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NATPE • MIAMI BEACH

WEDNESDAY, JANUARY 18, 2017

STAY ON TOP OF TRENDS

BY CATHY CORCORAN

When asked what he'd like to find at NATPE, one station manager quipped: "I'd like to find the millions of viewers who've left us! Where the hell did they go?"

One place they've gone is to streaming services Hulu, Amazon, Netflix, and others—places where viewers can watch the shows they want at

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PHOTO BY ALEX MATEO

The 3rd Annual NATPE Reality Breakthrough Awards event was held during a special luncheon hosted by actor Bob Saget. Growing significantly since 2016, this year saw the addition of four categories and twice as many "blue ribbon" judges. A total of nine awards was given across the following categories: Documentary, Docusoap, Factual Entertainment, Game Shows, Reality Competition, Reality Hosts, Reality Personalities, Structured Reality, and Unstructured Reality. Please see sidebar, page 2, for the complete list of winners.

TACKLING FUTURE HURDLES

BY MATTHEW AMATO

Whether its tackling such hurdles as branding, multi-platform media, original programming or global audiences, the TV industry is like a minefield of evolving complex challenges, observed a cable network icon.

As NATPE 2017's opening keynote speaker, A&E President and CEO Nancy

See 'Hurdles,' Page 2

BUYERS HUNTING TV FARE

BY CATHY CORCORAN

NATPE calls itself the 'forum for new ideas,' and ZoneTV is all about new ideas," said Jeff Weber, CEO of ZoneTV. Weber is at NATPE to buy more than 10,000 hours of content programming for his service.

ZoneTV represents a technological breakthrough with cloud-based programming that presents programming to consumers in what looks like a linear format. "You can sit on your couch with your remote and access hundreds of

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Fresh OFF THE BOAT

20th TELEVISION

"Has wowed critics"
- Entertainment Weekly

Coming soon from 20th Television

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at deadline

Shattering ratings in the first week of January, **Debmart-Mercury's** *Family Feud* reached an all-time weekly high of 7.6 and increasing its season-to-date average to 6.8. Its ratings have surged nearly fivefold from 1.4 in the 2009-10 season to its current level of 6.6 last season... **Kes-het International** has licensed its new social experiment format *Boxed* to **Globo Brazil**, the country's largest TV network. To be produced by **Globo** in-house, the 12-episodes will launch in 2017... **Univision Holdings** and **Grupo Televisa** have unified their content development and production efforts toward an integrated focus on the Hispanic, U.S. and domestic Mexican audiences.

WHO'S WHO IN REALITY

The winners of the Third Annual NATPE Breakthrough Reality Awards for 2017 are:

REALITY HOST:

Steve Harvey

Accepted by Gerald Washington, Steve Harvey World Group

UNSTRUCTURED REALITY:

Hard Knock

Accepted by Ken Rodgers, NFL Films

DOCUMENTARY:

OJ-Made in America

Accepted by Phil Gurin, NATPE Reality Advisory Board

REALITY PERSONALITY:

Blake Shelton

Accepted by Amos Newman, WME | IMG

DOCUSOAP:

Chrisley Knows Best

Accepted by Lindsie Chrisley

FACTUAL ENTERTAINMENT:

Last Week Tonight with John Oliver

Accepted by Emilio Rubio, HBO Latin America

REALITY COMPETITION:

The Voice

Accepted by Robert Fitzpatrick, Executive VP, Business and Legal Affairs, NBCUniversal Domestic Television Distribution

STRUCTURED REALITY:

Shark Tank

Accepted by Tiffany Faigus, ABC

GAME SHOW:

Hollywood Game Night

DUBUC: ANTICIPATE FUTURE HURDLES

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Dubuc shared her insights into these challenges during a well-attended opening session Tuesday. Dubuc noted that 2016 was the year that “linear TV” was coined as a popular industry term—referring to the sobering reality faced by TV companies of holding on to viewers who have become increasingly accustomed to accessing entertainment across multiple platforms.

“We’re well beyond the ‘world is changing’ discussion,” she said. “You need to own the food chain across the [multi-platform] spectrum—not think of ourselves as [just] a TV company. You need to make sure your platform is content specific; you need to be a buyer and seller of content.”

Dubuc referred to this shift in viewing behavior as “pull-down vs. push-up,” and stressed the need to command the media “ecosystem,” which includes effective use of social media and other channels.

“There’s a lot of noise on social media,” she said. “The ‘spray-and-pray’ approach doesn’t work. We need to be more organic about the content we push out on social. It’s a learning curve.”

With several networks in its portfolio—such as History Channel, Lifetime and, more recently, the well-received *Viceland*—A&E has managed to expand its global reach while developing fresh, evocative content in spite of the industry’s noted challenges.

A key ingredient to A&E’s success, said Dubuc, has been “putting the brand first.” Each network commands a different audience, so ensuring that each retains its unique identity has underscored content creation.

“There’s an arms race on creating content that really stands out,” she said. “If you have the right network with the right shows, people will watch your network.”

When asked about how A&E has adapted to the challenge of making inroads on the world stage, Dubuc said that its business model had evolved in recent years. “It’s been a growing part of our business for us. For the last 10-15 years, we mostly had a joint-venture model. Now, it’s changed—we want to own and make these decisions.”



Nancy Dubuc

This has led to heavier investment in A&E’s production capabilities, helping it take what Dubuc referred to more than once as “a more surgical” approach in creating high-end, unscripted and scripted content, which, outside of the U.S., has done well in the United Kingdom and Latin America.

Pivoting back to traditional brand themes, Dubuc said that *Beaches*, an adaptation of the 1988 Bette Midler film, was a nod to Lifetime’s legacy of feature movies.

Reality TV fans, however, should not be concerned about A&E’s forays into drama. With Emmy-winning shows such as *60 Days* gaining traction in the ratings, A&E remains a major player in the reality genre. The show documents challenges faced by actress Leah Remini, a former-spokesperson-turned-exile of the Church of Scientology, and has been attributed for helping others in the same situation.

“A&E is seeing a resurgence,” said Dubuc. “The real balance is to make sure that, when cycles are changing, they’re tailored to the business model. But if you’re changing lives along the way, that’s the Holy Grail of television.”

STAY ON TOP OF TRENDS

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the time and place they want to watch them. Craig Erwich, senior VP and Head of Content for Hulu, shared some of the SVOD’s strategies at the Platforms Track session held Tuesday morning at NATPE.

A prime example of the way SVODs are attracting both programs and viewers, Hulu has grown exponentially over the past several years. In 2016, more than 12 million subscribers tuned in to watch movies, classic TV shows and original content, and spent 60 percent more time watching than they did the year before. Building on its earlier successes, Hulu will continue its expansion into original programming this year.

“We had a hit with our series *11.22.63*,” Erwich said. “That encouraged us to move forward with other original content.”

Based on the Stephen King novel of the same name, *11.22.63*, an eight-part series that debuted last year, followed Jake Epping (James Franco), an ordinary high school teacher, who is presented with the unthinkable mission of traveling back in time to prevent the assassination of John F. Kennedy on November 22, 1963. Epping is charged with solving perhaps the greatest mystery of the 20th century— who killed JFK, and could it have been stopped?

“We want the creative community to know that Hulu is a destination for big names like Stephen King and James Franco, and we’ll give them a great place for them to work,” Erwich said.

In 2017, Hulu will be producing and airing *The Handmaid’s Tale*, a drama series adapted from Margaret Atwood’s acclaimed novel of the same name, *Harlots*, a co-commissioned series from Hulu and ITV; the second season of *The Path*, starring Aaron Paul, Michelle Monaghan and Hugh Dancy; and, new seasons of critically-acclaimed series *The Mindy Project*.

Their series, *Casual*, will also return for a second season after its 2016 Golden Globe nomination for best comedy series. Also in the works are *The Looming Tower*, a scripted series about 9/11, and a documentary about The Beatles, directed by Ron Howard. Their focus is on big-ticket projects that are relevant to viewers’ lives.

“We want to be part of the social media conversation, part of the popular culture,” Erwich said, and stressed Hulu’s commitment to storytelling values. “We’re committed to being ‘the best,’ whether it’s TV series, movies or original shows.” He credited their huge library of classic TV shows, including *Seinfeld*, *Frasier*, *Golden Girls* and others for attracting not only viewers who watched the original series, but new viewers now watching for the first time. “It’s not about nostalgia,” he said. “It’s about great TV, great acting, great writing. Those shows are iconic. They stand the test of time.”

DOMESTIC, FOREIGN BUYERS HUNT FOR TV PROGRAMMING

CONTINUED FROM PAGE 1

format. “You can sit on your couch with your remote and access hundreds of new programs without ever leaving your traditional cable TV lineup,” Weber said. “We give TV providers huge additions to their programming offerings without having to clear or manage additional bandwidth.”

Having already licensed video content from such popular sources as *Field and Stream*, *Saveur* and *Popular Science*, Weber will be looking for both short and long-form programming on such specialty subjects as bicycling and scuba diving.

ZoneTV is just one of many companies in buying mode at NATPE, from the newer more technologically advanced services to mainstream TV stations and groups, from digital-first providers to traditional broadcasters.

Neal Sabin, Vice Chairman of Weigel Broadcasting, is looking for both scripted and reality programming for his eight independent stations in Chicago, Milwaukee, South Bend, and other midwest markets. “We’re here to look at the major distributors, but also the smaller independent companies,” he said. He’ll consider 30- and 60-minute shows and strips. “Length is less important to us than content though,” he said. “We’ll look at anything that’s good.”

In addition to their traditional broadcasting, Weigel has partnered with Metro-Goldwyn-Mayer to develop *MeTV* (Memorable Entertainment TV) and established a joint venture with Fox TV stations to market *Movies!*

“We’re always looking for that big surprise that might be out there,” Sabin said.

Justina Pollard, Director of Programming & Public Affairs for Hearst Broadcasting’s WBAL-TV-Baltimore, said that she’s shopping for general entertainment, drama, and programs the station can air in the daytime and overnight time periods. This is her first trip to NATPE, and she, along with staff from eight other Hearst stations, have gathered to work with Hearst’s VP of Programming, Emerson Coleman, to find programs to air on Hearst’s 33 U.S. stations. Coleman oversees the company’s program development and acquisitions and also serves on NATPE’s executive committee. “We’ll be meeting with larger providers MGM, Tripecta and others, but we’ll also be on the market floor looking at smaller independent providers,” Pollard said.

In addition to domestic buyers, NATPE is a hub for Latin programming in Mexico, Central and South America, and Europe.

Madrid-based Nuno Santos, who serves as Head of Iberian operations in Spain and Portugal for The Story Lab, and his team are brokers who buy programming at NATPE and then sell it to stations across Europe.

“NATPE is the most important worldwide gathering for Latin programmers and distributors,” Santos said, adding that he’s looking for both scripted and reality shows, and not just in Spanish or Portuguese. “TV is a global industry today,” he said. “Language is not so important. What is important is the content.”

Good stories are the most important consideration in buying decisions, agreed Portafolios program director Ana Marie Ramirez Moctezuma. She is hunting for programming aimed at a Latin audience for Mexico’s national channel, as well for 10 local Mexican stations. “We’re most interested in family-oriented movies and series,” she said, “and I’d love to find packages of programs that I can then place with local channels.” If suitable programs are not available in Spanish, they would add subtitles for the right shows. She’ll be meeting with producers in suites, cabanas, and on the market floor.

Scripted drama and comedy are among the genres on the list for Catrina Tala Mohanna, who directs and produces comedies and other original programming for TC Mi Canal in Quito, Ecuador. Her agenda involves meetings with Telemundo and other larger companies, as well as small independents. “My budget is a little smaller than it was last year,” she said, “so we have to be sure to find the right programming at a good cost.” TC Mi Canal airs sports programming, novelas, comedies, and other family-oriented fare.

Irv Holender, Chairman of Multicom Entertainment Group, says he’s also in the market for Latin programming, but his areas of interest include programming for European markets in France, Italy, Spain, and other countries. With a slate of programming that offers something for everyone, Holender has a lengthy shopping list. His company’s *BabyboomTV* channel features hundreds of episodes of such TV classics as *Peter Gunn* and *Mr. Lucky*. His *Indiemax* channel presents critically acclaimed indie films from the past two decades, featuring Reese Witherspoon, Jared Leto, and Keanu Reeves.

A TV veteran who’s been attending NATPE for 50 years, Holender’s first



Justina Pollard, Hearst Broadcasting



Jeff Weber, ZoneTV



Irv Holender, Multicom Entertainment Group



Ana Maria Ramirez Moctezuma, Portafolios

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TARTIKOFF AWARDS

Recognizing the enormous impact of the accomplished late network programmer Brandon Tartikoff, NATPE pays tribute through the presentation of its annual Brandon Tartikoff Legacy Awards. The awards acknowledge TV professionals who share Tartikoff's extraordinary passion, leadership, independence and vision in the creation of TV programming. Here are the 2017 honorees.

Q&As—Cathy Corcoran



When: Wednesday
Cocktails: 5:30 pm
Ceremony: 6 pm—8 pm
Host: Natalie Morales
Where: Fontainebleau Resort, Glimmer Ballroom

TARTIKOFF AWARDS



Dana Walden and Gary Newman, Chairmen and CEOs, Fox Television Group

Dana Walden and Gary Newman oversee a consortium of media and content creation companies which includes the broadcast network Fox Broadcasting Company (FBC); the broadcast and cable production studios 20th Century Fox Television (TCFTV) and Fox 21 Television Studios; the licensing division, Fox Consumer Products; and syndication supplier of off-network programming, Twentieth Television.

Their recent projects include *Empire*, *This is Us*, *Speechless*, *The Last Man on Earth*, *Grease: Live*, and *The X-Files*. Upcoming projects include *Star from Lee Daniels* and a new take on the classic *24* franchise, *24: Legacy*

Five Minutes With... Dana Walden

Who is the person you most admire—and who has had a major impact on your life?

In my personal life, my biggest influence has been my parents. They taught me so much about how to have balance in my life and the importance of being present with your family while pursuing your dreams.

Professionally, Ryan Murphy has been my biggest influence. (Murphy is the writer/producer best known for *American Horror Story*, *Glee* and *Nip/Tuck*). Ryan is just always pushing forward creatively,

always thinking and interested in so many different areas. He never stops moving forward as an artist.

When did you first know you wanted to work in media?

My first job was at an entertainment PR firm. Although I landed the job in a rather accidental way, all the pieces came together while I was there. I was fascinated by the TV industry and it became clear to me that I wanted to build a career there.

If you were not pursuing your career in media, in what other fields do you picture yourself being involved?

Either in fashion or the cosmetics industry.

What mistake or specific accomplishment do you think you learned the most from?

My biggest mistake was letting the great director David Nutter get away from our studio. He directed the pilots of *The X-Files* and *Millennium* and we had an overall deal with him. When his contract came up for renewal, I let him go to Warner Bros. and it was a huge mistake. I learned that sometimes you have to stretch to keep great talent. In the end, it's always worth it. Since David got away, 17 out of 18 pilots he's directed have gone to series. I kick myself every time I see him.

What are some characteristics or pursuits that most people don't know about you?

Probably what an animal lover I am. I'll pretty much give to any charity involving animals. Sometimes I'll just forward solicitations to my business manager and instruct him to donate without even opening them. The idea of any animal suffering is just so upsetting to me.

If you were just getting started today in your career, what would you want to know now that you didn't know then?

There really isn't anything anyone could have told me when I was starting out. I've learned everything from experiences. Ultimately, that's what's gotten me to this point.

What advice would you give to someone who's just starting out in the business today?

Try to figure out what makes your boss' life easier and better. That type of focus never goes unnoticed and it's usually rewarded.

What does receiving the Tartikoff award mean to you?

I've been attending NATPE for 20 years and virtually all of my industry idols have received the award in the past. It represents a pinnacle of success in this business. I'm so happy to receive it.

Five Minutes With...Gary Newman

Who is the person you most admire—and who has had a major impact on your life?

My parents. They demonstrated the value of hard work, having a moral compass, believing in right and wrong and not being afraid to stand up for what is right. They also taught me you don't have to be loud and aggressive to lead and command respect.

When did you first know you wanted to work in media?

When I first started practicing real estate law, I noticed that my wife, Jeanne, was having much more fun as an entertainment lawyer than I was. I set my sites on a career in television, and I never looked back.

If you were not pursuing your career in media, in what other fields do you picture yourself being involved?

Politics, tech, or sports. In fact, I once asked about a job at Fox Sports and the head of Fox Sports, David Hill, said, "Fantastic! I have an office for you and a great position, but I'm afraid we pay about half of what you entertainment folks are used to earning." I quickly headed back to my office and went back to work.

What mistake or specific accomplishment do you think you learned the most from?

As accomplishments, bringing back *Family Guy* and betting big on *24* were key. Those decisions were both risky and unorthodox career moves, but both series went on

to be among the company's most successful franchises that continue to this day. Those experiences taught me that if you align yourself with great creators and great material, the economics take care of themselves.

What are some characteristics or pursuits that most people don't know about you?

My wife and I own a vineyard in Santa Ynez and run a small wine business which has been a huge source of pleasure for both of us.

If you were just getting started today in your career, what would you want to know now that you didn't know then?

Don't get fixated on how things have been done before. The future will not look like the past.

What advice would you give to someone who's just starting out in the business today?

Align yourself with the best talent. Don't be afraid to take risks. Be fearless.

What does receiving the Tartikoff award mean to you?

Brandon was running NBC when my career began there. He empowered young people like me to take on significant roles, but he demanded that you be prepared and thoughtful and willing to defend your point of view. He was a great role model and leader.

Five Minutes With... *Susanne Daniels*

An award-winning entertainment executive who has developed and produced some of the most iconic and groundbreaking series in entertainment, Daniels today is Global Head of Original Content for YouTube. She leads the company's direction in original content, programming strategy, development and production of series and feature films from some of YouTube's most successful creators.

Her programming background includes stints as president of programming at MTV, president of Lifetime Television and The WB, and VP of comedy for Fox Television.

In these roles she's led the development of such TV aeries as *Buffy The Vampire Slayer*, *Dawson's Creek*, *Gilmore Girls*, *Army Wives*, *Smallville*, *Project Runway*, and, most recently, *Are You the One?* and *Scream*.

She serves on the boards of The Campaign to Prevent Teen Pregnancy and Common Sense Media.

Who is the person you most admire—and who has had a major impact on your life?

The person who I most admire—and who has had the most impact on my career—is Lorne Michaels (famously known as the creator and producer of *Saturday Night Live*). Lorne gave me my first job in the TV business and I learned so much from that amazingly creative and seemingly chaotic environment. Lorne's staying power in the business is unrivaled in terms of his ability to produce content that resonates in a meaningful way with the audience week after week.

When did you first know you wanted to work in media?

I've always loved TV shows. I looked forward to

Saturday morning cartoons as a kid, and when I was older, I always watched *General Hospital* as soon as I got home from school. I remember being blown away by shows like *The Wonder Years* and *The Partridge Family*. I loved storytelling on the big screen, too. I still remember dancing in the parking lot after seeing the movie *Dirty Dancing*, and thinking about the power of film to impact the way you feel.

If you were not pursuing your career in media, in what other fields do you picture yourself being involved?

Had I not pursued a career in media, I think I would have pursued an opportunity that would have allowed me to make an impact on public education and improving the lives of children. I don't think it's a coincidence that non-profits I've been most active with (The Campaign to Prevent Teen Pregnancy) focus on those issues.

What mistake or specific accomplishment do you think you learned the most from?

I offered Mark Burnett a pilot commitment for *Survivor*. At the time, it was unheard of to spend a million dollars an episode on a reality program. It felt like a major leap of faith to make that offer. In hindsight, I should have been more aggressive and taken an even bigger leap with that show. (Burnett went on to produce the show for CBS, where it's been on the air since 2000. *Survivor* was named the No. 1 reality TV series of all time by *Entertainment Weekly* in 2009.)

What advice would you give to someone who's just starting out in the business today?

Give it your all and don't be afraid to take big swings.

What is the impact of the inclusiveness of YouTube programming—such as the largely



Susanne Daniels, Global Head of Original Content, YouTube

Asian-American casts of *Single by 30* and the African-American characters of *Broke*, as well as the upcoming debut of YouTube Red's feature-length documentary about transgender star Gigi Gorgeous?

I'm really proud that YouTube Red is already the place where storytellers of all backgrounds have found a home.

Five Minutes With... *Josh Sapan*

As president and CEO of AMC Networks, Sapan oversees TV networks AMC, IFC, SundanceTV, WE tv and BBC AMERICA (operated through a joint venture with BBC Worldwide); feature film labels IFC Films and Sundance Selects; and AMC Networks International, the company's international programming and distribution division.

Under his leadership, AMC Networks has created some of the most popular, acclaimed, and awarded television series and films, including AMC's *The Walking Dead*, *Fear the Walking Dead*, *Preacher*, *Better Call Saul*, *Mad Men*, and *Breaking Bad*; SundanceTV's *Rectify* and *Top of the Lake*; IFC's *Portlandia*; and IFC Films' *Boys n the Hood*.

Sapan is on the Executives Branch of the Academy of Motion Picture Arts & Sciences (AMPAS) and serves on numerous boards, including the American Film Institute, The Paley Center for Media, The Cable Center, the Museum of the Moving Image, People for the American Way and WNYC Radio.

When did you first know you wanted to work in media?

When I was 9-years-old, I knew in my heart that I wanted to be a game show host.

If you were not pursuing your career in media, in what other fields do you picture yourself being involved?

Political strategy.

What mistake or specific accomplishment do you think you learned the most from?

Listen to others more.

What are some characteristics or pursuits that most people don't know about you?

I walk...a lot. I've walked around the entire island of Manhattan and have walked all 15 bridges that go to/from Manhattan.

If you were just getting started today in your career, what would you want to know now that you didn't know then?

The implications of the internet.

What advice would you give to someone who's just starting out in the business today?

If you're a creative, learn finance.

What does the future hold for cable channels like AMC?

That story hasn't been told yet, but we do know that people love great stories and great characters. That will endure (regardless of the platform). Great content has a life of its own. It finds an audience.

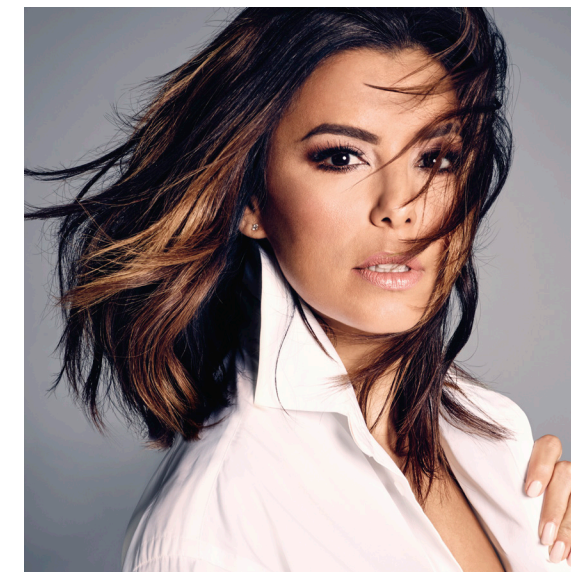


Josh Sapan, president and CEO, AMC Networks

Five Minutes With... *Eva Longoria*

Eva Longoria is a Golden Globe-nominated, Screen Actors Guild and ALMA Award-winning actress, director, producer and activist. An alum of the hit series, *Desperate Housewives*, she stars alongside Academy Award nominee Demian Bichir in the Lionsgate feature film *Lowriders*, as well as the BBC miniseries *Decline and Fall*. Both will premier in Spring 2017. Additionally, Longoria is the executive producer of *Devious Maids*, Lifetime's hit one-hour dramedy, and recently directed episodes of the Golden Globe nominated *Jane the Virgin* and Emmy Award nominated *Black-ish*. Her recently launched first clothing line is available online and at more than 250 The Limited stores in the U.S.

Just back from a trip to Dubai, Longoria was calling from Mexico when interviewed by **EXTRA EXTRA**.



Eva Longoria

phone interviews and conference calls while I'm in the car. People waste more time than they think every day. I want to be able to capitalize on every opportunity, even if it takes 48 hours a day!

Who is the person you most admire—and who has had a major impact on your life?

In my personal life, the women in my family have been a tremendous influence. I grew up with three sisters and nine aunts, so I never had far to look for strong hardworking female role models. I was the last person in the family to get a master's degree, so in that sense, I'm the family underachiever!

Professionally, there have been so many great people who've guided me and mentored me, but Marc Cherry, the creator and producer of *Desperate Housewives* and *Devious Maids* taught me everything I know about comedy, timing and the wonderful choreography of good camera work. I'm so grateful I got the chance to work with him on both series.

What mistake or specific accomplishment do you think you learned the most from?

I've made so many mistakes, I can't single one out! I make mistakes every day—everything from ordering the wrong coffee drink at Starbucks to taking an acting job I thought was right for me and turned out not to be right at all. I'm the ultimate optimist though. My glass is always half full.

When I was on *The Young and The Restless* and they told me they had decided not to renew my contract, my first reaction was NOT "Oh no, I've been fired!" Instead, I thought, "Awesome! Now I get to do something else!"

I've always learned from mistakes and I've always bounced right back.

What are some characteristics or pursuits that most people don't know about you?

I have this image as a sexy fashionista, but I'm also very domestic. I love to sew. I love to cook. I love decorating my home. But that's not really a secret. If you follow me on Snapchat (and thousands do!) you already know that.

In addition to your career as an actor, you're also a producer, director, active in political and non-profit causes and you have your own fashion line. How do you handle it all?

I have an amazing team, and I'm very efficient with my time. For instance, I'm on vacation right now, but I'm doing

Five Minutes With... *Randy Falco*

Overseeing a media portfolio that reaches an estimated 89 million average monthly unduplicated media consumers, Falco's influence extends to 17 broadcast, cable and digital networks and partnerships; 126 local TV and radio stations; an array of online and mobile apps and products and content creation facilities across the U.S.

Prior to Univision, he served for more than 30 years in various capacities at NBC. Beginning with the 1992 Barcelona Olympics, Falco ran NBC's Olympic operations, a multi-billion dollar business that operated as a separate business group. He led the initiative for the NBC-Universal merger and subsequently was named president of the NBC Universal Television Network Group in 2004.

Falco has received numerous recognitions including 10 Emmy awards for Olympics coverage, a Broadcasting & Cable Hall of Fame inductee and is a recipient of the Frank Stanton Award. He is the recipient of the National Academy of Television Arts & Sciences (NATAS) Board of Trustees' Award and the Kids in Need of Defense (KIND) Champion Award, among many others.

Who is the person you most admire—and who has had a major impact on your life?

It's an easy answer for me. My father is the person I most admired in my life and has had the biggest impact on me. He taught me the importance of keeping your word, acting with integrity and treating all people with respect and dignity. He instilled in me at an early age the importance of hard work, education and dedication to faith and family. He was the best man I ever knew and is the only man I ever wanted to measure up to in my life.

When did you first know you wanted to work in media?

I have to admit I was always in love with television and especially the excitement of live sporting events. I wasn't always exactly sure how I would be involved in the television business, but I was sure at an early age that I wanted and needed to be a part of it in some meaningful way.

If you were not pursuing your career in media, in what other fields do you picture yourself being involved?

I'm sure if I hadn't gotten involved in television I would be teaching American history somewhere.

What mistake or specific accomplishment do you think you learned the most from?

My role in leading the NBC Olympic telecasts for many years taught me the most because it required collaboration across multiple disciplines throughout the organization. Teams working, not just with each other but for each other, is the key to success in the television business.

What are some characteristics or pursuits that most people don't know about you?

I am an avid collector of classic Lionel trains. Best of all, it makes me very popular with my two grandsons.

If you were just getting started today in your career, what would you want to know now that you didn't know then?

I'd want to know and be prepared for the rapid rate of change in media; all with the understanding that change is a given and is dictated by advancements in technology and consumer preferences and not necessarily by television executives. When I first started in this business, media was simply a one way proposition with only three broadcast networks determining what people consumed on television. We now live in a more complex world where broadband has allowed consumers to be heard, interact with the programs they are watching, pursue niche interests and even produce their own video content.

What advice would you give to someone who's just starting out in the business today?

I would give them the same advice I give to my own children. Pursue your passions first and then your ambitions. That is, don't let your ambitions overshadow the pursuit of your passions. Keep focused on the things that excite you and get you up in the morning. If you don't stray from that path, your ambitions will be served.



Randy Falco, President and CEO Univision Communications

SCENE AND HEARD



The team from 20th Television Distribution



John Morayniss, CEO, Entertainment One Television



Lionsgate's Starz VIPs Peter Iacono, president; and executive VPs Agapy Kapouranis and Gene George



Warner Bros. Worldwide Television Distribution president Jeffrey Schlesinger; Arthur Hasson, COO, programming; Sinclair Broadcast Group; and Warner Bros. Domestic Television Distribution's Ken Werner, president, and Rick Meril, executive VP and general sales manager



Jacqueline Comeau, senior VP, Syndication Sales, MGM Studios; and Ravi Kapur, president, Major Market Broadcasting



Clint Arthur, executive producer, *The Dr. Mario Show*, and host of *Hot Now TV*



Scott Grogin, executive VP, Communications, CBS Television Distribution; and David Woods, president, Fox 20-WCOV-Montgomery



All3media's Sally Habbershaw, executive VP Sales and Co-productions, North America; and Janel Downing, VP of Sales, Latin America



Cordillera Communication's Bo Ebeling, director of operations; *The Happi House's* Roberta Bonoff, president; Happi Olson, host; and Becky Olk, producer/artistic director; Ed Baruch, managing member, Allied Media Partners



Deep City's T Bone Burnett, Academy Award-winning music producer (*True Detective*, *Crazy Heart*); Callie Khouri, executive producer, Academy Award-winning producer, writer and director; Rola Bauer, managing director, STUDIOCANAL TV; Tim Halkin, managing director, TANDEM Productions; and Juan Carlos Coto, *Deep City* series creator and executive producer



Taiwan Pavilion's Kerry Lee, assistant manager, Sanlih E-Television; Philip T.Y. Wang, director general, Taipei Economic and Cultural Office (TECO) in Miami; Chris Yang, chairman, Taipei Multimedia Production Association; and Jennifer Huang, Taiwan Television Enterprise



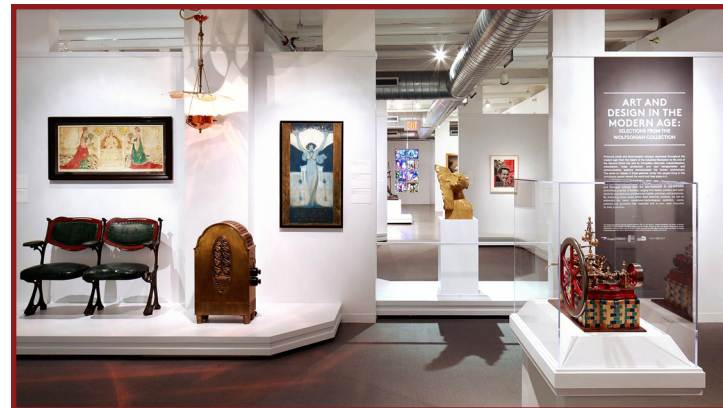
Philip Gurin, CEO, The Gurin Company; Bob Saget, actor; JP Bommel, COO NATPE; Lew Klein, president, NATPE Education Foundation; and Rod Perth, RHP Media Consulting



Dr. Mario Torres-Leon, host, *The Dr. Mario Show*

WHAT'S UP? MIAMI BEACH ENTERTAINING

Editor's Note: A month in Miami Beach would not be long enough to experience everything that this non-stop playground has to offer. Its history runs deep with stories — as colorful as its art deco architecture — of a resort town that was originally intended to be agricultural farmland. Needless to say, the area has morphed into a world-renowned destination, and continues to experience a renaissance of sorts through developers' visions of resorts, trendy restaurants and bars, and enticing activities singular to the city. With just a couple of days during NATPE, there is still enough time to scrape the surface of South, Mid and North Beach. Go behind the scenes of this energetic neighborhood and check out **EXTRA EXTRA's** curated list of insider favorites off-the-beaten track.



Wolfsonian-FIU | wolfsonian.or | 305-531-1001

Get Artsy at Wolfsonian-FIU

Sate your appetite for creativity, discovery and dialogue at the Wolfsonian-Florida International University, located in the heart of Miami Beach's Art Deco District. (1001 Washington Ave.) Originating from millionaire Mitchell "Micky" Wolfson Jr.'s Collection of Decorative and Propaganda Arts, the museum's expanded collection has more than 180,000 objects from the 1850s to 1950s—spanning the height of the Industrial Revolution to the end of the Second World War. Opened in 1995, the collection prompts a thought-provoking journey through the modern age with its exploration of industrial-design objects, works in glass, ceramics and metal, rare books, paintings and periodicals that showcase the power of American culture, art and design. Admission: \$10 for adults; \$5 for seniors, students with ID and children ages 6-12; free for children under 6 as well as students, faculty, and staff of the State University System of Florida.

Zen Out at Miami Beach Botanical Garden

What was once a vacant site opposite the Miami Beach Convention Center has become a 2.6-acre urban oasis, overflowing with Florida native trees and plants—including palms, bromeliads, cycads and orchids. The Miami Beach Botanical Garden's signature Japanese garden, edible garden, koi pond, exotic landscaping and cascading fountains framing the main lawn offer a special tranquil and tropical setting. Located at 2000 Convention Center Dr., admission is free and it is open Tuesday through Sunday from 9 am to 5 pm. Dive in for deeper immersion in the Garden's history and plantings with a free self-guided phone tour.



Miami Beach Botanical Garden | mbgarden.org | 305-673-7256

Roll into Pubbelly Sushi



Pubbelly Sushi | pubbellysushi.us | 305-531-9282

This modern speakeasy (1424 20th St. between Purdy and West Avenues) has long been one of South Beach's worst kept secrets. In addition to offering inventive pan-Asian small plates, from duck and pumpkin dumplings to short rib tartare, Pubbelly's sushi does not disappoint. Order the pork and clam roll—a sushi roll made of juicy barbecued pork belly, fried clams and kimchi coleslaw—for proof positive why this gastropub is always packed with locals. The Pubbelly Boys, comprised of owners Andreas Schreiner, Jose Mendin and Sergio Navarro, know how to deliver, not just in food, but in terms of service and setting. The industrial space offers a neighborhood feel, while the staff is as friendly and knowledgeable as they get. Sushi and shareable plates start at \$12.

Splurge at the Upscale Bal Harbour Shops

Miami Beach's al fresco luxury shopping destination, known as Bal Harbour Shops (9700 Collins Ave.), is as glitzy as Rodeo Drive in Beverly Hills. Anchored by high-end department stores Neiman Marcus and Saks Fifth Avenue, the two-story outdoor mall spanning 450,000 sq. ft. features an array of five star upscale designers—including Dior, Saint Laurent, Tom Ford and Celine. For those who want to shop until they almost drop frequently recharge at one of Bal Harbour Shops' highly lauded restaurants. Fulfill French cravings of steak frites and oysters at prolific restaurateur Stephen Starr's Le Zoo, or step inside one of Miami's best Japanese restaurants, Makoto, for some kobe fried rice and Hamachi ponzu sashimi, by none other than Starr himself.



Bal Harbour Shops | balharbourshops.com | 305-866-0311

Go Country at Yardbird Southern Table & Bar



Yardbird Southern Table & Bar
runchickenrun.com | 305-538-5220

Perhaps more than any other restaurant on South Beach, Yardbird Southern Table & Bar (1600 Lenox Ave.) has maintained its reign as the comfort food empire from its beginning back in October 2011. More than five years later, the southern belle of South Beach continues to dish out the best barbecued ribs, shrimp and grits, and the real showstopper—its famous chicken 'n' watermelon 'n' waffles (\$36)—for those looking for deliciously creative farm-to-table fare. Wash down a cheddar cheese waffle and Lewellyn's fine fried chicken with one of Yardbird's many potent bourbon concoctions, including the blackberry bourbon lemonade (\$12), made with Buffalo Trace bourbon, fresh lemon and cardamom.

AGENDA-AT-A-GLANCE

WEDNESDAY, JANUARY 18TH

ALL SESSIONS AT EDEN ROC HOTEL

OCEAN TOWER SALON 1B/C STORYTELLERS

9-9:45
The Value of Creativity With Morgan Spurlock, Rob Dembitz, Josh Rabinowitz and Teddy Lynn

10-10:45
A Chat With Adi Hasak, Creator and Executive Producer of *Eyewitness* and *Shades of Blue*.

11:45-12:30
A Chat With... Josh Sapan, President and Chief Executive Officer, AMC Networks Inc., and Gale Anne Hurd, Executive Producer, and actor Lauren Cohan of *The Walking Dead*

3-3:30
Pixel to Projector: In Discussion with Logan Paul on Digital Creators jumping from Mobile to the Big Screen

3:45-4:15
A Chat With Callie Khouri, Creator/Executive Producer, *Nashville*

4:30-5:15
How Virtual Reality is Reshaping User Experience One Influencer at a Time

OCEAN TOWER SALON 2A REALITY

9-9:45
The State of the Indies

10-10:45
Networks & Producers in the Age of Disruption

11-12:30
Working Hand in Hand for Win-Win Cooperation

2-2:45
Crime In Cable

3-3:45
Master Class: The Reality of the Sizzle Reel...with Eric Schotz, President & CEO, Anvil1893 Productions

4-4:45
It's Been Ages! When the Hell Are We Going to Have a New Global Hit

5-5:45
Cable Survival Guide: Breathe Deep And Tend To Your Brand

OCEAN TOWER SALON 2B/C PLATFORMS/BRANDS & ADVERTISING

9-9:45
The eSports Content Boom: What's Really Stealing Eyeballs From Broadcast

10-10:45
Screen Queens: How to Differentiate and Win in the Content Creation Game

11-11:30
In conversation with Susanne Daniels, Global Head of Original Content, YouTube

11:45-12:30
Meaningful Impact: How Social Good Strengthens the Audience Bond

2-2:45
Nielsen Local 2020: Advancing Local Television Measurement

3-3:30
KEYNOTE: In Conversation with Bob Bakish, President & CEO, Viacom.

4-4:45
Catch the Online Video Revolution

4:45-5:45
PLATFORMS & BRANDS & ADVERTISERS MEET UP

MONA LISA BALLROOM STATION GROUP SUMMIT

8-9:30
Station Group Summit Breakfast Meet Up and Discussion: New Deals and Future Partnerships Getting Your Idea To The Marketplace

9:45-10:30
How GMs Lead in a Digital World

10:45-11:30
Booked: Learn From Media Experts How to Get the Best Talent for Your Television Shows

11:45-12:30
The Big Data Bridge: How TV Stations Can Most Effectively Utilize Big Data to Drive Success with Agencies

2-2:45
Stories That Belong on Digital and Stories That Don't: Different Platforms, Different Content

3:45-4:45
Station Group State of the Union: Renewing Shows vs. Finding New Syndication Models: Which is the Stronger Play?

PROMENADE BALLROOM MASTER CLASS SERIES

9-10
How To Thrive In The Scripted Market...with Morgan Wandell, Head of Drama Development for Amazon Studios

2-3
Comedy Writing at its Best... with Steve Levitan, Creator of *Modern Family*.

THURSDAY, JANUARY 19TH

OCEAN TOWER SALON 1B/C GLOBAL A LATIN AMERICAN SUMMIT

8:15-9
GLOBAL SUMMIT BREAKFAST MEET-UP & DISCUSSION FOLLOWED BY...

9-9:45
Latin America and the U.S. Hispanic Market: The Big Picture

10-10:45
Premium Programming for a Digital Audience: The New Era of Latino Media Companies

11-11:45
Turkish Drama in Latin America: How Great Television Crosses Boundaries

12-12:45
Biopics: The Global Success of Latin American Stories

OCEAN TOWER SALON 2A GLOBAL B

8:30-9:45
Breakfast with the Reality Majors

10-10:45
Aligning the Co-Production

11-11:45
Cracking Canada: Collaborating and Producing In the Great White North

12-12:45
Content Twists in Latin America (¡En Español!)

OCEAN TOWER SALON 2B/C PLATFORMS / BRANDS & ADVERTISING

11-NOON
KEYNOTE: Come Meet Your Audience: The REAL Millennials and Gen Z - Separating Myth from Fact (Jason Dorsey, Gen Z Expert and Researcher, The Center for Generational Kinetics)

MONA LISA BALLROOM MASTER CLASS SERIES

10-11
The Morning After: Strategic Pitch Follow Up...with Jeanne & Mark Simon, Pitch Experts at Sell Your TV Concept Now.

11:30-12:30
Getting to Yes: The Alternative Pitch...with Chad Faltz, VP Business Development for Cross MediaWorks

PROMENADE BALLROOM MASTER CLASS SERIES

10:15-11:15
How To Navigate the Music Industry... with Emilio Estefan, Chairman of Estefan - Enterprises

1-3 PM

MARTELL IN MIAMI FOUNDATION LUNCHEON

Hosted by NATPE and the TJ Martell Foundation
EDEN ROC RESORT • POMPEII BALLROOM

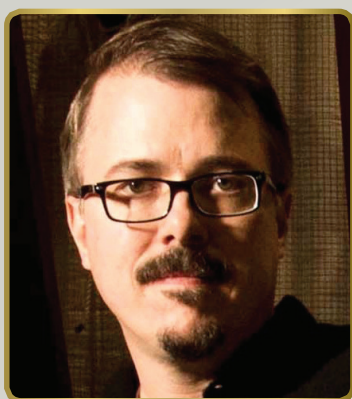
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2018

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Television drama series;
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