8 Pages Today

CableFAX Daily...

Tuesday — September 11, 2012

What the Industry Reads First

Volume $2\overline{3}$ No. 175

Diversity Week: NAMIC Kicks Off Another Conference with Some New Blood

NAMIC joins the busy Diversity Week schedule Tues, with this year's conference the first for new pres/CEO Nicol Turner-Lee. We spoke to NAMIC Conference co-chairs Wonya Lucas, CEO of TV One, and Cox pres Pat Esser, Cox pres, about what's ahead at the organization's 26th gathering. Can you talk a little about Nicol Turner-Lee's vision for the conference and NAMIC? Lucas: Part of her overall vision is to broaden the conference and make sure people walk away with really tangible insights and things that are actionable to their own individual situations and careers. I think the fact that there are 4 general sessions [a first] is really based on where she wants to take it. I like the fact that she has the CEO general session with many heavy hitters. I think the more representation you have from both the programmer and operator side, the more relevance a conference like this has. She has infused a sense of energy and candid spirit into the organization. She also has done a really good job at talking to industry leaders and other industry association leaders. There are a lot of best practices that those organizations have. She's doing a lot of listening and reaching out, and I think that's reflected in the conference. In all fairness to her, I think she's still formulating her vision, but I do think it will have a slightly different sense of purpose in terms of what NAMIC can mean not just to the organizations in the industry, but the individuals in the business as well. What are you excited about for this year's conference? Esser: I am proud to be part of an industry where diversity is part of the DNA. This week is important because we celebrate achievements and milestones and remind each other of the unique things we do throughout the year to encourage diversity and inclusion in all aspects of our business. Another thing I love about our industry is how each leader brings his or her own personality, passion and expertise, but our collective commitment to be more inclusive remains constant. Any particular sessions you would highlight? Lucas: I think it is the diversity of people being brought to the table. Being at TV One, I focus a lot on the depth and breadth of the black community. There are many cultures... but we are all black and it's about the black experience. One of the things I am excited about—and NAMIC always has representation—but the tagline for the conference starts with culture. I'm excited about the representation of many cultures, not just ethnicity, but the cultures within each ethnicity. I'm excited about hearing from someone like Don Moore from Burrell Digital. He's doing some interesting things with clients like BlackAtlas.com for American Airlines, and to

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Julie Simon SVP, Distribution, Advanced Services & Digital, Fox Networks Group



Jack Wakshlag Chief Research Officer, Turner Broadcasting System Inc.

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hear how they think about multicultural marketing and how it manifests itself in a multiplatform world. Is there anything more the industry could be doing to support NAMIC and its mission? *Esser:* We need to continue to extend our view beyond traditional groups to embrace all diverse thoughts, backgrounds and perspectives and align with our people, programming, community engagement initiatives and vendor relationships. This not only helps us excel given the competitive pressures of our industry, but also allows us to better address the current and evolving needs of our customers. *Lucas:* As industries go, I think our industry is incredibly supportive of minorities and women. There is so much support for this conference. Now more than ever, people realize that America is changing, and their audience is changing. And you have to have representatives of many cultures. I think our industry gets that.

In the Cloud: Insight co-founders Michael Willner and Sid Knafel are back with a majority investment in start-up Penthera Partners. Willner becomes CEO and Knafel is vice chmn. Privately held Penthera has developed a patented software engine for moving HD video between the cloud and tablets, set-tops and other devices. "I always have believed that cable operators and programmers both need to be in the forefront of the technology development in the changes of viewer habits," Willner said in an interview. With a product aimed at operators, programmers and consumers, Penthera is in discussions with a "number" of companies. "We're hopeful to deploy the product in a relatively short period of time to advance what consumers clearly desire, which is to take their programming with them," Willner said. Penthera's Ribit video sharing app is currently available in the Apple store. In Feb, Time Warner Cable bought Insight for \$3bln.

<u>Deals:</u> DISH subs got to watch Pac-12 Nets this weekend, with the DBS provider signing a multi-year deal Fri. Under the deal, DISH has exclusive category sponsorship for Pac-12 athletic programs, including stadium signage and logo rights with each of the member schools. For a limited time, DISH is offering Pac-12 as a free preview to all DISH subs. It is included in America's Top 120+ package and above for customers in Pac-12 territory (which includes the six states with Pac-12 schools) and available nationwide in the Multi-Sport Pack for \$9 per month. -- Not only did Time Warner Cable and Viacom work out their differences over the MSO's live streaming, in-home TV app, but the 2 now have a TV Everywhere deal. Customers who authenticate can watch BET, Comedy Central, MTV, Nick, Spike and VH1 programming from any computer.

Powell's Perspective: The WICT Leadership Conference kicked off its general session in NY "Glee"-style. The audience was reminded by a Natasha Bedingfield hit that their future is "unwritten." WICT pre Maria Brennan announced the group has a record 9,330 members this year already, up from last year's 9,140. The conference attracted about 700 attendees and about 850 Touchstones Luncheon attendees. Highlights include a Chelsea Clinton keynote and a fireplace (a virtual one of course) where **NCTA** chief *Michael Powell* and **Cox** programming vp *Kathy Payne* had their "firechat." Powell's take on election? "No matter who wins, there will be pretty substantial changes in personnel." That means potentially new FCC chmn, commissioners and new officials at the Commerce Department and White House, he said. As a result, NCTA will focus on dealing with the potential personnel changes, he said. Take business. One thing that's long overdue and just started to accelerate is the shift from a hardware-centric network to software-centric network, Powell said. Mobility is another major shift. A vast array of cloud-based services will make available new interactive and multimedia offerings and dissolve the lines between video, data, voice and graphics, according to Powell. The former FCC chmn also addressed changes in running a trade group like NCTA. It's important to move toward an institution that's engaged in "sustained advocacy" that "never stops talking," "feeding critical information" and "getting stories written." Additionally, "everyone has a **Twitter** account but they generally don't know how to use it," he said, referring to the importance of digital communications. The trade group recently restructured its public affairs team, creating 2 distinct offices that include the communications and digital strategy office. We didn't forget about diversity. Having a diverse workforce drives creativity and productivity, Powell said. Bringing in different perspectives to the party creates chemical reactions, he said. Meanwhile, workplace discrimination has become "a subtle and constant game of making you feel you don't belong here," Powell said. "If you feel like the victim, you are letting them win."

<u>WICT Touchstones</u>: FCC cmsr *Mignon Clyburn*, the first African-American woman to serve on the FCC, keynoted the WICT Touchstones Luncheon this year. *Kim Martin*, pres and gm, WE tv, added some color to the commish's resume by informing the crowd she once owned her own paper in S.C., for which she wrote the stories, sold the ads and even delivered the papers with her 1992 GMC Jimmy, which she drives to this day. Clyburn said she enjoys getting out of the FCC

and discussing how its policies are affecting people, and that "being a woman is key to me making a difference." She added that she doesn't see adequate representation of women in powerful positions—FCC meetings included—and said "it's rare I see a woman CEO." Alluding to the FCC's push to deploy broadband to underserved areas in the U.S., she said, "many young women in rural areas have limited exposure to professional environments," including access to resume skills and job searches. "It takes a village to show them the way forward," she said. Presenting the WICT Women to Watch and Woman of the Year was David Tutera, host of WE tv's "My Fair Wedding." He noted that there was just a smattering of men in the room, an observation to which he tailored his greeting: "Welcome women who run cable television... And the men who take notes for them." Tutera said he learned from his father that in business, one should "always say yes." Except when it's a red latex dress with tassels, he added quickly. "That's really when you say no." Via video, we learned from AMC Nets' Ed Carroll that the first Woman to Watch, Jennifer Robertson, svp, digital media & business development, WE tv, "knows when to hold them... [and] knows when to fold them...." You can probably guess the rest. Robertson thanked WICT's Betsy Magness Leadership Institute, her mentor Kim Martin, and the creative team at AMC Nets run by Carroll and Josh Sapan, who are "constantly asking the what ifs and why nots." She also gave props to Michelle Obama's DNC speech last week, which emphasized the need to reach back and help others succeed. Jennifer Hightower, svp, law & policy for Cox, the luncheon's other Woman to Watch, said the award meant a great deal to her, "because I thought it was always meant for others, for the women who could do it all. Then I got the award." She added that the cable industry helps women have it all, but that "having it all doesn't mean that one is perfect or doesn't have help along the way." Woman of the Year Carol Hevey, evp, East Region, Time Warner Cable, was praised by CEO Glenn Britt in a recorded video for her leadership qualities and her ability to stand in front of a group and "electrify" a crowd. Pres/COO Rob Marcus informed us that she's "unafraid of taking risks and trying something new." And that she's a NASCAR fan. "Incredibly surprised and deeply honored," Hevey said she found it "so wonderful to be recognized for doing what you love." The best part of the event? Her son's presence. "For me that's truly the very best part of today," she said. "Your understanding and pride in me has made all the difference."

Strategically WICT: Top female cable execs gathered at WICT's Leadership Conference in NYC on Mon agreed that strategic vision, the willingness to take risks and the courage to speak up are among key traits for women who want to rise through the ranks. "You need to be the bad kid in the back of the classroom sometimes, because that's what the boys are," said **HGTV** gm/svp Kathleen Finch. "You got to be a bad girl every once in a while or else you'll just float by." Others agreed that more women need to assert their own visions and become big-picture thinkers. "Clearly, that's something that we need to become known for," said Bright House Networks pres Nomi Bergman. "If we can close the gap on that, we can have more women in leadership [roles]." But she noted that fear of failure can sometimes paralyze otherwise innovative execs. "Women already have these ideas, but they're afraid to share them," she said. "We take kind of the safe route." Jennifer Dorian, svp, strategy development at **Turner**, urged women to carve out time to hone their "thought leadership" and then understand the best way to share new ideas within each corporate environment. One trick: Dorian suggested linking any new idea to the company's overall strategic direction in order to foster buy-in at the highest levels. Finch noted that people who just do their jobs well "are rarely the ones who come up the giant fabulous idea." Only big thinkers move up the ranks, she said. Flexibility is also key, with Finch arguing that "being nimble is one of the most valuable assets a leader has." Dee Forbes, pres and managing dir, Discovery Networks Western Europe, said that's especially true when it comes to changing audience tastes. "If they don't like what we're doing, we have to do something about it," she said. "As a leader, we've got to get people comfortable with accepting that." She added that sometimes innovation can come out of the process, noting research that showed European audiences wanted more "local" content—so Discovery mined relevant content from its archives to create new shows—a more cost-effective solution than producing new shows from scratch. That started with one show ("Made in Sweden"), and now 70 are under development, she said.

<u>Chelsea Early:</u> Comcast evp *David Cohen* on Mon introduced **WICT** keynote speaker *Chelsea Clinton*, who he said is "overqualified" for her position as special correspondent at **NBC News**. A year into the news world, Clinton cited "making a difference" by "telling positive stories" as top reason to join the company. Her message to the audience is "shinning a light on solutions" is as important as "shinning a light on challenges" around the world.

WICT Mentoring: Recognizing different values across generations and having mentoring programs are key to multi-generation management. It's the right thing to do and most importantly, it's the right business decision, according to generation-spanning panelists at the **WICT** Leadership Conference Mon. It's "a huge business imperative" for the cable industry to recognize and value generational differences, said *Pat Crull*, chief learning officer, **Time Warner Cable**. "There's no way the industry can be as productive and creative if we weren't nurturing the differences," she said. "We can't lead and grow" if everyone's the same, she said. The recognition should go to people who invented many of the technologies in the cable and telecom industry, according to *Jason Welz*, MSO sales, **Alcatel-Lucent**. Being able to showcase the work that has been

BUSINESS & FINANCE

done by various generations will move the cable industry forward, he said. There's "a huge wealth of management experiences from generations that will be retiring soon," Richman said. "It will be a huge loss to let those go." The same recognition should also go to the younger generation, which often isn't afraid to ask questions and challenge their superiors, said Katie Richman, director, social media, ESPN/ESPNW. Because new generations are more independent, "if you over manage or overstructure then, you often lose them," Crull said. When it comes to best practices and lessons learned, panelists cited mentoring programs that recognize values from all generations and positions.

Programming: Showtime will make the first 20 mins of the Season 2 premiere of "Homeland" available on SHO.com, free VOD channels and the affiliate sites of over 40 MVPDs, including Comcast and DirecTV. -- Ovation announced its 1st co-prod deal with BBC Worldwide Americas for "Doors Open," a movie based on the '08 crime novel by lan Rankin. It will debut in the US next spring.

People: Former Insight exec Melani Griffith has joined Montreal-based Stingray Digital as vp, corp dev. Stingray is a multi-platform music service provider, which includes The Karaoke Channel and Music Choice Europe. Also joining the company is former NBCU exec Kerry Ball, who will serve as vp, sales for Europe.

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GUEST COLUMN

Keeping the Torch of Diversity Alive!

Nicol Turner-Lee, Ph.D. President/CEO, NAMIC

The excitement of the Olympics had many of us glued to our television sets at some point or another.

I know that my five-year-old daughter watched the now famous Gabby Douglas take to the stage, and after seeing several of her routines knows that "she wants to be like her" when she grows up.

That sentiment expressed by my daughter came from seeing someone who looks like her on the big screen.

Garnering the same type of sentiment from our viewers is one of many reasons that diversity and inclusion are important to our business.

The U.S. Hispanic population comprises over 50 million people, and by 2050, they are estimated to be at 128 million.

Second and third generation Hispanics are rapidly becoming one of the largest domestic consumer groups with bicultural interests.

Asian American viewers represent less than 6 percent of

the U.S. population, yet have buying power projected to be over \$600 billion in 2014.

And, the purchasing power and television consumption trends of African Americans continues to exponentially increase, making this population prime for new content and networks.



Nicol Turner-Lee

As an industry, these facts offer evidence to why we need to continue to deliver programming to our audiences and equally important have the vehicles to disseminate it to these burgeoning groups.

Coupling these advancements with the diverse perspectives and energies of our corporate talent can only help seal the deal as we create

content that attracts people of color, along with those that have an affinity towards these messages.

My daughter is one of those viewers, and that 15 or so minutes of footage appears to have made a difference in her life—at least for now.

In an industry that has the ability to create and frame stories and excite viewers' imaginations, let's keep the torch of diversity lit for her and the viewers that regularly tune in.

(Dr. Turner-Lee, who was the 1st director of the Media and Technology Institute at the Joint Center for Political and Economic Studies, joined NAMIC as pres/CEO in April).

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PROGRAM AWARDS

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Frances Berwick Bravo



Ed Carroll AMC Networks



Jim Cramer **CNBC**



Eileen O'Neill **Discovery Communications**

Platinum: Best Actor in Cable

Dominic West - Appropriate Adult -Sundance Channel Patrick J Adams - Suits - USA Network Peter Dinklage - Game of Thrones - HBO Mandy Patinkin - Homeland - Showtime

Platinum: Best Actress in Cable

Emily Watson - Appropriate Adult -Sundance Channel Callie Thorne - Necessary Roughness -

USA Network Emmy Rossum - Shameless - Showtime

Connie Britton - American Horror Story - FX Anthony Bourdain - Anthony Bourdain: No Laura Dern - Enlightened - HBO

Platinum: Best Showrunner

Lizzy Weiss - Switched at Birth - ABC Family

Vince Gilligan - Breaking Bad - AMC Glen Mazzara - The Walking Dead - AMC/ MPRM communications

Ryan Murphy - American Horror Story - FX - Fox News

Platinum: Best New Cable Program

Switched at Birth - ABC Family Appropriate Adult - Sundance Channel Veep - HBO

Homeland - Showtime American Horror Story - FX

Platinum: Best Cable Program

The Walking Dead - AMC Breaking Bad - AMC White Collar - USA Network Game of Thrones - HBO Boardwalk Empire - HBO Shameless - Showtime

Best Actor/Actress/Host - Comedy

Joel McHale, The Soup - E! Entertainment Mike Breen and Jeff Van Gundy - NBA on Carrie Brownstein - Portlandia - IFC Fred Armisen - Portlandia - IFC Charlie Day - It's Always Sunny in Philadelphia - FX

Best Actor/Actress - Family Friendly

Florence Henderson - Just Where I Belong - TBN and Smile of a Child TV Dean Cain - The Case for Christmas -Hallmark Channel

David A.R. White - Brother White - GMC

Best Host - Food

Bobby Flay - multiple shows - Food Network

Alton Brown - Good Eats, Iron Chef America, Feasting on Asphalt - Food Network

Reservations - Travel Channel

Best Host - News/Public Affairs

Paula Zahn, On the Case with Paula Zahn Dog Whisperer - National Geographic - Investigation Discovery

Anderson Cooper, Anderson Cooper 360

Shepard Smith, Studio B and Fox Report

Best Actor/Actress/Host - Other

Florence Henderson - Just Where I Belong - TBN and Smile of a Child TV Jean Chatzky - Cash Call with Jean Chatzky - RLTV Nigel Lythgoe & Debbie Allen: Battle of the Nutcrackers - Ovation

Best Host - Reality Competition/Game Show

Padma Lakshmi - Top Chef - Bravo Media Billy Eichner - Funny or Die's Billy on the Street - Fuse

Heidi Klum - Project Runway - Lifetime

Best Host - Sports

ESPN - ESPN Harold Reynolds - Studio Analyst - MLB Network

Matt Winer - GameTime - NBA TV

Ernie Johnson - Inside the NBA - Turner Sports

Best Host - Talk Shows

Suze Orman - The Suze Orman Show -**CNBC**

Chelsea Handler - Chelsea Lately - E! Entertainment

Kevin Millar and Chris Rose - Intentional Talk - MLB Network

Lynn Doyle - It's Your Call with Lynn Doyle - The Comcast Network

Best Show or Series - Animals/Nature

Swamp Wars - Animal Planet/2C Media Dropped: Project Alaska - Sportsman Channel

Channel

Best Show or Series - Animated

Jingle All the Way - Hallmark Channel Transformers Prime - The Hub TV Network My Little Pony Friendship is Magic - The **Hub TV Network**

Best Show or Series - Regional

Chicago White Sox Spring Training 2012 "The Fan Experience" - Comcast- Chicago 10 Years of YES - YES Network

Best Show or Series - Children's

Pajaminals: Blankie in the Laundry -Sprout

R.L. Stine's The Haunting Hour - The Hub TV Network

Transformers Rescue Bots - The Hub TV Network

Yankees on Deck - YES Network

Best Show or Series - Comedy

Melissa & Joey - ABC Family After Lately - E! Entertainment Portlandia - IFC Wilfred - FX

Best Show or Series - Documentary

CNBC's Billions Behind Bars: Inside Americas's Prison Industry - CNBC CNBC's The Costco Craze: Inside the

Warehouse Giant - CNBC

Our America with Lisa Ling - OWN: Oprah

Winfrey Network

To Not Fade Away - RLTV The Captains - EPIX

George W. Bush: The 9/11 Interview -National Geographic Channel

Best Show or Series - Drama

The Secret Life of the American Teenager - ABC Family

Luther - BBC America

Justified - FX

Sons of Anarchy - FX

Best Show or Series - Education/ Instructional

Science & U! - Science, Technology and

Outer Space - CUNY TV

Making Medicare Work for You: Boomers,

Welcome to Medicare - RLTV

DIY Network's Rehab Addict - DIY Network

Best Show or Series - Faith Based

Mary Mary - WE tv

Just Where I Belong - TBN and Smile of a Child TV

Best Show or Series - Family Friendly

Dry Creek - BlueHighways TV

The Good Night Show: Differences -Sprout

R.L. Stine's The Haunting Hour - The Hub TV Network

Clue - The Hub TV Network

Family Game Night - The Hub TV Network

Best Show or Series - Food

Travel Channel's Bizarre Foods America -

Travel Channel

Cooking Channel's Unique Sweets -

Cooking Channel

In Search of Food - Ovation

Best Show or Series - Music

Britney Spears: Femme Fatale Tour - EPIX Best Show or Series - Reality/ Seth MacFarlane: Swingin in Concert -

EPIX

Hip Hop Shop - Fuse

Best Show or Series - News

CNBC's America's Oil Rush: Boom or Bust

- CNBC

Viewpoint with Eliot Spitzer - Current TV

Dan Rather Reports - AXS TV Healing Heroes - Time Warner Cable's

YNN Austin

On the Case with Paula Zahn -Investigation Discovery

Best Show or Series - Other

Top Gear - BBC Worldwide Productions

Vietnam in HD - History

Injustice Files: At The End of A Rope -

Investigation Discovery

Five - Lifetime

Dropped: Project Alaska - Sportsman

Channel

Wildfire Relief: Time to Rebuild - Time

Warner Cable's YNN Austin Motor City Rising - Ovation

Best Show or Series - Public Affairs

Florida - Cuba: A New Connection - Bay News 9

BrianLehrer.tv - CUNY TV

Sin By Silence - Investigation Discovery

Best Show or Series Reality -Autobiographical

It's a Brad Brad World - Bravo Media Shahs of Sunset - Bravo Media Braxton Family Values - WE tv Tia and Tamera - Style Media

Best Show or Series Reality -Professions

No Kitchen Required - BBC America Richard Hammond's Crash Course - BBC America

Family Pickle- Old School, New School -RLTV

Welcome to Sweetie Pie's - OWN: Oprah Winfrey Network

Million Dollar Listing New York - Bravo Media

Best Show or Series Reality - Mystery/ Investigation

Finding Bigfoot - Animal Planet Travel Channel - Ghost Adventures Syfy - Destination Truth

Competition

Around the World in 80 Plates - Bravo Media

Top Chef - Bravo Media Project Runway - Lifetime

Food Network's The Great Food Truck

Race - Food Network

Family Game Night - The Hub TV Network

American Ninja Warrior - G4

Best Show or Series - Sci Fi

Doctor Who - BBC America

Warehouse 13 - Syfy

Falling Skies - TNT

Best Show or Series - Sports

NBA on ESPN: Eastern Conference Finals - ESPN

The Association: Denver Nuggets - NBA TV Wilt 100 - NBA TV

Countdown to London - Universal Sports Television Network

The Journey: Big Ten Basketball 2012 - Big Ten Network

Best Show or Series - Talk Shows

The Graham Norton Show - BBC America Chelsea Lately - E! Entertainment The Mortified Sessions - Sundance Channel

CenterStage - YES Network

Best Online/Mobile Extras for a Linear Show

Discovery Channel's Gold Rush Aftershow Discovery Channel

Nascar.com: Race Buddy - Turner Sports

TNT Overtime - Turner Sports

PGA Championship Live on PGA.com -Turner Sports

So You Think You Can Dance - Ovation

Best Opening Sequence

NBA on ESPN: Eastern Conference Finals - ESPN

We'll Take Manhattan - Ovation

20011 Rugby World Cup - Universal Sports Television Network

Spartacus: Vengeance - Starz

Best Video on Demand Program/ Special

Vino Vino - Bay News 9 Battle of the Fans: Football Final 2011 -Comcast.cn100 - Chicago

Chicago Bears On Demand Training

Camp - Comcast.cn100 - Chicago Merry Christmas with Mariah Carey -

Ovation

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