

Cablefax Daily™

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What the Industry Reads First

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Charter's Day: Shares Slip, But 4Q Numbers Look Good

Charter shares fell about 6% Thurs after the company reported 4Q results that were strong, with 29K residential video adds (meaning the video base is up year-over-year), 115K residential broadband adds and 47K voice net adds. **Wells Fargo Securities** analysts suggested the stock drop could be related to comments on pricing, which is expected to be flat YOY. "We offer very affordable prices, and those prices will essentially remain flat in 2016," CEO *Tom Rutledge* said during Thurs' earnings call. That may have investors concerned that Charter post-merger could see a drag on revenue. "We think that the comments on flat pricing might be deal related, meaning why step into anything that could trigger some adverse FCC response even if it would be in the normal course of business?" Wells Fargo said in a note to clients. "The one thing we would point out is that Charter's strategy has consistently favored volume over pricing—so we don't think that the comments today are materially different or worrisome relative to what we have seen in the past—although it does suggest models will likely be tweaked." Not raising prices is consistent with Charter's model, which is to take prices down and invest more in the equipment and gear in the home and get more revenue per household as more products sell. As for the **Time Warner Cable** and **Bright House** transaction, Rutledge said the company remains hopeful the process can be completed in March. In addition to **DOJ** and **FCC** approval, Charter is waiting on state approvals from NJ, HI and CA (Rutledge thinks CA's vote is the only thing that could extend the process). "From a balance sheet and employee and operations perspective, we're ready to close," the CEO said. Rutledge tackled the requisite AllVid question, repeating the standard line about not having seen the proposal yet, but that it's a very vibrant market turning towards an app-based display. "We'll want to work carefully with the FCC as they attempt to change the marketplace that currently exists," he said. Charter will continue its rollout of its cloud-based Spectrum guide, powered by **ActiveVideo**, across its footprint, but it will take longer to bring it to TWC and Bright House subs. "Assuming we close sometime in the near future on those companies, we're not going to get them completely rolled out this fiscal year, but I think we can begin the process by the end of this year," Rutledge said. He was keen on its potential to support OTT services, such as **Netflix** and **Hulu**. When DOCSIS 3.1 becomes commercially available later this year, Charter may start to deploy it in lieu of 3.0 modems, but there are no specific plans yet. While the stock took a hit Fri, analysts

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seemed pretty pleased. “Charter’s results are solid on their own, and are broadly supportive of a cable industry that seems to be almost uniformly accelerating,” said *Craig Moffett*. “Cable’s infrastructure advantage is showing industry-wide... and Charter’s advantage, at least on a standalone basis, is greater than any of the majors, with less competing fiber in their footprint than anyone else’s.” **Evercore ISI** piled on: “Charter is the fastest growing pay-TV provider in the US. We believe that once the CHTR/Time Warner Cable/Bright House mergers close—we expect 2Q16—Charter will be poised to outperform due to its superior growth profile, financial leverage, and effective management team.”

Cox-Nexstar Shake On It: Cox subs in Las Vegas won’t have worry about missing the Super Bowl, with the MSO and Nexstar agreeing on a new retrans agreement. It was not immediately clear if Cox would still voice objections to Nexstar’s \$4.6bln deal to acquire **Media General**. Thirteen Nexstar stations in 9 markets have been dark on Cox systems since Sat. “We appreciate our customers’ patience and support as we sought to reach an agreement on behalf of our customers,” Cox said Thurs.

Set-top Proposal Opposition: The Future of TV Coalition, created last week following FCC chmn *Tom Wheeler’s* set-top proposal, scored 14 Latino advocacy groups, nets and content producers Thurs as new members. The coalition also wrote to the agency, saying Wheeler’s plan mirrors the “AllVid” proposal previously rejected by the FCC in 2010. It claimed the proposal would allow tech companies to repackage TV programming into their own products without having to pay for it or honor the terms of licensing contracts. In a press conference last week, Wheeler fired back at AllVid accusations, saying his plan doesn’t require a 2nd box and is about open standards versus closed standards. The coalition’s new members include **ASPIRA, Dialogue on Diversity, FGTV, Freemind Beauty, Hispanic Leadership Fund, Hispanic Technology & Telecommunications Partnership (HTTP), League of United Latin American Citizens (LULAC), MANA, National Puerto Rican Coalition, SER Jobs for Progress, TechLatino: The Latinos in Information Sciences and Technology Association, United States Hispanic Chamber of Commerce, United States Hispanic Leadership Institute**, and **VMe TV**. Founding members of the group include **NCTA, ACA**, major and mid-sized pay-TV ops.

DOCSIS 3.1 Boot Camp: SCTE is partnering with cable ops, vendors and **CableLabs** to create live training aimed to accelerate the deployment of DOCSIS 3.1. Following its debut late last year, the DOCSIS 3.1 Boot Camp is expected to be rolled out nationwide this year. Specifically, the training seeks to accelerate workforce readiness, performance and time-to-market for 3.1 deployments. The program features modules and demonstrations covering foundational elements of 3.1. It also includes application exercise, smartphone educational games and e-learning modules for the field.

Research: While the rise in time-shifted viewing largely changed viewership trends for most program genres, live viewing remains the standard for sports. According to **Nielsen** TV data from Q4, 95% of total sports program viewing happened live. In comparison, only 66% of general drama viewers watched live, likely as a result of the increased number of outlets that are now available to catch up on a missed episode, according to Nielsen. In 2015, there were more than 127K hours of sports programming available on broadcast and cable TV and 31+bln hours spent viewing sports, which is up 160% and 41% respectively from 2005.

Comcast Does Yoga: Comcast launched **Grokker Yoga Fitness** on Xfinity on Demand. The wellness video startup provides access to premium yoga, fitness, meditation and healthy cooking content on TV and across Xfinity TV Go platforms.

Carriage: Buckeye CableSystem launched **Poker Central** Thurs. Poker Central is available on the MSO’s channel 92SD and channel 579HD in both Toledo and Sandusky, OH.

Viacom & Sumner: It’s official. **Viacom’s** board said *Sumner Redstone* will serve as chmn emeritus, electing pres/CEO *Philippe Dauman* exec chmn. As was the case at **CBS**, the board also extended an offer to Viacom’s non-exec vice chair, *Shari Redstone*, to become non-exec chmn. She declined the offer and will continue in her role as non-exec vice chair.

Cable Center Award: The Cable Center named *Amos B. Hostetter, Jr.* the 2016 Bresnan Ethics in Business Award recipient. He is chmn of **Pilot House Associates** and was the co-founder/former chmn/CEO of **Continental Cablevision**. He previously served as a board member and chmn of **NCTA** and was a founding board member and former chmn of **C-SPAN** and **Cable in the Classroom**. The award will be presented at the 19th annual Cable Hall

BUSINESS & FINANCE

of Fame celebration during INTX on May 16. The award honors the late *William J. Bresnan*, founder/chmn of **Bresnan** and long-time chmn of the board of The Cable Center.

Lifetime Expands Bring It! Live:

A+E Nets' Lifetime is extending programming franchise of the Bring It! Live Tour into communities nationwide. The expansion allows fans to become part of the action as they see starts of the net's series "Bring It!" perform live onstage.

Compensation Survey: The Cable and Telecommunications Human Resources Association is seeking participants for its 2016 compensation survey. For 2015, 53 companies participated, providing info on everything from pay and incentives to perks and culture. Given the highly confidential survey data, the results from any given company cannot be seen. Only summary information pertaining to all participants is available. Companies interested in participating in the surveys should contact *Laurie Krashanoff* at 415.485.5521 or laurie@croner.biz.

People: Showtime upped *Tom Christie* to COO. He previously served as pres, distribution, business development and network operations. Christie will report to pres/CEO *David Nevins*. -- *Christine Merrifield*, previously of **MediaVest Worldwide**, joined **Turner** as svp, ad sales strategy and monetization.

Cablefax Daily Stockwatch

Company	02/04 Close	1-Day Ch	Company	02/04 Close	1-Day Ch
BROADCASTERS/DBS/MMDS					
DISH:	47.79	0.11	ECHOSTAR:	36.06	0.59
ENTRAVISION:	7.07	(0.11)	GOOGLE:	708.01	(18.94)
GRAY TELEVISION:	12.17	(0.71)	HARMONIC:	3.28	0.08
MEDIA GENERAL:	15.98	(0.14)	INTEL:	29.77	0.43
NEXSTAR:	42.21	(1.59)	INTERACTIVE CORP:	45.20	(0.58)
SINCLAIR:	32.14	(0.81)	LEVEL 3:	50.02	3.25
TEGNA:	23.49	(0.04)	MICROSOFT:	52.00	(0.16)
MSOS					
CABLE ONE:	428.04	3.45	NETFLIX:	89.71	(1.03)
CABLEVISION:	31.97	(0.05)	NIELSEN:	46.70	UNCH
CHARTER:	170.50	(5.95)	SEACHANGE:	5.90	0.07
COMCAST:	58.21	0.37	SONY:	22.08	0.05
GCI:	18.05	(0.19)	SPRINT NEXTEL:	2.83	(0.01)
LIBERTY BROADBAND:	47.12	(0.67)	TIVO:	7.96	0.16
LIBERTY GLOBAL:	36.05	0.87	UNIVERSAL ELEC:	50.67	1.61
SHAW COMM:	17.57	(0.08)	VONAGE:	5.07	(0.02)
SHENTEL:	22.02	(0.31)	YAHOO:	29.15	1.47
TIME WARNER CABLE:	183.44	(2.31)	TELCOS		
PROGRAMMING					
21ST CENTURY FOX:	26.08	(0.41)	AT&T:	36.53	(0.19)
AMC NETWORKS:	70.50	0.40	CENTURYLINK:	26.54	0.46
CBS:	48.41	0.15	FRONTIER:	4.69	0.09
CROWN:	4.44	(0.09)	TDS:	24.57	0.40
DISCOVERY:	27.70	0.43	VERIZON:	50.43	(0.19)
DISNEY:	95.43	0.29	MARKET INDICES		
GRUPO TELEVISA:	26.09	(0.22)	DOW:	16416.58	79.92
HSN:	45.38	(0.67)	NASDAQ:	4509.56	5.32
LIONSGATE:	25.45	(0.18)	S&P 500:	1915.45	2.92
MSG NETWORKS:	17.42	0.10			
SCRIPPS INT:	61.69	0.32			
STARZ:	31.23	2.04			
TIME WARNER:	71.84	0.38			
VIACOM:	48.68	1.11			
WWE:	17.01	0.38			
TECHNOLOGY					
ADVANTAGE:	1.78	UNCH			
AMDOCS:	54.95	(0.61)			
AMPHENOL:	49.57	0.52			
APPLE:	96.60	0.25			
ARRIS GROUP:	24.38	0.65			
AVID TECH:	7.40	0.52			
BLNDER TONGUE:	0.39	0.03			
CISCO:	23.54	0.44			
COMMSCOPE:	22.12	0.29			
CONCURRENT:	5.11	(0.04)			
CONVERGYS:	24.62	(0.06)			
CSG SYSTEMS:	37.88	2.61			

Cablefax Industry Jobs

3 Tips to Finding and Hiring the Perfect Candidate

TIP 1 : Target Candidates!

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TIP 2 : Be Selective!

Don't waste time reading pointless resumes. You can search Cablefax's resume database for free, while utilizing the demographic filters.

TIP 3 : Stand Out!

Take advantage of upgrades to add exposure by taking advantage of upgrades, including weekly job eletters sent to over 40k industry executives.



PROGRAMMER'S PAGE

Lifetime's Lost Girls

Lifetime revisits the Manson Family murders, one of the most gruesome crimes in 20th Century America, in its "Manson's Lost Girls" (premieres Feb 8 at 8pm). The original movie, featuring the circle of teenage girls who fell under the spell of *Charles Manson* and helped execute brutal killings meant to start a race war, is part of Lifetime's initiative to expand "Broadband Focus," a global movement dedicated to developing and supporting female directors, writers and producers, *Tanya Lopez*, svp of original movies, told us. *Leslie Libman* serves as director. The film tells the story from one Manson girl's perspective. "I wanted to achieve authenticity. I wanted the look and the feel of the movie, the music and the mindset of teenage girls from normal homes, and to reflect what was going on in 1969," Libman said. When Libman's agent sent her the script for the film, she knew she had to direct it. She went to high school less than 10 miles from Spahn Ranch, the notorious primary residence of Manson and his followers for much of 1968 and 1969. "I remember what the scene was like then. Hot and bright L.A. exteriors and dark, brooding interiors. Cars and music everywhere. There were concerts every day and night." It's a also time when politics, race, war and female independence turned a very conservative America upside down, she said. And San Francisco and L.A. were the epicenters that attracted the disaffected, the runaways, musicians and drugs, she said. "Free love and sexual freedom were the goal." And Manson, who drifted to San Fran wanting to be a musician, manipulated the young girls, who saw him as father, lover, and protector. The story is about the girls, said Libman. "These girls rejected their parents' values and saw them as hypocritical" and Manson created a world for these girls at Spahn Ranch, she said. From there, the girls are forever lost. – *Joyce Wang*

Reviews: "Animals," series premiere, Fri, 11:30pm, **HBO**. Like the comedy reviewed below, this animated series has its moments, but falls down in between them. The first ep centers on a bunch of rats in NYC who live, die and party like humans, and share human desires for alcohol, fun, love and sex. Yet the most amusing moments in this 30-minute opener is a dialogue between a pair of horses, justifying their lives when one mentions that a former colleague has hit it big on the racing circuit. A notable cast provides the animals' voices, including *Rob Corddry, Jay Duplass, Mark Duplass, Ellie Kemper, Nick Kroll, Adam Scott, Molly Shannon, Wanda Sykes* and *Cobie Smulders*. -- "Those Who Can't," series premiere, Thurs, 10:30pm, **truTV**. This series about HS teachers who are less mature than their students (BTW, the show is rated MA for mature audiences) is the network's first-ever scripted comedy and has its moments. It should—tru renewed it for Season 2 late last year, an unprecedented move for the network but in keeping with its push to load up on scripted fare. The series' stars and creators—*Adam Cayton-Holland, Andrew Orvedahl* and *Ben Roy*—are members of the Denver-based comedy troupe The Grawlix, whose online series led to this shot on truTV. – *Seth Arenstein*

Basic Cable Rankings			
(1/25/16-1/31/16)			
Mon-Sun Prime			
FOXN	1	1.4	3275
ESPN	2	0.9	2176
HGTV	3	0.8	1805
USA	4	0.7	1786
TBSC	5	0.6	1567
DISC	5	0.6	1365
DSNY	5	0.6	1336
HIST	5	0.6	1332
DSE	5	0.6	132
CNN	10	0.5	1260
ID	10	0.5	1186
FX	10	0.5	1140
FOOD	13	0.4	1097
ADSM	13	0.4	1074
TNT	13	0.4	1068
TLC	13	0.4	952
A&E	13	0.4	926
LIFE	13	0.4	923
NAN	19	0.3	820
AMC	19	0.3	810
BRAV	19	0.3	809
HALL	19	0.3	796
MSNB	19	0.3	796
SPK	19	0.3	725
TVLD	19	0.3	704
VH1	19	0.3	677
SYFY	19	0.3	658
APL	19	0.3	638
BET	19	0.3	607
DSJR	19	0.3	604
NKJR	19	0.3	563
HMM	19	0.3	492
VEL	19	0.3	438
MTV	34	0.2	536
EN	34	0.2	527
ESP2	34	0.2	523
CMDY	34	0.2	507
OWN	34	0.2	506
FAM	34	0.2	502
NGC	34	0.2	501
WETV	34	0.2	485
INSP	34	0.2	476
LMN	34	0.2	473
GSN	34	0.2	465

*Nielsen data, supplied by ABC/Disney, is based on coverage area of individual networks



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