

Cablefax Daily™

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What the Industry Reads First

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Five Questions: A Conversation with Cable One's Incoming CEO Julie Laulis

*There will be a changing of the guard come January 1 at Cable One, with president/COO Julie Laulis stepping into the CEO chair. She's the only female CEO among the top 25 MVPDs, having joined the company in 1999 as director of marketing for the Northwest Division. But Laulis is quick to push aside any talk of her gender. "I strongly believe that talented, dedicated, hard-working people are what make an organization run well, regardless of gender. I hope to serve as a role model and mentor to others—both men and women—who share this principle," she told us. She takes the CEO reins from Tom Might, who will move into the executive chairman role. With the MSO making headlines over the years for its emphasis on HSD and gutsy decision to drop Viacom channels, Cable One's always one to watch. We talked a bit with Laulis about what's ahead. **Tom Might has been such a big part of Cable One for more than two decades. How will you leave you own distinct mark as CEO?** I plan on continuing the work that Tom along with myself and the rest of the Cable One team have been effectively executing since our strategic shift in 2012. We believe it is bearing fruit for our customers, associates and shareholders. Personally, I am proud to have learned this business from the frontlines on up—proof that the skills you learn as a CSR can take you places. **The company is well into its strategy of focusing on HSD and business services. As more OTT services launch, do you see a day in the not-too-distant future that you drop a video offering all together?** We have never planned to stop providing video service. We are, however, responding to inevitable market forces that shifted our focus away from maximizing customer PSUs and towards growing and maintaining our higher margin businesses, namely residential HSD and Business Services. **Cable One has been ramping up operations on the enterprise side of business services. What do you expect to see on this front in 2017?** Although we have not released any specifics at this time, I can say that our Business Services team and all who support them have consistently delivered since we launched that product line about six years ago. I expect that the Enterprise segment will be equally successful. Reliable, well-priced products with 24/7 customer support always do well. **What are your other top priorities for the coming year?** In its most simplistic form, ensuring that we have happy and motivated associates who are committed to satisfying our customers so that our long-term business is one that will benefit our*

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shareholders, customers and associates. While not easy, I think it can be that simple. **Who have your biggest mentors been?** Certainly Tom Might. His guidance and mentoring of me through the years is a gift that I truly appreciate. I am inspired by many—from athletes to our Cable One associates who do the almost-impossible every day!

TiVo Waiver: The FCC Media Bureau granted TiVo's unopposed waiver request to Commission rules regarding audiovisual output requirements. The rules require that set-top boxes provided by cable operators include an interface to enable home networking of consumer-owned devices to set-top boxes leased from cable operators for whole-home viewing and recording on those consumer owned devices. The Bureau granted TiVo a waiver of the rule until June 1, 2017. TiVo requested an extension through at least the end of 2018. The new waiver expires Dec 31, 2018.

Another Linear Net Calls it Quits: Sources confirmed **Poker Central** will shut down its linear network at the end of the month. *Multi* first broke the news, reporting the stream will go but programs will be available digitally. Former **Discovery Comm** exec *Clint Stinchcomb* was tapped as CEO of the venture, which had secured carriage with **NCTC** and **PlayStation Vue**. He is no longer with the company. **Poker Central** launched in Oct 2015, backed by pro poker player *Cary Katz*. Linear nets **Pivot** and **Al Jazeera America** also shuttered in 2016. A spokesperson for **Poker Central** said this is part of a September announcement to expand digital to better serve millennials. In addition to digital offerings, **Poker Central** airs broadcasts with other nets, just last week debuting "Poker Central Charity Shootout" on **CBS Sports Network**.

VidAngel Continued: As promised, **VidAngel** filed documents late Wednesday detailing efforts to comply with a preliminary injunction in a copyright dispute brought by the studios. The company is seeking until January 5 to modify its **Apple** app and January 25 for its **Roku** app if no stay of a preliminary injunction is granted. CEO *Neal Harmon* told the court that because of holiday deadlines at app stores, **VidAngel** cannot modify its offerings until early January. "The only alternative would be for **VidAngel** to completely turn off in-app purchasing across the board—which would prevent **VidAngel** from offering content that it is directly licensed to filter and stream or as to which the rights holders have no objection to," *Harmon* said in his declaration. The studios, which include **Disney** and **Fox**, have complained that **VidAngel** is continuing to offer their titles despite a December 12 preliminary injunction from the court.

NFL for Layer3: **Layer3 TV** is adding **NFL Network** and **NFL RedZone** to its lineup, with the deal inked in time for the Thursday Giants-Eagles game (also on **NBC** and **Twitter**). **Layer3** is currently offering service in metro DC and Chicago. **NFL Net** is being offered in the allHD Platinum package, available to all subs, while **RedZone** is in the Sports & Info tier.

NATPE Debut: New **Viacom** CEO *Bob Bakish* is getting out on the circuit, serving as a keynoter for the upcoming **NATPE** Miami conference (Jan 17-19, Miami Beach). **A+E Nets** president/CEO *Nancy Dubuc* will serve as the opening keynote. Other speakers include **Hulu** head of content *Craig Erwich* and "Today" host and **Roker Media** CEO *Al Roker*.

A+E Intl: **A+E Networks** will acquire a strategic stake in Korean media company **IHQ** as part of its commitment to expand in South Korea. **A+E** also will buy 2 local channels—**FoodTV** and **TVIS**— which, via a partnership with **IHQ** and its majority shareholder, **D'Live Co., Ltd.**, will be widely distributed across a range platforms to 20mln homes. The 2 nets will be rebranded **History** and **Lifetime** in 2017. The deal is subject to customary regulatory approvals.

Trump Transition: More additions to Team Trump Thurs. *Sean Spicer*, previously communications director for the **RNC**,

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BUSINESS & FINANCE

was named as press secretary. Trump's campaign press sec *Hope Hicks* will serve as director of strategic communications, while campaign staffer *Jason Miller* will serve as dir, communications. *Dan Scavino* will continue to head up social media.

Programming: Food Network's latest competition series pits home bakers against professional chefs to see who can impress judges in a blind taste test. "Bakers vs Fakers" debuts Jan 25, 10pm. -- **Cinéma's** 3rd Annual CinéFashion Film Awards, hosted by actress *Ali Landry*, has garnered more than 485mln media impressions.

Public Affairs: Vyve's annual Christmas card contest always brings us a smile. This year, the operator received more than 800 entries from kids ages 3-12 in nine states. The winning design was created by 11-year-old *Alicia Jimenez* of McGehee, AR. A card with her design was sent to more than 200K Vyve households and she won an iPad Mini as well as \$200 in art supplies for her school.

Business/Finance: Netflix CEO Reed Hastings' salary is set to dip to \$850K next year from \$900K in 2016, but his stock option allowance will rise to as much as \$21.2mln (from \$19mln), according to an SEC filing Thurs. Chief content officer *Ted Sarandos'* salary stays at \$1mln, while his bonus target jumped to \$9mln from \$4mln (his stock options fell to \$11mln from \$11.8mln).

Cablefax Daily Stockwatch

Company	12/21 Close	1-Day Ch	Company	12/21 Close	1-Day Ch
BROADCASTERS/DBS/MMDS			LEVEL 3:56.41 0.34		
DISH:	59.07	(0.51)	MICROSOFT:	63.55	0.01
ENTRAVISION:	6.60	(0.05)	NETFLIX:	125.58	(0.92)
GRAY TELEVISION:	10.65	0.10	NIELSEN:	42.77	(0.49)
MEDIA GENERAL:	18.67	0.03	SEACHANGE:	2.49	(0.01)
NEXSTAR:	62.60	(0.65)	SONY:	28.35	(0.14)
SINCLAIR:	33.25	0.10	SPRINT NEXTEL:	8.50	0.09
TEGNA:	22.21	0.06	SYNACOR:	3.15	UNCH
MSOS			UNIVERSAL ELEC:	64.25	(1.7)
CABLE ONE:	617.75	(6.12)	VONAGE:	6.91	0.02
CHARTER:	291.02	(0.22)	YAHOO:	38.50	(0.65)
COMCAST:	71.02	0.19	TELCOS		
GCI:	18.90	0.15	AT&T:	42.72	0.36
LIBERTY BROADBAND:	73.07	0.11	CENTURYLINK:	23.87	0.10
LIBERTY GLOBAL:	30.82	(0.24)	FRONTIER :	3.34	0.05
SHAW COMM:	20.06	0.12	TDS:	29.44	(0.04)
SHENTEL:	28.00	0.10	VERIZON:	53.65	0.68
PROGRAMMING			MARKET INDICES		
21ST CENTURY FOX:	28.43	(0.02)	DOW:	19918.88	(23.08)
AMC NETWORKS:	52.71	0.64	NASDAQ:	5447.42	(24.01)
CBS:	64.50	(0.13)	S&P 500:	2260.96	(4.22)
DISCOVERY:	28.13	(0.31)			
DISNEY:	105.42	(0.14)			
GRUPO TELEVISA:	20.88	(0.21)			
HSN:	34.60	(1.7)			
MSG NETWORKS:	21.60	(0.15)			
SCRIPPS INT:	72.60	0.47			
TIME WARNER:	96.46	0.47			
VIACOM:	38.90	(0.3)			
WWE:	18.61	(0.26)			
TECHNOLOGY					
ADVANTAGE:	1.66	UNCH			
AMDOCS:	58.23	(1.41)			
AMPHENOL:	68.28	0.06			
APPLE:	116.29	(0.77)			
ARRIS GROUP:	30.96	(0.33)			
AVID TECH:	4.53	0.13			
BLNDER TONGUE:	0.48	(0.04)			
CISCO:	30.46	0.04			
COMMSCOPE:	37.20	(0.17)			
CONCURRENT:	5.28	0.10			
CONVERGYS:	24.52	(0.45)			
CSG SYSTEMS:	48.72	(0.68)			
ECHOSTAR:	52.10	0.07			
GOOGLE:	791.26	(3.3)			
HARMONIC:	5.15	(0.2)			
INTEL:	36.93	(0.05)			
INTERACTIVE CORP:	66.13	0.39			



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PROGRAMMER'S PAGE

Happy TV Holidays

Every year promises classic Christmas movie fans a good time, but it may be worth watching some less traditional programming during the holidays. My favorite holiday movie is "Die Hard" (the first one is anyway), and **IFC** just happens to be playing the first three in the franchise on Christmas Eve beginning at 9:30pm. If you are more of a holiday traditionalist, look no further than **Hallmark Channel's** "12 Days of Christmas." With heart-warming and uplifting tales, all you'll need is a warm fuzzy blanket and some hot chocolate. Premiering on the 25th at 8pm is a Christmas episode of "When Calls the Heart." For "Doctor Who" fans, the annual Christmas special is worth waiting for (**BBC America**, Sun, 9pm). "Doctor Who Christmas Special: The Return of Doctor Mysterio" presents the Doctor, currently played by Peter Capaldi, as he tries to save NYC from floating alien heads with the aid of a superhero called "The Ghost." Whovians have come to love the yearly special, with previous episodes involving a floating Titanic, a Santa Claus rescue and evil snowmen. **Netflix** premieres a holiday special of its own Fri, "Sense8: A Christmas Special." The two-hour episode brings together cheer, danger, and overall emotions fit for the holidays as eight strangers find themselves and their minds interconnected. Want to see a lot of people fail and a few succeed? Check out **Esquire's** "Ninjathon," a weeklong event starting early on December 26 at 7 am that features eps of American Ninja Warrior, "Ninja Warrior" (Susuke), "Team Ninja Warrior" and "Team Ninja Warrior: College Madness." And for the sports fans, **ABC** and **ESPN** have you covered with 13 consecutive hours of **NBA** action, including an exciting re-match of the most watched "NBA Finals" in ABC History. *LeBron James* and *Kyrie Irving* from the Cleveland Cavaliers are hosting *Stephen Curry* and *Kevin Durant* from the Golden State Warriors at 2:30pm on the 25th. — *Haley Spillane*

Reviews: "Every Brilliant Thing," premiere, Monday (12/26), 8pm, **HBO**. Tired of sappy holiday films, but want something involving family? This lively, one-man show about a boy who reacts to his mother's suicide attempt by composing a list of everything good in the world might be for you. While this tale is not British actor-comedian *Jonny Donahoe's* real-life story, he makes it seem so with marvelous acting and comedy. Another wonderful touch, viewers will feel as if they're in the audience. Unfortunately, they won't be able to take parts in the show, as some lucky (and talented) audience members in the theater did. -- "Killing Fields," Season 2 premiere, Tuesday (1/3), 10pm, **Discovery**. We raved about Season 1 of this docu-series, which followed an active homicide investigation in Iberville Parish, LA. *Eugenie Boisfontaine's* dead body was dumped in a swamp in 1997. Our raves were mostly about Det. *Rodie Sanchez*. An old-school detective with a classic Louisiana drawl, Sanchez has un-retired to find Eugenie's killer(s). Since that case was unsolved last season, it and Sanchez are back. Unfortunately for returning viewers the novelty of a live investigation has worn off. Even the appealing Sanchez is a bit diminished now. Perhaps that's why another cold case is introduced in ep 1. Good. Even a slightly overexposed Sanchez is good viewing. — *Seth Arenstein*

Basic Cable Rankings (12/1216-12/1816)			
Mon-Sun Prime			
1	ESPN	1.2	2653
2	FOXN	1.0	2389
2	HALL	1.0	2338
4	FRFM	0.7	1716
5	USA	0.6	1492
5	TBSC	0.6	1409
5	DISC	0.6	1385
5	HGTV	0.6	1297
5	NFLN	0.6	1092
5	DSE	0.6	116
11	HIST	0.5	1190
11	TNT	0.5	1108
11	ID	0.5	1032
11	HMM	0.5	861
15	DSNY	0.4	1016
15	FX	0.4	999
15	MSNB	0.4	980
15	FOOD	0.4	943
15	A&E	0.4	916
15	AMC	0.4	915
15	NAN	0.4	838
15	NKJR	0.4	707
23	ADSM	0.3	795
23	BRAV	0.3	734
23	LIFE	0.3	701
23	TLC	0.3	700
23	TVLD	0.3	677
23	CNN	0.3	652
23	DSJR	0.3	535
30	SYFY	0.2	567
30	SPK	0.2	523
30	VH1	0.2	488
30	CMDY	0.2	464
30	EN	0.2	462
30	APL	0.2	446
30	WETV	0.2	439
30	TRAV	0.2	422
30	BET	0.2	419
30	INSP	0.2	410
30	ESP2	0.2	408
30	GSN	0.2	405
30	LMN	0.2	401
30	NGC	0.2	377
30	WGNA	0.2	360

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

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