5 Pages Today



## 5 Questions: Needham & Co's Laura Martin Tip Sheet for 2016

Don't count on Needham & Co's Laura Martin to comfort or coddle when it comes to the rapidly changing TV ecosystem. As Senior Equity Analyst, Entertainment and Internet, Martin has become infamous for her brutal honesty as massive disruption bears down on the media content business. And we doubt she'll mince words when she delivers the opening keynote at Cablefax's Multiscreen Summit on March 8 in NYC. We caught up with Martin for a guick download before her talk. We're often told that all screens can co-exist peacefully. True or false? Largely FALSE. Leisure time is essentially fixed, and therefore as viewing moves to lower revenue screens it hurts revenue and profit margins until money catches up with viewing shifts. What's the biggest mistake that traditional TV execs continue to make as they lay out their multiscreen plans? Putting identical content on lower revenue/hour platforms. WWE has the better model of editing and elongating its long-form premium video content to maximize length, content and revenue streams on each platform, which immerses the consumers in content but never allows them to view identical content on lower-revenue per hour distribution options. So what's your prognosis for the TV ecosystem in 2016? If the US does not enter recession in 2016, we expect TV revenue growth to accelerate in 2016 as measurement of mobile screens catches up with viewing. TV companies will finally be paid (via higher ad revenue) for the extra TV viewing on smartphones and tablets that they have been experiencing for the past several years. Stock market volatility is through the roof right now. Who will weather the storm better in 2016, traditional media stocks or the Netflixes of the world? Beta is the historical measure of share price volatility vs the market. A typical online company's beta is 3-5x the market, including Netflix at 5. Often, old media betas are under 1 (Disney), rarely going above 2 (CBS). By implication, in a market trending toward the downside, folks should prefer old media to new media share exposure. What's your biggest survival tip for TV execs in 2016? I recommend general managers for content who focus on editing and elongating one successful show across all TV and digital platforms to maximize innovation, trials and revenue maximization. [Join us as Martin and other highlevel speakers share insight at the Multiscreen Summit on March 8 in NYC. Limited seats still available].

**DISH/FOX Resolve Litigation: DISH's** AutoHop users won't be able to use the ad-skipping feature on new shows that air on **Fox's** owned or affiliated stations until 7 days after a program's debut. That's part of the pair's settlement, which

## Cablefax BEST SELLERS SALUTING CABLE SALES LEADERS

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Questions: Contact Mary-Lou French at mfrench@accessintel.com or 301-354-1851.

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## March 8 | 8:00 – 10:00 am | New York City

Web Content Director of the Year

Supplemental Web Content (one-time)

truTV - Impractial Jokers Live Punishment

Turner Entertainment Networks - Conan

XFINITY from Comcast - XFINITY Digital

Supplemental Web Content (ongoing)

Bravo Media - Odd Mom Out Branded

Food Network & Cooking Channel -

Duff's Sweet Spot Food Network & Cooking Channel -

American Cable Association - Matt Polka
 Food Network - Alton Brown,

NBCUniversal - Evan Shapiro

Time Warner Cable - Best Use of

Comcast - #FirmaMiTweet /

ARRIS Group, Inc. - @ARRIS

truTV - #HaveUFoundtruTV Campaign

AMC - Fear The Walking Dead: Flight 462

Turner Entertainment Networks - AT&T and CONAN 360 Virtual Reality at Comic Con Turner Sports - 2015 NCAA March

WE tv - Misster Ray's Reality Wraps

**Retail Educational Sales Tool** 

National Geographic Channels -

ESPN - ESPN.com Redesign &

National Geographic Channels -

American Genius Website

XFINITY from Comcast - STUDIO XFINITY

Breakthrough Interactive Companion Site

Comcast Spotlight - ComcastSpotlight.com

Bleacher Report - BleacherReport.com

Turner Sports - @NBAonTNT Twitter

Syfy - Z Nation: Find Murphy Time Warner Cable Media - Auto

Glow + Syfy - Sharknado 3

Use of Video/Moving Image

Facebook Recruiting

**Bleacher Report** 

#SignMyTweet

Video Mailer

Madness Live

Web Site Design

Syfy - Syfy.com

Web Site Redesign

AMC - AMC.com

20th Anniversary

Syfy - Blastr.com

UP ty - Upty.com

AMC - Badlands' Fight Camp

**INSP** - Christmas in the Smokies

**REELZ - Miss USA Broadcast** 

Kevin Sullivan, YES Network

Turner Sports

Special

Content

Tweeter

Star Salvation

SundanceTV - Rectify

WE tv - WE Tell All

Camp Cutthroat

truTV - @truTV

**Use of Facebook** 

WWE

**Use of Twitter** 

Visits Taco Bell

Welcome Guide

WWE

Cablefax's SITAL AWARDS BREAKFAST

## **Congratulations to our Pre-Announced Winners!**

**Digital PR Campaign of the Year** truTV - #HaveUFoundtruTV Campaign

**Digital Rookie of the Year** Sampson Simmons, Poker Central

## **FINALISTS**

#### Ad/Series of Ads

- Bleacher Report Sports Alphabet Aerobics BYU Broadcasting - BYUtv Sports:
- Blue Runs Deep Pop TV - Ads/Series of Ads for VisitSchittsCreek.com

- Best App Corporate Comcast Cable Papal Map App
- **Crackle/Sony Pictures Television** -
- Crackle DIRECTV

#### **Best App – Network**

- A+E Networks HISTORY HERE App
- BYU Broadcasting BYUtv Food Network & Cooking Channel -
- Food Network's In the Kitchen SundanceTV - SundanceTV App
- WWE The WWE App (with WWE Network)

#### Best App – Program

- Syfy Expanse VR App
   Syfy Syfy Sync for 12 Monkeys
   Turner Sports 2015 NCAA March
- Madness Live
- Turner Sports 2015 PGA Championship (Android)

#### **Best Cable Network Website**

- A+E Networks HISTORY.com AMC - AMC.com
- **E! Entertainment**
- Food Network & Cooking Channel -
- FoodNetwork.com Pop TV - POPTV.com

- **Best Content Marketing/PR** NBCUniversal - TV Everywhere Brand Marketing Campaign
  - Time Warner Cable Media TWCM
- NewFront 2015: Epic Connections Turner Entertainment Networks - AT&T and CONAN 360 Virtual Reality at Comic Con

#### **Best Regional/Local Programmers**

- Website
- Cox Media Arizona Cox7 Arizona
- **News 12 Interactive**
- YES Network YESNetwork.com

#### **Best TV Everywhere/**

- Authentication App (Programmer)

  A+E Networks HISTORY APP
- AMC AMC.com
- ESPN WatchESPN
- Turner Sports 2015 PGA Championship Live

#### **Best TV Everywhere/Authentications App** (Operator)

- Comcast Xfinity TV Go
- **DIRECTV** Directv TVE
- **DISH Anywhere**
- Time Warner Cable TWC TV

Mobile Marketing Campaign of the Year Turner Entertainment Networks - AT&T and CONAN 360 Virtual Reality at Comic Con

Online Newsroom Turner Sports - Bleacher Report's Team Stream News Room

## Best TV Everywhere Technology (Vendor) Bottle Rocket - AWE, a TV Everywhere

- platform powered by Bottle Rocket Clearleap - TV Everywhere Solution Kaltura - MotorTrend OnDemand for
- Motor Enthusiasts

#### **Best Visual Design**

- **BYU Broadcasting -** Granite Flats
- Comcast Cable X1 Onboarding Program Glow - GLOW + Syfy, Dominion
- National Geographic Channels -
- Saints & Strangers Website
- Syfy Syfy.com Turner Sports Bleacher Report Media Lab

#### **Best Website Navigation**

- AMC AMC.com DIRECTV
- Food Network & Cooking Channel -
  - FoodNetwork.com Verizon FiOS fios.verizon.com

#### **Blog or Series of Blogs**

- AMC Better Call Saul's Letters From Saul Discovery Channel - Discovery.com's
- DSCOVRD Blog
- Time Warner Cable Untangled Blog

#### **Digital Executive of the Year**

- Peter Blacker, Telemundo Media
- Mac McKean, AMC
- Romina Rosado, E! Entertainment Michael Spirito, YES Network
- Dan Suratt, A+E Networks

#### **Digital Team of the Year** A+E Networks

- AMC
- Discovery Channel Shark Week 2015
- **ESPN Digital Media**
- SundanceTV
- Viamedia WE tv
- WWE

- Digital Marketing Campaign Comcast XFINITY Language Choice
- Comcast Cable X1 Conversion Campaign NBCUniversal 2015 Social Boost
- **Ovation Television Network Minute** With Mick
- truTV Impractial Jokers FAN-Tastic Countdown
- Turner Entertainment Networks AT&T and CONAN 360 Virtual Reality at Comic Con
- WWE WrestleMania 31

#### **Editorial Excellence**

- AMC AMC.com National Geographic Channels -
- Breakthrough Interactive Companion Site
- National Geographic Channels -Killing Jesus Website
- SundanceTV sundance.tv

- Facebook Campaign Cox Communications Meta Millennials Integrated Facebook Campaign
- OWN: Oprah Winfrey Network Belief
- truTV Impractial Jokers Live Punishment Special

Online Store/Merchandizing Mediacom Communications Corporation -Mediacom E-Commerce Social Media Marketer of the Year

Allison Hoffman, Starz Entertainment

Turner Sports - NCAA.com SXSW

National Geographic Channels -

National Geographic Channels -

USA Network - www.whoismrrobot.com

Bravo Media - Odd Mom Out: V.I.M. (Very

National Geographic Channels - Saints &

Turner Sports - NBA.com's Mt. Rushmore

Crown Media Family Networks (Hallmark

Turner Entertainment Networks - Conan

Bleacher Report - The Simms and Leftkoe

Sony Pictures Television Networks -

Turner Sports - NCAA.com Features

**Online Community/Social Networking** 

Food Network & Cooking Channel -

BYU Broadcasting - Studio C

AMC - Mad Men: The Fan Cut

Important Mom) Perks Program

Turner Sports - NBA TV Fan Night

Strangers Website **Pop TV** - "The Orwell Games": Big Brother After Dark

Selection Show

**Official Show Website** 

Breakthrough Website

Killing Jesus Website SundanceTV - Rectify

Food.com

**Online Contest** 

Best Duos

**Online Games** 

**Original Content** 

Channel) - Cat Center

Syfy - Dominion: Revelations

YES Network - YES or No

SundanceTV - Rectify Podcast

Turner Sports - The Drop (from The

Channel) - Kitten Bowl II Food Network & Cooking Channel -

Social Good Campaign
Crown Media Family Networks (Hallmark

Crown Media Family Networks - Hallmark

Channel's Countdown to Christmas 2014

NBCUniversal -OWN: Oprah Winfrey Network - Belief

Pop TV - "#GetOnTheBoat" Rock This

Pop TV - #SchittsCreek Vine Campaign

Turner Sports - PGA Championship

truTV - Impractial Jokers Live

Hannibal Sync App

Visits Taco Bell

**Podcast or Videocast** 

#BakeItForward

#SignMyTweet

WWE - Connor's Cure

Boat Vine Campaign

Punishment Special

WWE - WrestleMania 31

Social Media Dream Team

Glow + Syfy - Sharknado 3
 TruTV - @truTV

Event Info & Registration: www.Cablefax.com/march8

Bravo and Oxygen Media

Social Media Campaign Comcast - #FirmaMiTweet /

Podcast

Starters)

## Cablefax Daily

## Friday, February 12, 2016 • Page 3

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dismisses all pending litigation between the 2, including disputes over Slingbox technology, AutoHop, Primetime Anytime and Transfer features. The move followed a similar pact DISH made with **CBS** in 2014, disabling the AutoHop's ad-skipping for **CBS** shows for 7 days after their linear debut. Fox sued DISH in 2012, saying DISH's AutoHop feature infringed on its copyrights and breached the carriage deal between the 2.

<u>On the Hill</u>: House Communications Subcmte advanced a GOP-backed bill designed to prevent the FCC from regulating Internet rates. The bill, introduced by *Adam Kinzinger* (R-IL), is opposed by **Free Press**. Policy dir *Matt Wood* said it would prevent the FCC from reviewing "entire categories of unfair practices, monopoly abuses, double-charging schemes and threats to Net Neutrality." The panel also passed the Small Business Broadband Deployment Act, which would offer a permanent waiver to smaller ISPs from the FCC's enhanced transparency requirements under the Title II Open Internet rules. The legislation defines "small businesses" as 1500 or fewer employees and 500K or fewer subs.

**Broadband Privacy:** As the **FCC** considers potential broadband privacy regulations, 7 trade groups representing broadband providers and tech companies asked chmn *Tom Wheeler* to consider a framework that's consistent with **FTC's** approach. In a joint letter, they said the FTC's method is "grounded on prohibiting unfairness and deception." The agency is looking to initiate a proceeding to consider how Section 222 of the Communications Act, which governs Customer Proprietary Network Information, should apply to broadband access. The trade groups are **ACA**, **Consumer Technology Association, Competitive Carriers Association, CTIA, Internet Commerce Coalition, NCTA** and **USTelecom**.

Internet Tax: The Permanent Internet Tax Freedom Act, which would ban states and localities from imposing taxes on Internet access permanently, sailed through the Senate Thurs. The legislation was already OKed by the House so it now goes to President *Obama* for approval. "We applaud the Senate on today's passage of the Permanent Internet Tax Freedom Act Internet (ITFA) and thank Sens. [John] Thune and [Ron] Wyden for their leadership in shepherding this important legislation throughout the process," said NCTA pres/CEO Michael Powell. Free market think tank the Information Technology and Innovation Foundation said "the cost, speed, and availability of broadband Internet access should continue to be a national priority, and by making the Internet Tax Freedom Act permanent, we can boost the growth of the Internet and the economic and societal benefits that come with it." FCC's GOP pair *Ajit Pai* and *Michael O'Rielly* also applauded the passage, urging the President to sign the bill into law soon.

<u>CBS 4Q</u>: CBS loves to talk about retrans revenue. In 4Q results posted Thurs, the company said retrans consent and reverse compensation are set to hit \$1bln in 2016 and are on pace to surpass \$2bln in 2020. For the quarter, CBS revenues climbed 6% YOY to \$3.91bln, driven by a 16% increase in content licensing and distribution revenues. Affil and subscription fees grew 13%, helped by continued increases in retrans revenues (natch!) and fees from CBS Television Network affil stations.

*TiVo-Buckeye Deal:* TiVo scored a multi-year partnership with **Buckeye CableSystem** to become the primary provider of software, user experience and cloud services for Buckeye's TV offerings starting in June. Buckeye will market and deploy TiVo's multi-screen offering, including DVRs, TiVo web, mobile and tablet apps, as well as a new non-DVR hybrid set-top box expected to provide traditional linear content, VOD and OTT/TVE content in single platform.

**Incentive Auction:** JP Morgan analysts expect bidders of the upcoming FCC incentive spectrum auction to spend \$25-35bln, which should be received by broadcasters in late 2016 or early 2017. They predict AT&T, Verizon, and T-Mobile will be the biggest bidders (\$21-30bln cumulative spend), that Sprint/Softbank will not register, and that DISH will "at most be an opportunistic buyer." Comcast, potentially partnering with other cable companies, could spend \$3-5bln, and private equity funds could spend \$1-2bln, said the JP Morgan research note. Comcast exects said during the company's 4Q earnings conference call that the MSO is interested in participating in the auction. Companies like Google or Amazon aren't expected to bid.

**Parenting with Univision:** Univision Digital launched a bilingual parenting channel created in collaboration with *Ricky Martin*'s parenting site, **Piccolo Universe.** Dubbed "Papás y Mamás," the channel targets Latino parents, featuring content in Spanish and English, and includes articles, columns by popular parenting bloggers, daily parenting news and trends, videos geared towards parents and kids, and articles written by Martin and other celebrities.

Comcast Aids Flint: Comcast continues to support Flint residents, including 58 of its own employees. So far, the MSO's

# **BUSINESS & FINANCE**

Flint technicians and service center employees have handed out some 1K state-provided water filters. The company is adding more WiFi hotspots to areas where relief efforts are concentrated. Comcast employees from across MI are joining the **Boys and Girls Club of Flint** for a call-to-action volunteer initiative later this month. In addition, the company has placed a recycling receptacle at its Flint service center to make it easy for Flint residents to recycle their water bottles.

#### Hulu/NBCU Rights Deal: Hulu

reached a deal with **NBCU** to make **Syfy's** time-traveler thriller "12 Monkeys" exclusive to the streaming service on Feb 24. Through the deal, Hulu acquires a full library of programming for series "Battlestar Galactica" and "Saved by the Bell," which are available to stream now. The deal also adds episodes of children's series including "Bob the Builder," "Thomas and Friends" and "Barney."

Sling TV Adds Cinemax: DISH's subscription OTT service Sling TV is expanding its lineup of premium programming with the addition of Cinemax, which costs \$10 a month in addition to the \$20 a month basic "Best of Live TV" package. The offering includes a live, linear Cinemax channel as well as on-demand programming. In a blog post Thurs, Sling said the VOD section offers the same catalog subs can find in a MAX GO subscription via their traditional cable providers.

#### Company 02/11Close Ch BROADCASTERS/DBS/MMDS ENTRAVISION: ......6.74 ...... UNCH GRAY TELEVISION:...... 10.09 ...... (0.46) MSOS S S Т LIBERTY BROADBAND: ....... 43.91 ...... (0.78) SHAW COMM: ...... 16.21 ...... (0.37) TIME WARNER CABLE: ..... 179.35 ...... 0.15 PROGRAMMING DISNEV 90 31 1 46

		1.40
GRUPO TELEVISA:	23.60	(0.08)
HSN:	42.61	0.16
LIONSGATE:	18.55	(0.7)
MSG NETWORKS:	15.35	(0.57)
SCRIPPS INT:	53.13	(0.79)
STARZ:	21.56	0.02
TIME WARNER:	62.32	2.25
VIACOM:	36.36	1.21
WWE:	14.94	(0.81)

#### TECHNOLOGY

ADDVANTAGE:	1.67	0.07
AMDOCS:		1.13
AMPHENOL:		(0.71)
APPLE:	93.70	(0.57)
ARRIS GROUP:		(0.27)
AVID TECH:	6.53	. (0.29)
BLNDER TONGUE:	0.40	(0.02)
CISCO:		
COMMSCOPE:	19.80	(0.7)
CONCURRENT:	5.29	0.23
CONVERGYS:		(0.05)
CSG SYSTEMS:		0.0Ź

#### **Cablefax Daily Stockwatch** 1-Dav Company 02/11 1-Dav Close Ch LEVEL 3: ...... 45.86 ...... 0.21 S

NIELSEN:		1.91
SEACHANGE:	5.66	(0.08)
SONY:	20.26	(0.53)
SPRINT NEXTEL:	2.55	(0.17)
TIVO:	7.45	(0.06)
UNIVERSAL ELEC:	47.63	(1)
VONAGE:	4.72	0.07
YAHOO:		(0.34)

#### TELCOS

ILLUUUU		
AT&T:	36.21	(0.22)
CENTURYLINK:	27.29	2.70
FRONTIER :	4.17	(0.01)
TDS:		0.02
VERIZON:	49.39	(0.59)

#### MARKET INDICES

DOW:	15660.18 (	(254.56)
NASDAQ:	4266.84	. (16.76)
S&P 500:		

# Cablefax Industry Jobs

#### TIP 1 : Target Candidates!

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#### TIP 2 : Be Selective!

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# 3 Tips to Finding and Hiring the Perfect Candidate

#### 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. Let Cablefax's Job Board do the work for you

## **PROGRAMMER'S PAGE** A Rather Good Interview...

When you get the chance to sit down with legendary newsman Dan Rather, you quickly realize that he'll discuss just about anything. Because he knows just about everything. But as Rather enters the 4th season of AXSTV's one-on-one talkfest "The Big Interview" (airs Tuesdays, 8pm) applying skills he learned over decades interviewing everyone from Saddam Hussein to Martin Luther King, we couldn't resist that age-old question: What really makes a great interviewer? "Whether you're a late night talk show host or a hard news interviewer, whether you're interviewing Saddam Hussein or some B-list movie actor, it's always the same: Preparation and listening," he says. "For 'The Big Interview,' I want the subject to be as comfortable as possible. I want them to feel at ease. I want them to view it as a conversation." Unlike other interview shows that cloister big names under the hot studio lights, Rather tries to meet his subjects in their environments, partly to loosen them up but also to create a more compelling narrative. "We want to be different," he says. "We want to be unique. We go to them. We don't ask them to come to us... We want it to be a magazine interview." Watch one episode, and you understand what that means as the interview anchors a much larger process of discovery. Rather's curiosity of his subjects' surroundings and workplaces yields even better questions, and ultimately better answers, making for a stark departure from most interview fare. And one that's often addictive to watch. Chalk it up to the autonomy that Rather has earned over decades—nearly one of which he has spent at Mark Cuban's network that began as HDNet. As for Cuban, "I'd fall on broken glass for him," he says. "I'd go to Hell and back for him. And that's not kissing up to him. I've reached the age and stage where I don't have to kiss up to anybody." Now, that's a good answer. [Look for the full interview at www.cablefax.com] - Michael Grebb

Reviews: "Destination Wild: Wild Sri Lanka, Sunday, 8pm, Nat Geo Wild. This is a 3-hour celebration of the island nation that's smaller than WV, yet one of the most biologically diverse spots on the planet. We saw hour 1, a gorgeous film about the rich life in the Indian Ocean waters surrounding Sri Lanka. Among the creatures great and small is the sperm whale, the world's largest predator, capable of shutting down many organs as it swims underwater for up to an hour. It swims so deep in the sea that the pressure would kill humans. As a result its deep-water sojourns remain un-filmed. -- "Vinyl," pilot, 9pm, Sunday, HBO. Hand it to HBO, the potential audience for this long-incubated series from Martin Scorsese and Mick Jagger is huge, everyone from baby boomers to generation X will be interested in the story of a troubled music executive in 1972 NY (Bobby Cannavale) with a good ear and who began at the bottom. The somewhat disjointed 2-hour pilot fails to jell until hour 2, when Andrew Dice Clay's sleazy character goes on an all-nighter that last several evenings. Yet even when "Vinyl" skids it sings-the music from blues to rock to punk is good, and vital to the story. Scorsese eventually weaves Vinyl's multiple flashbacks into a satisfying whole. - Seth Arenstein

	Basic Cab	e Rar	nkinas
(2/01/16-2/07/16)			
	Mon-Su		
1	FOXN	1.0	2270
2	HGTV	0.7	1623
2	USA	0.7	1588
4	ESPN	0.6	1451
4	DSNY	0.6	1435
4	FX	0.6	1349
7	CNN	0.5	1291
7 7	TBSC	0.5	1276
7 7	DISC	0.5	1246
7 7	MSNB HIST	0.5 0.5	1216 1140
7	DSE	0.5	121
, 13	ADSM	0.3	995
13	FOOD	0.4	954
13	TNT	0.4	942
13	ID	0.4	908
13	LIFE	0.4	901
13	NAN	0.4	852
13	HALL	0.4	804
20	TLC	0.3	819
20	A&E	0.3	796
20 20	AMC SPK	0.3 0.3	696 679
20	TVLD	0.3	649
20	VH1	0.3	611
20	FRFM	0.3	600
20	DSJR	0.3	554
20	NKJR	0.3	512
29	APL	0.2	536
29	BRAV	0.2	525
29	CMDY	0.2	514
29	MTV	0.2	510
29	SYFY	0.2	499 499
29 29	OWN LMN	0.2 0.2	499 476
29 29	INSP	0.2 0.2	476
29	WETV	0.2	449
29	TRAV	0.2	446
29	NGC	0.2	437
29	EN	0.2	435
29	BET	0.2	417
29	HMM	0.2	405
29	GSN	0.2	404
29	CNBC	0.2	401

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

# THE MOST INNOVATIVE

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## **Publication Date: March 8**

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