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SHOW DAILY

NATPE · MIAMI BEACH MONDAY, JANUARY 27, 2014

SYNDI'S SUPER SELECTS

BY CATHY CORCORAN

At this year's NATPE, look for sizzle and sultry sass with a smorgasbord of new TV fare lining up for first-run syndication in Monday through Friday access.

"We have a lot of buzz this year with a real diversity of programming," said Bill Carroll, VP and director of programming for Katz TV, pinpointing a new game show, a high-profile host talk show and a panel talk show topping the list.

SEE SYNDI, P.10

ALL WORK, NO PLAY? NO WAY!

The days at NATPE may be full of deal making appointments, but the nights typically are programmed to serve as wind down opportunities. On the calendar this week is a jam-packed slate of parties from poolside cocktail mixers to happy hours, from award receptions to late night soirees. Most are happening at the sophisticated Fontainebleau Resort or right next door

SEE ALL WORK, P.4



PHOTOS BY CARLOS BARRIOS

After some speculation, NATPE president and CEO Rod Perth, right, confirmed last night during the opening reception at the Eden Roc Hotel that NATPE will return in 2015 to Miami Beach, to the delight of newly elected City of Miami Beach Mayor Philip Levine. Levine, who is the former owner of Onboard Media TV, a video content creator for the cruise ship industry, hawked the city as a TV, film and video production hub, with new pilots and series from HBO, FX and Netflix filming here this spring.

BUSTIN' BARRIERS FOR BIZ

BY CATHY CORCORAN

Evolving to meet the demands of a changing media landscape, NATPE brings buyers, sellers and brand/advertising experts together this week in Miami to explore fresh new content, learn about developing technologies, and make the deals that will drive the market in 2014 and beyond.

The 2014 conference theme is "No Barriers. New Business," reflecting NATPE's commitment to creating the

SEE BARRIERS, P.6

New Girl



COMING SOON

last MAN standing



at deadline

Known for being one-half of the comedy team, The Smothers Brothers, Dickie Smothers is launching syndicated news content segments, *A Minute with Dickie Smothers* to TV Stations across the U.S. It's an informative, well-researched, fun, and entertaining syndicated 60-90 second TV news segment with easy to follow tips and strategies for viewers to use when tackling every day life.

BUSTIN' BARRIERS FOR BUSINESS, BUYERS AND SELLERS

CONTINUED FROM P. 1

first and most important must-attend market of the year.

Several hundred exhibitor companies are presenting a full slate of daytime, access, off-network and new shows in development. Often called "The Marketplace of the Americas," NATPE will feature a wide variety of Spanish language programs for audiences throughout the Americas and the world.

The conference will have a distinct international flavor, with exhibitors coming from 23 different countries and nearly half of the registered buyers coming from outside the U.S., representing 46 different countries.

In an effort to streamline traffic and make it easier for buyers and sellers to connect, new booths will be located on the market floor, private suites will be open in the hotel towers, and there will be several meeting tables and meeting rooms for screenings. NATPE is confirmed to return to Miami in 2015, but plans for the following years are still under discussion.

"We need to be nimble, we need to listen to our customers and we need to be relevant to their business," says Rod Perth, president and CEO of NATPE. He added that NATPE's prime goal is to facilitate new business opportunities.

In addition to traditional broadcast programming, the conference will focus on



Opening Keynote, Fred Graver, Head of TV, Twitter, today, 9 am

digital technologies that bridge the gap between linear and digital programming.

Jordan Levin, Co-Chair of NATPE, president of Alloy Digital and CEO of Generate, said, "I believe that screens are going to continue to blur. Content will continue to migrate across screens in an

become the most dominant over time, especially as younger audiences age."

"Screen-blurring" is already here, as syndicated programs such as *Let's Ask America*, *The Social*, *Right*, *This Minute* and others invite viewer interaction in real time via Facebook, Twitter and other social media.

NATPE's Monday keynote presentation will feature Fred Graver, Twitter's Head of TV, and Jean-Philippe Maheu, Twitter's Managing Director, Global Brand



Global Navigators Keynote - Emilo Azcarraga, Chairman and CEO, Telesistema Internacional, Wednesday, 10 am

interviews with TV program producers and show-runners, and how second screen affects the way they develop content and incorporate it into their programs.

Kevin Beggs, chairman, Lionsgate Television

element in the equation. Yes, that's right. Third screen. TV. Tablet. PDA/Phone. It is upon us."

You might expect to see producers, programmers and technology experts at NATPE, but now, brand experts and large advertisers are also more prominent.

Babs Rangaiah, VP for Global Media Innovation and Ventures at Unilever, said, "There are dramatic changes taking place in the consumer and media landscape because of technology. Everything from the way we view photos, to how we watch video, listen to music, get our news and even how we read has been transformed. This has a direct impact on Unilever as the second biggest advertiser in the world.

Content, both the creation and distribution of it, has historically been controlled by Hollywood and the like, she said. And yet now, almost anyone can create and distribute content and they can do it at scale. Additionally, consumers want to consume whatever content they want, whenever they want it and on whatever device they choose. They don't want to spend much for it (if anything) and they have the technological tools to avoid most advertising, she said.

"What all this means is that brands have an unprecedented opportunity to engage with consumers in more meaningful ways. So what we are interested in by attending NATPE is connecting with companies in the content/digital ecosystem (creators, distributors, technologies, etc...) to help us shift from a 'campaign' approach to more of a sustained hybrid advertising/content



Storytellers - James L. Brooks, writer/director/producer, Tuesday, 9:45 am

increasingly seamless manner. The screens that afford the consumer the most immersive and interactive experience will



Opening Keynote, Jean-Philippe Maheu, Twitter Global Brand & Agency Strategy, today, 9 am

& Agency Strategy. Lauren Zalaznick, Founder of LZ Sunday Papers, will moderate the conversation, which will focus on new ways for producers, distributors, network and local station executives to use Twitter to boost ratings, revenue and engagement with audiences.

Twitter has more than 645 million active users, with an estimated 135,000 new users signing up daily. An average of 58 million tweets - more than 9,000 per second - are sent each day.

Another key session at the convention will report on qualitative results from the recent study co-commissioned by NATPE and the Consumer Electronics Association. This presentation will focus on



Storytellers - Marta Kauffman, writer and creator, Friends, Tuesday, 2 pm

Group, said, "Not only will second screen viewing continue to grow, but I am seeing third screen viewing as another

MINE NATPE FOR NEW TRENDS AND OPPORTUNITIES

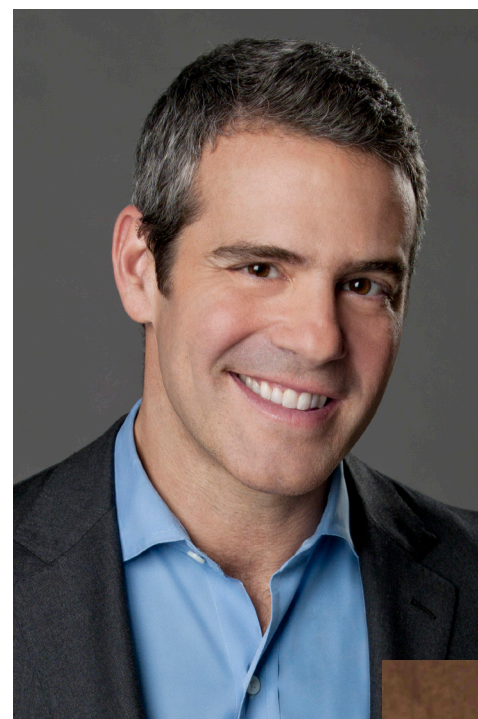
approach," she said.

In order to stay up to date on these dizzying changes, attendees can choose from sessions such as How Will People Watch TV Tomorrow...Or Will They Even Watch it? On the business side, experts will ponder the question, Television Everywhere: How Will Profits Grow as Screens Diversify?

Conference sessions are grouped into different tracks, including Storytellers Who Have Shaped Pop Culture, which features Oscar- and Emmy-winning writer, director and producer James L. Brooks in conversation with writer and producer Phil Rosenthal (*Everybody Loves Raymond*); Andy Cohen, "Watch What Happens Live!"; Marta Kauffman, writer and creator, *Friends*; Documentary producer Morgan Spurlock; and Terence Winter, executive producer, *Boardwalk Empire*.

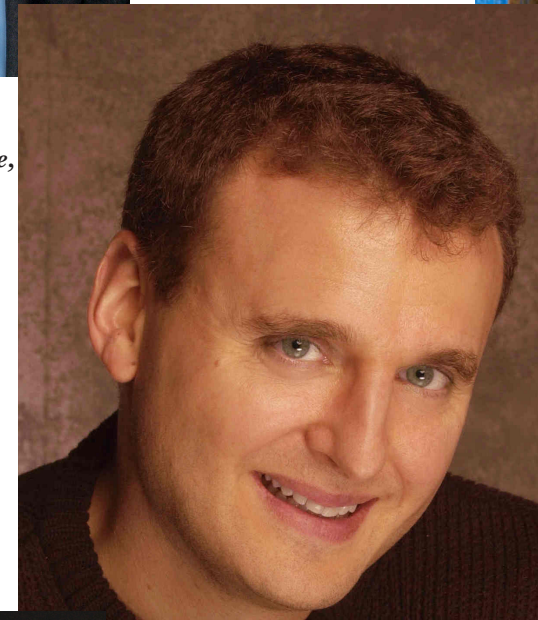
Speakers in the Game Changers track include Sean Atkins, SVP/GM, Digital Networks & Commerce, Discovery Communications; Drew Buckley, COO and Head of Digital, Electus; Alex Carlross, Global Head of Entertainment, YouTube; Fred Graver, Head of TV, Twitter Media; Erin McPherson, Chief Content Officer, Maker Studios; Jim Packer, President, Worldwide Television & Digital Distribution, Lionsgate; Babs Rangaiah, VP, Global Media Innovation & Ventures, Unilever; and Valari Dobson Staab, President, NBC-Owned Television Stations, NBCUniversal Television Stations.

The Masters of Marketing track features Andy Donkin,



Andy Cohen, Host and Executive Producer, Bravo TV's Watch What Happens Live, Tuesday, 3 pm

Head of Worldwide Brand and Mass Marketing, Amazon.com; Joseph Feczko, SVP, Innovation Integration and Broadcast, Macy's Corporate Marketing; Rob De Feo, Innovation Leader, Expedia; David Levy, President, Turner Broadcasting;



Phil Rosenthal, writer/producer, Everybody Loves Raymond, Tuesday, 9:45 am

features Dana Brunetti, president & CEO, Trigger Street Productions; Alex Moule-Berteaux, Chief Commercial Officer, Aereo; David Poltrack, Chief Research Officer, CBS Corp.; Wayne Scholes, CEO, Red Touch Media; Frank Sinton, Founder & CEO, Beachfront Media; Sima Sistani, Director of Mobile Growth, Yahoo!; Anthony Wood, Founder and CEO, Roku, Inc.

Also new this year is the Access to Insight: 30 Minutes at C-Level track, a series of closed-door sessions offering an unparalleled opportunity to attend a variety of "master classes" with



Grace Helbig, Comedienne and YouTube personality, Tuesday, 4 pm

trend-defining media industry leaders, executives and creators, and participate in unique conversations regarding current business models, strategies and best practices.

These sessions will feature presentations by Mark Crumpacker,



Masters Marketing Keynote Tony Pace, CMO, Subway, Tuesday, 9 am

and Bryan Thoensen, Director, Head of Brand Content, Hulu.

The lineup of Global Navigators includes Emilio



NATPE-CEA Shelly Zalis, CEO Ipsos OTX, today, 11 am

Chief Marketing Officer, Chiptole; Kris Magel, Chief Investment Officer, Initiative; David McKillop, EVP and GM, A&E;

Bill O'Dowd, CEO, Dolphin; Howard T. Owens, President, National Geographic Channel; Tony Pace, Chief Marketing Officer, Subway; John P. Roberts, SVP Digital Media and Commercial Affairs, Endeavor; Tim Spengler, President, Clear Channel Media; and Michael Garcia, Chief Creative Officer, Telesistema USA, and Ryan C. Likes, Chief of Operations and Business Affairs, Telesistema USA.

Though most of the Access to Insight sessions were fully booked during early registration, enterprising attendees can show up to grab empty seats from previously-registered no-shows.

Lest attendees fear that NATPE is all work and no play, they should remember the Welcome Party at the Eden Roc Hotel last night 6-8 pm, sponsored by the Greater Miami Convention and Visitors Bureau; the Opening Night Party tonight is poolside at the Fontainebleau Hotel, sponsored by Cisneros Media Distribution and Samsung. The 11th Annual Brandon Tartikoff Legacy Award Ceremony and Dinner Tuesday is 6-8 pm in the Fontainebleau's Glimmer Ballrooms, sponsored by Telesistema, 20th Television, Lionsgate and NBCUniversal. Separate tickets are required for the Tartikoff Ceremony.

MIAMI ATTRACTIONS SCORE ART, CULTURE AMONG CITY'S MAJOR LURES

NATPE 2014 attendees have lots in store at the events surrounding the conference this week. But given a window or two, they might consider agendas beyond the business meeting to seal the perfect deal—even if it occurs poolside with a mojito in hand.

Keep some of these attractions in mind as NATPE 2015 is in the wings, scheduled to be in Miami. No one has ever been disappointed exploring the city's lively arts scene. While great beaches, perfect weather and a sizzling nightlife have earned Miami its status as the world's favorite fun-in-the-sun playground, the city is home to a diverse, sophisticated population that has sparked an increase in cultural-centric groups over the past 20 years.

Defined in part by its geographic location at the crossroads of Latin America and with a kaleidoscope of cultural groups that reflect its mix, Miami's cultural milieu is rich with grassroots organizations as well as world-class cultural institutions.

Miami's evolution into an international destination directly impacts cultural life. As more important visual and performing artists are attracted to live and work in Miami, the quality of exhibits and performances rises. As Miami molds itself into a 21st century arts mecca, the most renowned architects of our era—including Cesar Pelli, Robert A.M. Stern, Arquitectonica and Arata Isozaki—are changing the city's face.

Case in point is the dazzling new Adrienne Arsht Center for the Performing Arts of Miami Dade County, which opened in October 2006. Designed by Cesar Pelli, the 570,000-sq.-ft. complex on six acres of land on Biscayne Boulevard is one of only four major centers in the U.S. featuring three separate performance facilities created to present ballet, opera, theater and symphonic music.

Modeled after "purpose-built" performance halls like New York's Lincoln Center,

the magnificent venue includes the 2,200-seat Carnival Symphony Hall, the 2,400-seat Sanford and Dolores Ziff Ballet Opera House, and a 200-seat black box Studio Theatre. Four nationally esteemed companies are in residence: the

Concert Association of Florida, Florida Grand Opera, Miami City Ballet and the New World Symphony. A major destination for visitors and residents alike, the Center has served as an important force in revitalization efforts in

downtown Miami.

Come back to Miami in February for Art Basel Miami Beach, which has become the most talked about art event in the U.S.

This sister fair to Art Basel Switzerland has become more

celebrity-packed, exhilarating and successful each year since its auspicious debut in America in December 2002. Five days of exhibits, A-list parties, lectures, alternative and crossover events and ancillary exhibits rage nonstop for the crème de la crème of the international art world and its collectors, dealers, curators and critics.

If anyone needed further proof of Miami's ascendancy as an arts mecca, Art Miami draws close to 32,000 arts lovers to the Wynwood Arts District for its annual event, held simultaneously with Art Basel. It typically draws 130 galleries from 27 countries, including emerging and local venues.

Additionally, Arteaméricas, held in March has become the world's premier Latin American art fair. It features the best galleries from 18 countries in the Americas and around the world and showcases well-known classic to

contemporary artists. Renowned fairs such as these serve as a measure of Miami's art pulse.

A new \$44 million South Miami-Dade Cultural Center opened in 2007 on six acres of waterfront property in Cutler Ridge. Conceived as a multidisciplinary arts center and showcase for the performing arts, the complex houses a 966-seat theater, a dramatic "Art in Public Places" project by internationally renowned artist Robert Chamber, an activities building and two outdoor performance spaces.



Ziff Ballet Opera House



Glittering downtown skyline



Florida Grand Opera



New World Symphony



PHOTOS BY ALEX MATTEO



Debmart-Mercury TV co-presidents, Ira Bernstein and Mort Marcus

PHOTOS BY CARLOS BARRIOS

Scene & Heard

High rolling in the tower suites early Sunday, **Debmart-Mercury** co-presidents Ira Bernstein and Mort Marcus were fanning the buzz surrounding their *Celebrity Name Game*. Michael Garcia, chief creative officer, and Ryan Likes, COO for **Televisa USA** confided their mission is shopping for shows produced in Latin America that they can adapt to U.S. English-speaking audiences. They have a foot in the door with Lifetime's *Devious Maids*, the saga(s) of four Latina maids working in the homes of Beverly Hills' wealthiest. Eva Longoria is one of the executive producers.

NATPE interns are college students studying communications, technology and media. They hand out flyers, serve as ushers and generally help convention-goers get where they need to go. "We're the future of NATPE," one young intern said, with a certain youthful savoir-faire attitude. **Telefe's** management team Guillermo Pendino, Dario Turovelzjy and Mercedes Reincke flew in from Buenos Aires to promote their hit show *Sres, Papis*, now airing throughout Argentina.

Mission Pictures CEO George Shamieh, attorney Vince Ravine, and President Chevonne O'Shaughnessy are promoting their feature film *Love Finds You In Sugar Creek, Ohio* at NATPE. "This is a short market, but we always get a lot of business done," O'Shaughnessy said. "We're here every year." - Cathy Corcoran



Michael Garcia, Chief Creative Officer, and Ryan Likes, COO for Televisa Television USA

PHOTOS BY ALEX MATTEO



NATPE interns

PHOTOS BY DANIEL BOCCARSKI



Mission Pictures' CEO George Shamieh, attorney Vince Ravine, and President Chevonne O'Shaughnessy

PHOTOS BY ALEX MATTEO



Telefe's managers: Guillermo Pendino, production; Dario Turovelzjy, programming; and Mercedes Reincke, development

PHOTOS BY ALEX MATTEO

SUPER SYNDICATION SHOTS

CONTINUED FROM P. 1



Judge Faith, Trifecta Entertainment

Celebrity Name Game from Debmarm-Mercury and FremantleMedia Enterprises is a new game show hosted by Craig Ferguson, former host

of *The Late, Late Show*. Ferguson leads celebrities and contestants in identifying actors, singers, athletes, and other pop culture icons.



Celebrity Name Game's Craig Ferguson, Debmarm-Mercury.

Celebrity Name Game has cleared with more than 80 percent of the U.S., including 58 Sinclair Broadcast Group stations and four CBS O & Os, and will air in multiple time slots.

Family Feud is being renewed by Debmarm-Mercury for the next several years.

Twentieth Television is at NATPE to roll out two programs into syndication: *New Girl* with Zooey Deschanel and *Last Man Standing* with Tim Allen.

Its *Dish Nation* has been renewed for 2015.

The Meredith Vieira Show, a 60-minute talk show from NBCUniversal, features the high-profile TV veteran Meredith Vieira who logged today's running stints on *The Today Show*, *Who Wants to Be a Millionaire* and *The View*. Vieira is expected to make an appearance at this year's NATPE.

The Real, sometimes referred to as "a multicultural version of *The View*," is a 60-minute talk show with Tamar Braxton, Loni Love, Adrienne Bailon, Jeannie Mai and Tamera Mowry-Housley sharing host duties. They invite viewers to comment in real time with emails, texts and other social media. Offered by Warner Bros. Domestic Television Distribution, *The Real* aired on seven Fox stations in 2013, including New York, Los Angeles and Philadelphia.

With a bit of a head start on air, *Bethenny*, a 60-minute talk show from Warner Bros. Domestic Television Distribution, launched in September 2013 on Fox O & O stations with former *Real Housewives* star and



The Real's Tamar Braxton, Tamera Mowry-Housley, Loni Love, Jeannie Mai and Adrienne Bailon; Warner Bros. Domestic TV Distribution

Skinny Girl Cocktails mogul Bethenny Frankel at the helm.

Several advice-oriented 60-minute talk shows are also on tap. These include:

The Balancing Act from Telco Productions, starring former *Entertainment Tonight* correspondent Julie Moran, which offers tips on fitness, business, family and cooking; *Emotional Mojo* from Mojo Brands Media, producers of

The Daily Buzz, features a panel of experts dispensing their psychological approach to personal development with life coaching and daily inspiration; and *Intelligence for Your Life* from Tesh Media Group, with John Tesh, dispensing advice on money, health,

relationships and work-related issues.

Three new 30-minute courtroom shows are also on offer. "Every year we go through a cycle where some court shows leave and others take their place. It appears to be a normal evolution of that popular genre," Carroll said.

This year's offerings include *Hot Bench*, created by Judith Sheindlin (*Judge Judy*), distributed by CBS Television Distribution. The show features courtroom cases that are decided by a panel of three real-life judges. *Judge Faith*, from Trifecta Entertainment, stars Faith Jenkins, an attorney, former New York City criminal prosecutor, and CNN



The Social's Melissa Grelo, Traci Melchor, Cynthia Loyst and Lainey Lui, PPI Releasing



John Tesh's *Intelligence for Your Life*, Tesh Media Group

legal commentator. *Justice with Judge Mablean* from Entertainment Studios features Mablean Ephriam, who presided as the judge on *Divorce Court* from 1999-2006.

Carroll says that for years there has been talk of consolidation in the TV marketplace. "People say that with acquisitions of smaller station groups to form so-called 'super groups,' there are fewer real buyers and fewer opportunities for new sellers to crack the marketplace."

He adds, "That's partially true, but in the past few years, we're also seeing the emergence of new programming produced by station groups. These shows are typically less expensive to produce, appeal to a coveted younger demographic, and let station groups control their own destiny with programming," Carroll said. "Over the past several years, we're seeing these programs come to the syndication market as well."

Let's Ask America is a daily 30-minute trivia game show currently broadcasting in 15 markets and played by viewers at home on Skype.

The show is produced by Scripps TV, Telepictures and



Serch's MC Serch, CBS TV Distribution



The Meredith Vieira Show's Meredith Vieira, NBCUniversal

paraMedia—and distributed domestically by MGM.

Brian Lawlor, senior VP of Scripps TV, said, "This extends the Scripps commitment to original program development. We have created strong partnerships that have led to high-quality television, and we're not finished yet."

Interactivity between broadcast and "second screens" continues, with new shows actively engaging with viewers via social media and Skype. *The Social*, a 60-minute talk show from PPI Releasing, features four female hosts dishing on lifestyle topics and issues drawn from the day's headlines. Viewers are invited to participate through Twitter, Facebook and Instagram. The show has been airing on CTV, Canada's largest private broadcaster.

Raycom Media, a regional TV network with stations in Louisiana, Mississippi and Alabama, has partnered with production house Bellum Entertainment to produce two 30-minute strip shows available for syndication.

Fix It & Finish It features daytime drama star Antonio Sabato, Jr. collaborating with teams of designers and carpenters to orchestrate makeovers on homes, cabins and RVs. *Flip My Food* with Chef Jeff headlines chef Jeff Henderson demonstrating how to "flip" viewers' favorite dishes from calorie-laden diet-busters into healthier meals.

CBS Television Distribution is partnering with Tribune Broadcasting on *Serch*, a 60-minute "conflict resolution" talk show starring rapper MC Serch, former member of the rap group 3rd Bass. The show is airing on Tribune stations in eight markets this month.

Carroll recalls the old days when such shows as *Oprah*, *Phil Donahue*, *Sally Jessie Raphael* and *PM Magazine* had their roots in local TV and then segued to syndication. "It will be interesting to see how this trend continues in the coming years," he said.



Fit It & Finish It's Antonio Sabato Jr.

OFF NETWORK AVAILABLE FOR FALL 2014

Strip Shows

Anger Management	Debmarm-Mercury
Cougar Town	Disney ABC Domestic Television
Hot in Cleveland	CBS Television Distribution
Mike & Molly	Warner Bros. Domestic TV Distribution
Raising Hope	Twentieth Television

ADDITIONAL CYCLES AVAILABLE FOR:

House of Pain	Debmarm-Mercury
Meet the Browns	Debmarm-Mercury
Seinfeld	Sony Pictures Television
Two and a Half Men	Warner Bros. Domestic TV Distribution

Weeklies

Blue Bloods	CBS Television Distribution
Designing Spaces	Telco Productions Inc.
Nightlife Television	Allied Media Partners
Scandal	Disney ABC Domestic Television
Texas Music Scene	Center Media
The Country Vibe	Center Media
The Flip Side	Telco Productions
The Good Wife	CBS Television Distribution
What Went Down	Bellum Entertainment
Whatcha Cookin'	Baruch Gayton Entertainment Group

AVAILABLE FOR FALL 2015

Strip Shows

Two Broke Girls	Warner Bros. Domestic TV Distribution
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ADDITIONAL CYCLES AVAILABLE FOR:

American Dad	Twentieth Television
Family Guy	Twentieth Television
King of Queens	Sony Pictures Television

Weeklies

Person of Interest	Warner Bros. Domestic TV Distribution
Rizzoli & Isles	Warner Bros. Domestic TV Distribution
Rookie Blue	Disney ABC Domestic TV

ADDITIONAL CYCLES AVAILABLE FOR:

The Closer	Warner Bros. Domestic TV Distribution
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Source: Katz Television 2014.



Let's Ask America's Kevin Pereira, MGM