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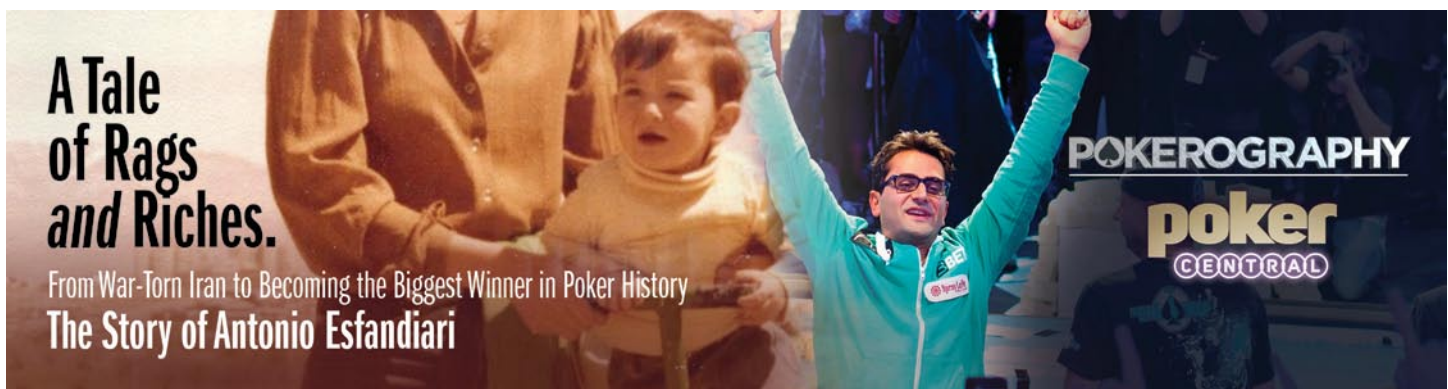
Tuesday — December 29, 2015

What the Industry Reads First

Volume 26 / No. 247

Tick Tock: NCTC's Fickle on AMC Networks Contract Negotiations

As NCTC's carriage deal with AMC Networks nears its Dec 31 expiration, we checked in with the co-op's pres/CEO Rich Fickle to see how negotiations are going. "We're continuing to work hard, and I would say AMC is trying to do the same thing," he said. Several NCTC members, including MCTV, Shentel and Valley TeleCom, have told customers they may have to drop the channels rather than absorb rate increases. Even if NCTC and AMC Nets shake hands, it doesn't mean every operator will be on board. In 2014, 70 NCTC members opted not to take the new deal the co-op hashed out with Viacom. While NCTC has other deals it's working on, Fickle said he doesn't expect they're heading into the same direction as AMCN. Content deals like these will be a high priority in 2016. "We'll also continue to expand our efforts to try and enable members with better technologies," he said. **We're a few days away from the deadline. Where do things stand with AMC Networks?** It's the biggest challenge I think I've seen in my 4.5 years at NCTC in terms of trying to reconcile the asks vs the bid. It's good in the sense that the companies are talking, trying to work it out and be creative, all in a very professional way. But we haven't resolved it yet. I think we still have quite a bit of work to do. **Do you get a sense there could be an extension?** I think it's too early. Usually in these kinds of negotiations extensions are usually granted if you've come to an agreement on basic terms... We haven't crossed that bridge yet. **Even if a deal is complete, your members may not take it. Do you get a sense that is a real risk with AMCN?** I do. You can see the localized press around the country. This is not things we're doing. These are members on their own indicating to their local marketplace that there's a good chance that they may not enter into a deal with AMC. [Viacom] was a bit of an inflection point for us. I don't know at NCTC that we'd had that number of companies for a major content deal decide that they could not move forward and drop the channels. You see in larger MVPD negotiations or in retrans negotiations that there may be a period of time where there's a loss of signal, but they seem to restore it and everybody moves on. Our world is a little different. I don't think members believe that's necessarily a good negotiating tactic, and really they just look at it and say, 'can I afford to do this deal or not?'. Once they make the decision they cannot, they move on. **NCTC and ACA have spoken to staffers at the FCC. What sort of reactions are you getting from the Commission or members of Congress?** On the Commission side, our member companies did most of the talking. Five companies, moderated by ACA, told their story from their perspective. I think the FCC was very attentive and asked a lot of good questions... It's not clear they have an immediate path to do something that would help the marketplace, but I think they're starting to sense there's a market failure that's occurring... On the Hill, I think certainly there's an interest in it. But the market has become a little bit numb to these kinds of negotiation dramas because it seems like most of them get resolved in the 11th hour. What we may find if this one turns out to be different that it will get the attention of Congress. **What is NCTC doing to help members if there isn't a deal with AMCN?** The members have the freedom and discretion



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on what they decide to do. We just provide them with tools. We provide them with sources of other content choices they might consider. We give them examples of how to talk to consumers, to the local constituents in their town, and how to go about managing these very difficult situations.

Retrans Watch: Nexstar stations are warning **Cable One** subscribers that they stand to lose the channels at midnight Jan 1. “Did you know Cable One pays more than \$7.00 for carriage of **ESPN** and more than \$1.65 for **TNT**? All Nexstar is requesting is that Cable One pay fair market value for the NBC and local programming we bring to you, our viewers, everyday,” the broadcaster has said in notices on its stations’ websites. Cable One did not immediately return a request for comment. Among the markets impacted are **KSNF** out of Joplin, MO, and **KFDX** in Wichita Falls, TX.

TWC Outages: Extreme weather causing deadly tornadoes and flash flooding in TX has left a few thousand **Time Warner Cable** subs in Dallas without services. The outage is primarily due to power outages, a spokeswoman said. There also was some plant damaged by the tornadoes, and the TWC team is working to make repairs as quickly and safely as possible, she said. Meanwhile, the service provider experienced outages throughout the Carolinas Sun night due to a router issue. The affected subs’ services began to be restored around 7pm, with the exception of video customers in Wilmington and Myrtle Beach where most channels were restored by late evening and all were fully restored early Mon morning.

Carriage: **AT&T** and **DirecTV** inked a deal with to carry the portfolio of **Entertainment Studios** HD networks. DirecTV will add **Comedy.TV** and **Justice Central** to its lineup. U-verse will carry **Comedy.TV**, **Recipe.TV**, **ES.TV**, **MyDestination.TV**, **Cars TV**, **Pets TV** and will continue to carry Justice Central. -- **DirecTV** customers now have access to **Revolt** via the Xtra package. **AT&T U-verse** launched the channel in July.

Showtime Offers Sampling: **Showtime** is letting viewers sample its upcoming drama series “Billions” and returning comedy “Shameless” starting Jan 1 across multiple platforms, in advance on their linear debuts. While Shameless debuts on Jan 10, Billions premieres on Jan 17. Through authentication, viewers can sample both premieres for free on **YouTube**, **Facebook** and **SHO.com**. They can also watch both series on Showtime On Demand, Showtime Anytime and the net’s stand-alone streaming service available through **Amazon**, **Apple**, **Google** and **Roku**, as well as through **Hulu** and **Sony PlayStation Vue**. The Billions and Shameless premieres will also be available for download as a free video podcast on iTunes. Non-subs can also sample the premiere for free across devices via Hulu, Roku and Sony PS Vue. The eps can be accessed via pay-TV providers’ VOD channels, websites and apps, including **Comcast’s** Xfinity TV, **Cox**, **AT&T’s DirecTV**, **DISH**, **Time Warner Cable** and **Verizon FiOS**.

Ratings: **AMC’s** martial arts series “Into the Badlands” Season 1 averaged 5.3mIn viewers, 3.2mIn 18-49 and 3.3mIn 25-54 in live+3 ratings. The finale, which aired on Sun, scored 3.6mIn viewers, 2mIn 18-49 and 2.2mIn 25-54 in live+3. The series ranks as the #3 highest-rated freshmen season of any series in cable history among 18-49 and 25-54 in live+3 viewing, following the net’s “Fear the Walking Dead” at #1 and “Better Call Saul” at #2.

Programming: **Tennis Channel** will offer exclusive live tournament coverage from the 2016 Hopman Cup

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BUSINESS & FINANCE

starting Sat at 9pm ET. The net will feature all US competition plus select other matches. The event takes place at the Perth Arena in Australia Jan 2-9. -- The NHL season is fast approaching and the **NHL Net** is set to provide on-site coverage before and after the 2016 Bridgestone NHL Winter Classic featuring the **Boston Bruins** against the **Montreal Canadiens**. The net's coverage will include weather reports, lineup analysis, player interviews and game predictions. The net's Jan game schedule will feature 12 teams, starting with the **New York Islanders** visiting the **Pittsburgh Penguins** on Sat at 7pm EST.

Christmas Card Keeper: We loved **Vyve Broadband's** Christmas card this year. The operator turned over the design to kids, with more than 500 children submitting drawings in its "The Spirit of Christmas" contest. The winner, 11-year-old **Alexander Griffin** of Harrogate, TN, had his drawing appear on the card and won an iPad Mini. Check out his design at **Cablefax.com**.

Editor's Note: We're looking for the Most Innovative People in Multi-screen. It's free to enter, but you must submit nominations by Jan 8. Our inaugural list of multiscreen movers and shakers will feature those innovative folks who are having an impact on multiple platforms. [Submit nominations](#) today.

Cablefax Daily Stockwatch

Company	12/28 Close	1-Day Ch	Company	12/28 Close	1-Day Ch
BROADCASTERS/DBS/MMDS					
BROADCASTERS/DBS/MMDS			CSG SYSTEMS:	35.80	(0.13)
DISH:	57.90	(0.41)	ECHOSTAR:	38.08	(0.52)
ENTRAVISION:	7.52	(0.19)	GOOGLE:	762.51	14.11
GRAY TELEVISION:	15.81	(0.05)	HARMONIC:	4.18	(0.13)
MEDIA GENERAL:	15.70	(0.36)	INTEL:	34.93	(0.05)
NEXSTAR:	58.49	(1.51)	INTERACTIVE CORP:	60.53	(1.11)
SINCLAIR:	32.10	(0.51)	LEVEL 3:	53.93	(0.47)
TEGNA:	26.03	0.10	MICROSOFT:	55.95	0.28
MSOS					
CABLE ONE:	449.62	14.59	NETFLIX:	117.11	(0.22)
CABLEVISION:	31.85	0.14	NIELSEN:	46.96	0.49
CHARTER:	182.08	0.19	RENTRAK:	47.47	0.61
COMCAST:	57.19	(0.11)	SEACHANGE:	7.00	0.08
GCI:	19.67	(0.21)	SONY:	24.67	(0.03)
LIBERTY BROADBAND:	50.93	0.30	SPRINT NEXTEL:	3.81	UNCH
LIBERTY GLOBAL:	39.46	(0.28)	TIVO:	8.67	(0.01)
SHAW COMM:	17.18	(0.03)	UNIVERSAL ELEC:	51.32	0.32
SHENTEL:	43.72	(0.19)	VONAGE:	5.87	0.01
TIME WARNER CABLE:	185.05	0.55	YAHOO:	33.60	(0.51)
PROGRAMMING					
21ST CENTURY FOX:	27.42	(0.01)	TELCOs		
AMC NETWORKS:	76.95	0.13	AT&T:	34.76	0.10
CBS:	46.83	(0.61)	CENTURYLINK:	25.84	(0.03)
CROWN:	5.28	(0.05)	FRONTIER:	4.85	(0.02)
DISCOVERY:	26.84	(0.25)	TDS:	26.74	0.16
DISNEY:	107.25	1.39	VERIZON:	46.75	0.04
GRUPO TELEVISIA:	27.92	(0.07)	MARKET INDICES		
HSN:	51.13	0.12	DOW:	17528.27	(23.9)
LIONSGATE:	32.90	0.05	NASDAQ:	5040.99	(7.51)
MSG NETWORKS:	20.86	(0.24)	S&P 500:	2056.50	(4.49)
SCRIPPS INT:	55.14	(0.21)			
STARZ:	33.57	(0.19)			
TIME WARNER:	64.48	0.09			
VIACOM:	43.34	(0.08)			
WWE:	18.65	(0.12)			
TECHNOLOGY					
ADVANTAGE:	1.80	(0.02)			
AMDOCS:	55.51	(0.5)			
AMPHENOL:	53.17	(0.25)			
APPLE:	106.82	(1.21)			
ARRIS GROUP:	29.94	0.16			
AVID TECH:	7.32	(0.17)			
BLNDER TONGUE:	0.37	(0.02)			
BROADCOM:	58.01	0.19			
CISCO:	27.31	(0.07)			
COMMSCOPE:	26.13	(0.2)			
CONCURRENT:	5.36	(0.07)			
CONVERGYS:	25.14	0.14			

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