2011.
- ▶ "Assessing the Condition of Broadcast Equipment," *Radio & Television Business Report*, April 26, 2011.
- ▶ "Breaking Up Is Not Necessarily Hard to Do," *Radio & Television Business Report*, April 12, 2011.
- ▶ "Controlling Press Coverage of a Transaction," *Radio & Television Business Report*, March 29, 2011.
- ▶ "Out-of-Court Resolution of Contract Disputes," *Radio & Television Business Report*, March 15, 2011.
- ▶ "Finders Keepers: Rewarding the Broker," *Radio & Television Business Report*, March 1, 2011.
- ▶ "Settling Prorations Squabbles," *Radio & Television Business Report*, February 15, 2011.
- ▶ "The Deal Within the Bonneville Deal: 'MoreMon'-ey for Hubbard," *Radio & Television Business Report*, February 1, 2011.
- ▶ "Keeping Uncle Sam on Hold," *Radio & Television Business Report*, January 18, 2011.
- ▶ "Getting a Television Transaction to the Finish Line," *Radio & Television Business Report*, January 16, 2011.
- ▶ "Acknowledging Knowledge Qualifiers," *Radio & Television Business Report*, January 4, 2011.
- ▶ "Subjecting Minutes and Seconds to the Third Degree," *Radio & Television Business Report*, December 28, 2010.
- ▶ "Anticipating The Unanticipated," *Radio & Television Business Report*, December 21, 2010.
- ▶ "Retaining or Pink-Slipping Seller's Employees," *Radio & Television Business Report*, December 7, 2010.
- ▶ "Damage Control For Post-Closing Damages," *Radio & Television Business Report*, November 23, 2010.
- ▶ "Doing Whatever It Takes," *Radio & Television Business Report*, November 16, 2010.
- ▶ "An Insider's View of the FCC Assignment and Transfer Process," *Radio & Television Business Report*, November 12, 2010.
- ▶ "Weathering the Clouds of FCC Litigation," *Radio & Television Business Report*, November 9, 2010.
- ▶ "Taking the Final Out of Finality," *Radio & Television Business Report*, November 2, 2010.
- ▶ "Unscrambling Group Contracts Of Group Owners," *Radio & Television Business Report*, October 19, 2010.
- ▶ "Bartering Over Trade and Barter," *Radio & Television Business Report*, October 5, 2010.
- ▶ "Keeping Your Options Open With An Option Agreement," *Radio & Television Business Report*, September 28, 2010.

- ▶ "Protecting The Senior Lender," *Radio & Television Business Report*, September 21, 2010.
- ▶ "When Shopping Or Even Talking Is A Perilous Activity," *Radio & Television Business Report*, September 7, 2010.
- ▶ "A Stitch In Time: An Annual Audit Will Save You Time And Money," *Small Market Radio Newsletter*, September 2, 2010.
- ▶ "Considerations Unique to the Purchase and Sale of Broadcast Stations," *Media Law & Policy*, Fall 2010.
- ▶ "Considerations Unique to the Purchase and Sale of Broadcast Stations," *Media Law & Policy*, Vol. 19, Number 2, Fall 2010.
- ▶ "Considerations Unique to the Purchase and Sale of Broadcast Stations," *Media Law and Policy*, Fall 2010.
- ▶ "Making Sure The Equipment Works," *Radio & Television Business Report*, August 24, 2010.
- ▶ "Hometown Accommodations for a Hometown Buyer," *Radio & Television Business Report*, August 17, 2010.
- ▶ "Time Brokerage Checklist," *Small Market Radio Newsletter*, August 5, 2010.
- ▶ "Show Me The Money," *Radio & Television Business Report*, August 3, 2010.
- ▶ "2010 Political Advertising Handbook for the Television Sales Executive," Garvey Schubert Barer Publication, 2010.
- ▶ "2010 Radio and Political Advertising: A Handbook For The Account Executive," Garvey Schubert Barer Publication, 2010.
- ▶ "The Gift That Keeps On Giving," *Radio & Television Business Report*, July 20, 2010.
- ▶ "Making Sure The Real Estate Is 'For Real'," *Radio & Television Business Report*, July 13, 2010.
- ▶ "When Three's Not A Crowd," *Radio & Television Business Report*, July 6, 2010.
- ▶ "Finding Balance In Balance Sheets," *Radio & Television Business Report*, June 29, 2010.
- ▶ "Cash-Less Closings," *Radio & Television Business Report*, June 22, 2010.
- ▶ "Making Internet Intangibles Tangible," *Radio & Television Business Report*, June 8, 2010.
- ▶ "Retaining Employees: Is It To Be Or Not To Be?," *Radio & Television Business Report*, June 1, 2010.
- ▶ "Receiving Value From Receivables," *Radio & Television Business Report*, May 18, 2010.
- ▶ "Lending A Lender A Helping Hand," *Radio & Television Business Report*, May 11, 2010.
- ▶ "Seller Financing: The First Last Resort In A Tough Sales Market," *Radio & Television Business Report*, April 30, 2010.
- ▶ "Nine Deadly Deal-Making Sins (Part III)," *Radio & Television Business Report*, April 15, 2010.
- ▶ "Nine Deadly Deal-Making Sins (Part II)," *Radio & Television Business Report*, April 14, 2010.
- ▶ "Nine Deadly Deal-Making Sins (Part I)," *Radio & Television Business Report*, April 13, 2010.
- ▶ "Keeping Your Station All In The Family," *Radio & Television Business Report*, April 6, 2010.

- ▶ "When Closing Cash Is In Doubt," *Radio & Television Business Report*, March 9, 2010.
- ▶ "More Time, More Money," *Radio & Television Business Report*, February 23, 2010.
- ▶ "Speeding Up The FCC Application Process," *Radio & Television Business Report*, February 19, 2010.
- ▶ "Securing Protection for Seller Paper," *Small Market Radio Newsletter*, February 18, 2010.
- ▶ "A Ban on Shopping," *Radio & Television Business Report*, February 17, 2010.
- ▶ "Securing Protection for Seller Paper," *Radio & Television Business Report*, February 10, 2010.
- ▶ "Uncoordinated Coordinates," *Radio & Television Business Report*, February 10, 2010.
- ▶ "Tolling Agreements," *Radio & Television Business Report*, February 3, 2010.
- ▶ "Life and Death of Minority Tax Certificates," *Radio & Television Business Report*, January 16, 2010.
- ▶ "Controlling Your Legal Costs," *Small Market Radio Newsletter*, January 7, 2010.
- ▶ "The 'Trust Me' Agreement," *Radio & Television Business Report*, January 6, 2010.
- ▶ "Profitably Buying and Selling Broadcast Stations," iUniverse, 2009.
- ▶ "The Nine Deadly Sins of Negotiating a Broadcast Deal," *Radio & Television Business Report*, June 12, 2009.
- ▶ "Tower Lease Pitfalls," *Small Market Radio Newsletter*, April 9, 2009.
- ▶ "Financing a Station in Difficult Times," *Radio World*, March 25, 2009.
- ▶ "Need Cash? Monetize Your Tower," *Small Market Radio Newsletter*, November 6, 2008.
- ▶ "Tower Power: Dollars From the Sky," *Broadcasting & Cable*, October 27, 2008.
- ▶ "Broadcast Towers Can Be Moneymakers," Garvey Schubert Barer Legal Update, October 14, 2008.
- ▶ "Anti-Discrimination in Ad Contracts - Are You Ready?," Garvey Schubert Barer Legal Update, October 10, 2008.
- ▶ "Turn AM Tower Steel Into Gold," co-author, *Radio World*, September 24, 2008.
- ▶ "Seven Habits of Highly Ineffective Broadcast-Tower Owners," co-author, *Radio Ink*, September 1, 2008.
- ▶ "How To Monetize Your Broadcast Tower," *TV Newsday*, August 15, 2008.
- ▶ "Public Interest vs. Media Abundance," *Broadcasting & Cable*, August 4, 2008.
- ▶ "Ten Practical Ways to Save on Legal Fees," *Small Market Radio Newsletter*, July 31, 2008.
- ▶ "Friends and Family, In Tough Times, Loans from Friends and Family Can Help More than Hurt --- If Done Right," *Small Market Radio Newsletter*, May 22, 2008.
- ▶ "The Public Airwaves Myth," *Broadcasting & Cable*, May 19, 2008.
- ▶ "Radio and Political Advertising: A Handbook for the Account Executive," Radio Advertising Bureau, 2008.
- ▶ "Broadcast Towers: A Step-by-Step Guide to Making Money on Vertical Real Estate," co-author, *National Association of Broadcasters*, e-book and print editions, 2008.
- ▶ "The FCC's Controversial Diversity Initiatives: Diverse Opinions on Who Benefits," Garvey Schubert Barer Legal Update, December 28, 2007.
- ▶ "2008 Political Advertising Handbook for the Television Sales Executive," Television Bureau of Advertising, 2008.

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