



Winning Newspaper Dollars In the Buffalo Market

The Media Audit

Buffalo, NY Nov-Dec 2003

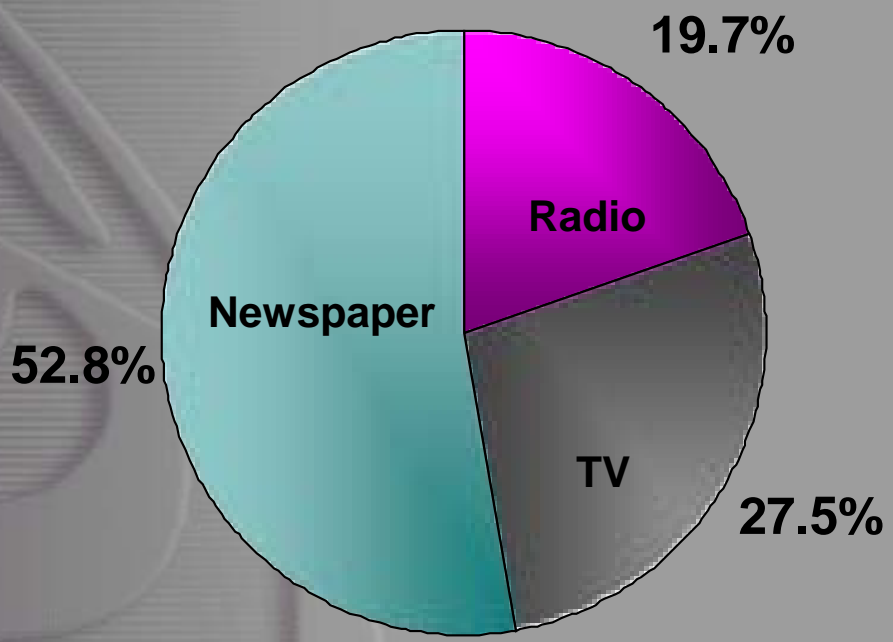
Market Revenue Shares

In a comparison of major media (radio,TV, newspaper) Buffalo, NY Market newspapers carve out the lions share at nearly 53%.

This means ENTERCOM BUFFALO's Greatest Revenue Opportunity is in

WINNING NEWSPAPER DOLLARS.

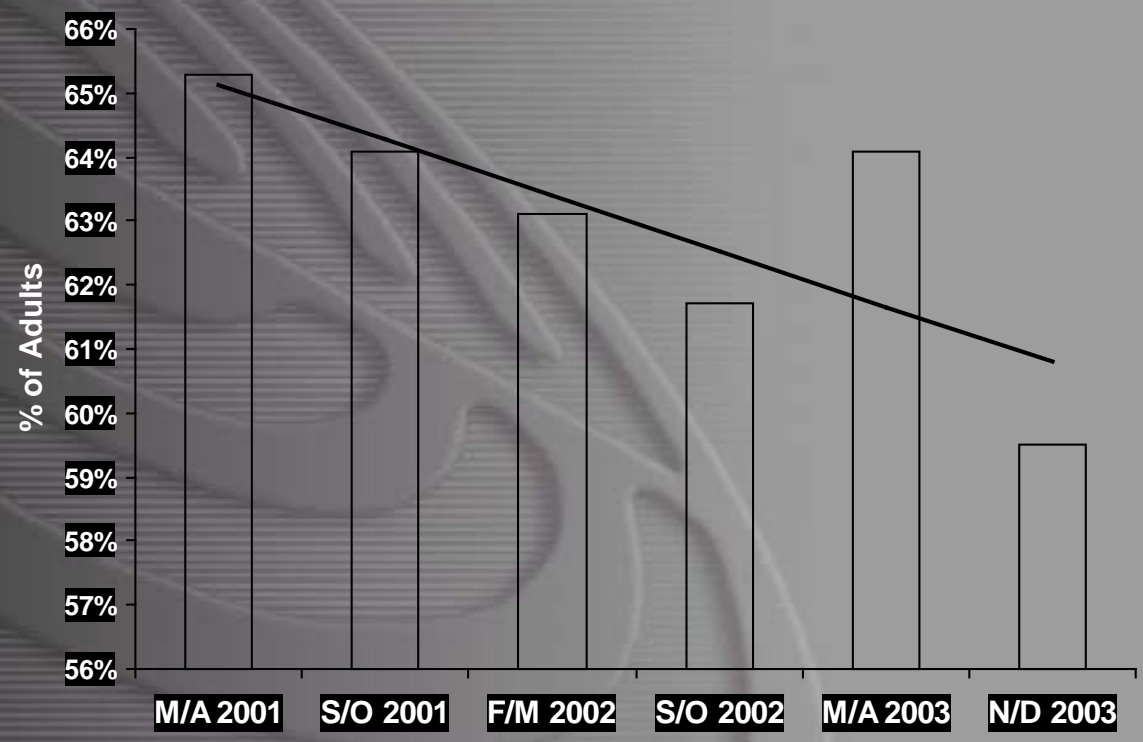
Buffalo, NY
Advertising Revenue



Newspaper Readership in Buffalo is on the decline.

The percent of adults exposed to newspaper on an average weekday is steadily trending down.

Therefore, advertisers need media that deliver their message to those whose busy lifestyles do not lend themselves to newspaper readership.

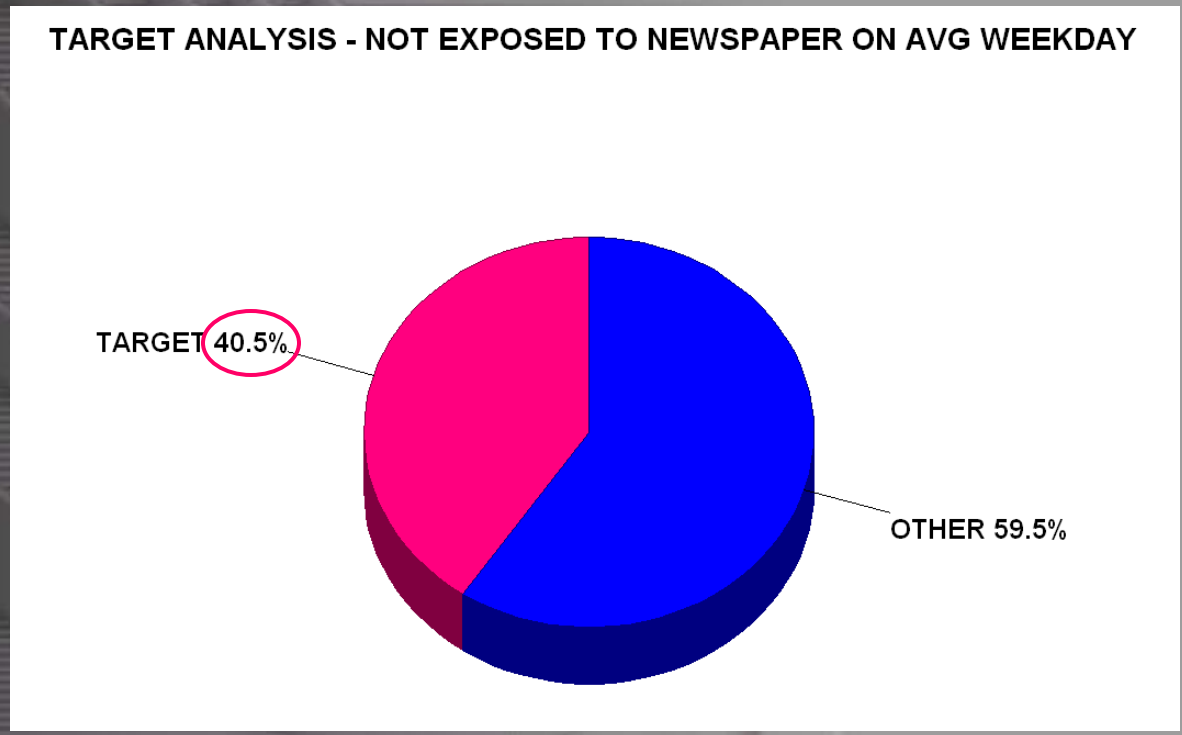


The Media Audit Buffalo, NY 2001-2003

The Media Audit Research shows...

Nearly 41% of Buffalo Market Adults are NOT EXPOSED TO NEWSPAPER ON AN AVERAGE WEEKDAY.

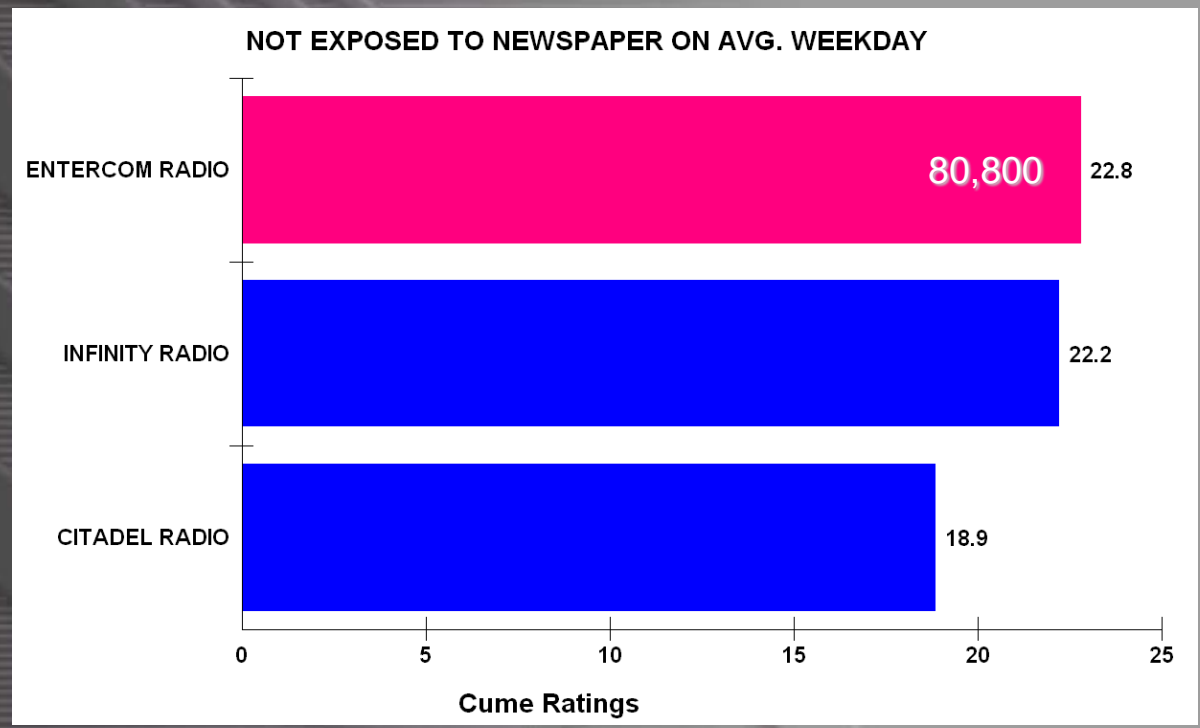
That's 354,300 ADULTS!



The Media Audit Research shows...

ENTERCOM RADIO is the leader, reaching nearly 23% of Buffalo Market adults each week who are NOT EXPOSED TO NEWSPAPER ON AN AVERAGE WEEKDAY.

ENTERCOM reaches nearly 81,000 Adults who are not reached by newspaper!



INTRODUCTION

THE MEDIA AUDIT

is uniquely suited to help *ENTERCOM* go after those newspaper dollars, as **THE MEDIA AUDIT** is the only multi-media qualitative service to cover the readership (or lack of readership) of **15 sections of the newspaper.**

The following brief presentation shows a powerful application of this data.

ENTERCOM BUFFALO

**The Best Way
to Reach the
Buffalo Market
Auto Purchasers**

ENTERCOM BUFFALO

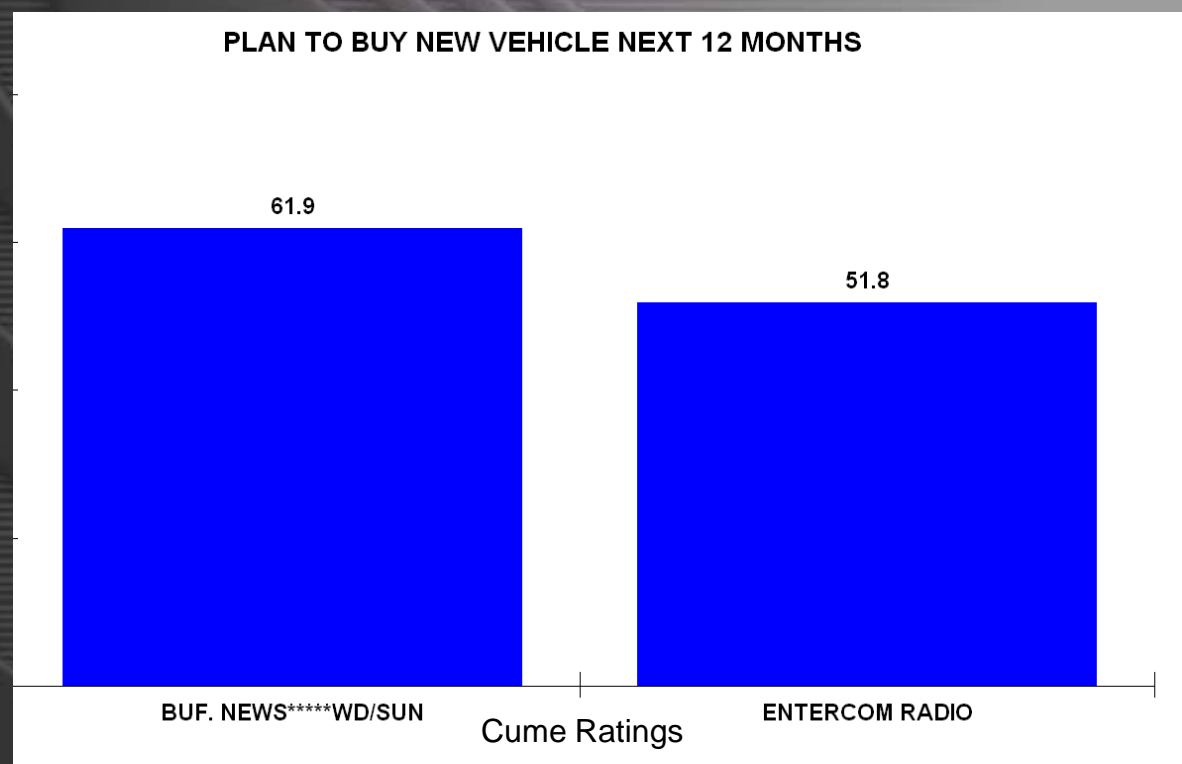
VS.



The Media Audit Research shows...

The Buffalo News reaches nearly 62% of those Buffalo Market adults planning to purchase a new vehicle this year.

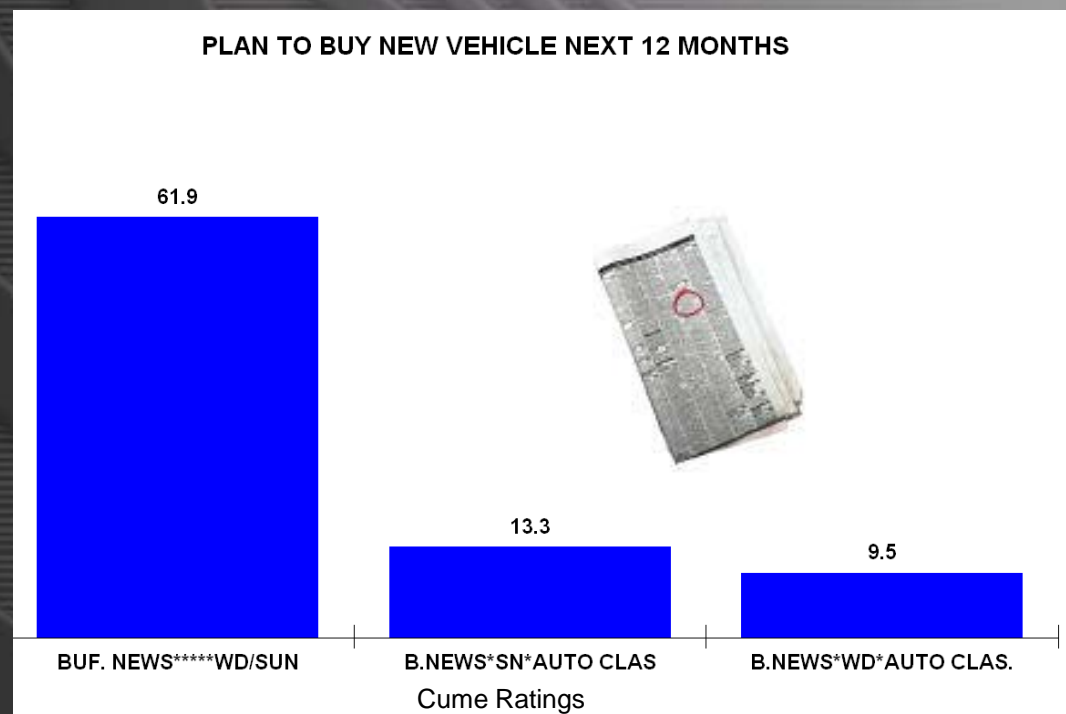
ENTERCOM reaches nearly 52% of planned new vehicle purchasers.



The Media Audit Research shows...

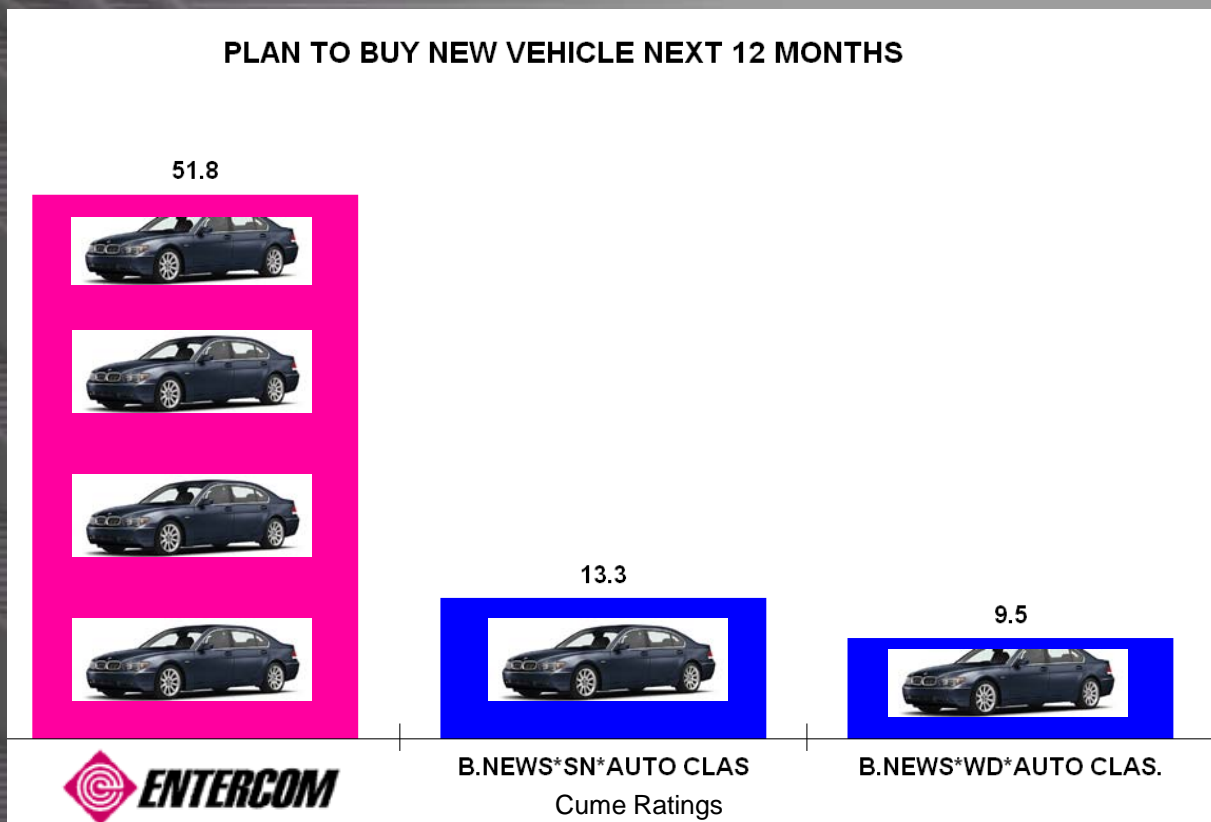
People read specific sections of the newspaper that are of interest to them. Few read the newspaper cover to cover.

While the Buffalo News does reach nearly 62% of those Buffalo adults planning to purchase a new vehicle, the Sunday auto section only reaches about 13% of planned purchasers and the weekday auto section reaches less than 10%.



The Media Audit Research shows...

Comparing potential to potential, *ENTERCOM*'s 52% reach of planned new vehicle purchasers is nearly **400%** the potential reach of the Buffalo News auto sections!



The Media Audit Research shows...

Together, the Buffalo News auto sections reach less than 22% of Buffalo planned new vehicle purchasers.

Report:	AD CAMPAIGN PLANNING REPORT	ADULTS AGE 18 +		
Target:	PLAN BUY--NEW CAR/VAN/TRUCK/SPORT UTILITY			
Market:	BUFFALO, NY for NOV-DEC 2003			
MEDIA TYPE	CUME PERSONS	CUME RATING	NET CUME REACH	0%
B.NEWS*SN*AUTO CLAS	9,100	13.3	13.3	
B.NEWS*WD*AUTO CLAS.	6,500	9.5	21.5	
MEDIA SUMMARY				
PRINT MEDIA	15,600	23	21.5	
TOTAL	15,600	23	21.5	

The Media Audit Research shows...

Adding *ENTERCOM'S* reach of planned new vehicle purchasers to the Buffalo News auto sections will nearly TRIPLE the reach potential of planned new vehicle purchasers to over 62%.

Report:	AD CAMPAIGN PLANNING REPORT	ADULTS AGE 18 +	
Target:	PLAN BUY--NEW CAR/VAN/TRUCK/SPORT UTILITY		
Market:	BUFFALO, NY for NOV-DEC 2003		
	CUME PERSONS	CUME RATING	NET CUME REACH
MEDIA TYPE			
ENTERCOM RADIO	35,500	51.8	51.8
B.NEWS*SN*AUTO CLAS	9,100	13.3	13.3
B.NEWS*WD*AUTO CLAS.	6,500	9.5	21.5
MEDIA SUMMARY			
RADIO	35,500	52	51.8
PRINT MEDIA	15,600	23	21.5
TOTAL	51,100	75	62.2

Why

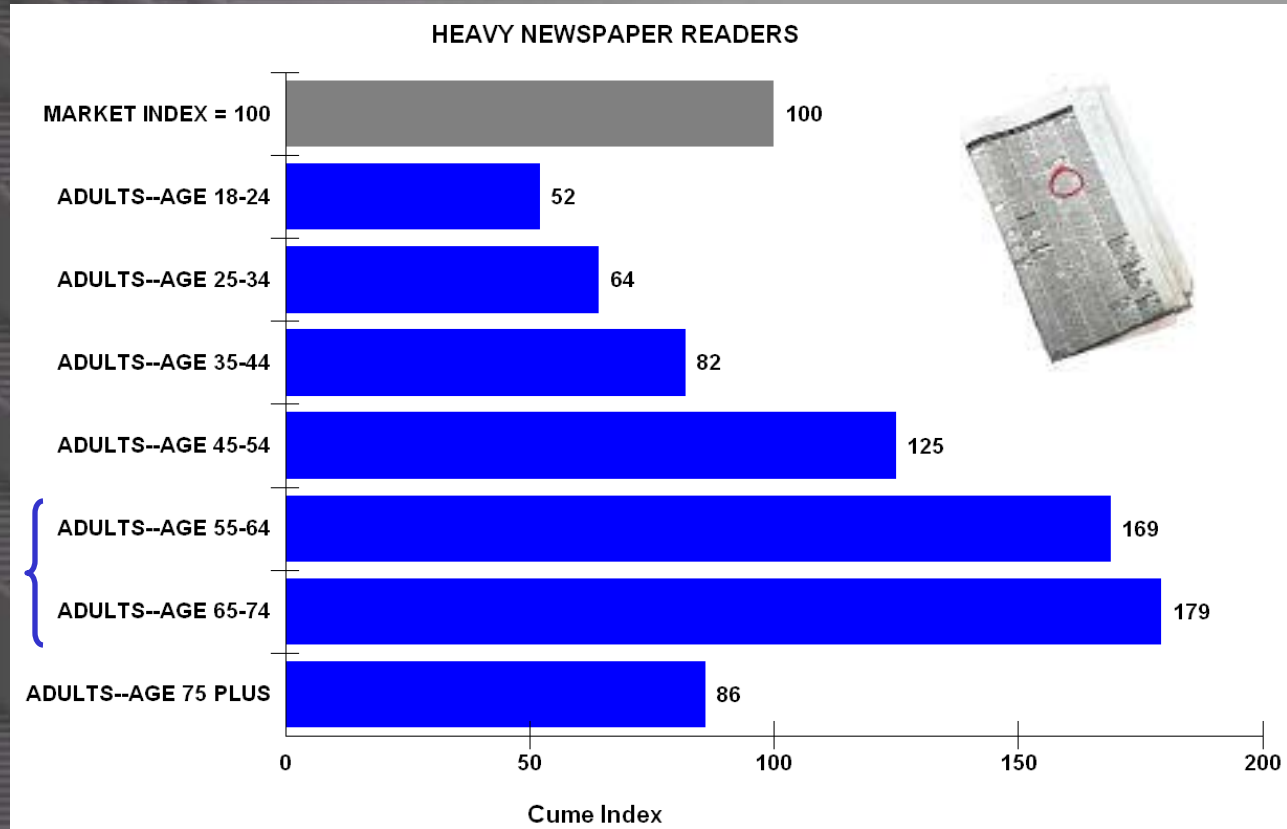
does

ENTERCOM BUFFALO

add so dramatically to the reach of newspaper?

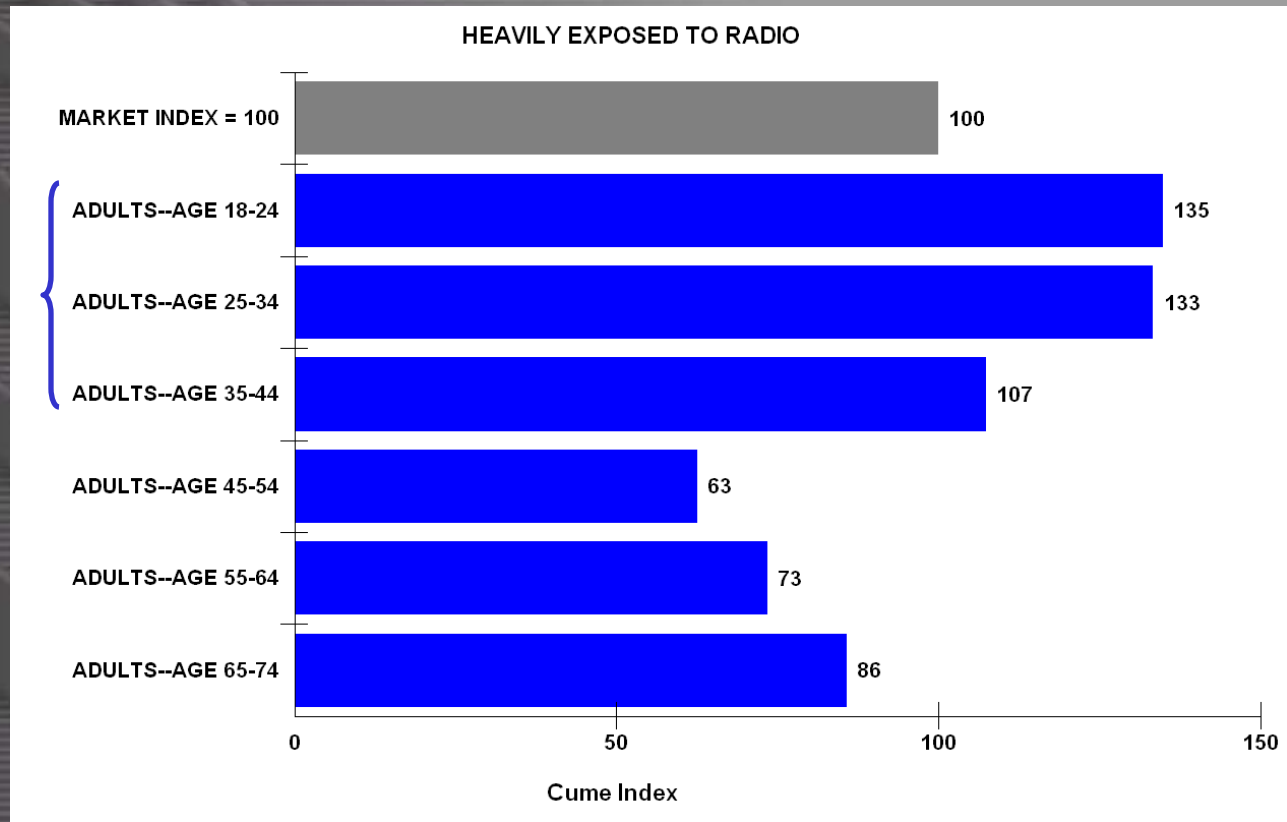
The Media Audit Research shows...

Buffalo Market adults who are heavily exposed to newspaper are the 55-74 Crowd, who have fewer consumer needs and wants, and are very likely already brand loyal.



The Media Audit Research shows...

Heavy Radio Listeners in Buffalo are younger and in the prime years of consumption. They lead active lifestyles, and depend on radio for information and entertainment.



Auto Sections Exclusive to The Media Audit

THE MEDIA AUDIT offers *ENTERCOM* a unique opportunity to be more effective in going after the substantial automotive dollars in the Buffalo News, as **THE MEDIA AUDIT** is the **ONLY** local market qualitative service to have auto section readership.

Newspaper section information cuts readership to realistic levels and offers *ENTERCOM* a level playing field to pursue the lucrative auto ad market.

With some minor modifications *ENTERCOM BUFFALO* can use this presentation with its auto dealers.