



Pennsylvania Cable &
Telecommunications Foundation

CABLE ACADEMY 2019 • MAY 1 & 2
KALAHARI POCONOS RESORT

BCAP's 31st annual Cable Academy returns to the Poconos to highlight the direction our industry must embrace to prosper during the most competitive environment in its history. Cable Academy 2019 will showcase and explain the new age of broadband cable, its challenges and the vast potential it brings.

CONFIRM YOUR SPONSORSHIP, REGISTRATION AND EXHIBIT

Click here to reserve your room at Kalahari today!

Panels and presentations featuring:



Jeff Ross
President
Armstrong Utilities



Rich Shea
President & CEO
Atlantic Broadband



Mark Walter
Senior Vice President
Service Electric Cablevision
"MSO Exec Panel"



Tom Whitaker
Sr. VP, Fiber Operations
Shentel



Amy Maclean
Editorial Director
Cablefax Daily



Bruce Leichtman
President
Leichtman Research Group
"State of the Industry"



Jennifer Koester
Dir., Global Partnerships
Google
"Helping Cable Operators
Re-Invent the Bundle"



Jack Burton
Principal
Broadband Success Partners
"How MSOs can Profit from 5G"



Julie Sullivan
Vice President, Marketing
Atlantic Broadband
"Branding and Marketing
for Growth"



Bob Gessner
Chairman

American Cable Association
"Inside the Beltway"

Matt Polka
President & CEO

Terry Dickerhoof
VP, Customer Service & Billing
Armstrong

"Customer Experience: This is Now"

Courtney Long
VP, Customer Care
Atlantic Broadband

SPEED NETWORKING

Like Speed Dating. Commitments can be found.
A reception with cable system personnel.



**Re-connect with
SCTE members also
convening at Kalahari**

CABLE ACADEMY HAPPY HOUR

*Before enjoying your Wednesday evening dinner plans, join us for a reception with colleagues and exhibitors. And don't forget, the country's largest indoor waterpark is on site, with Kalahari's 220,000 square-foot wet and wild playground **available to all attendees and family members** – and open until 9:00 pm!*

BE A SPONSOR!

By sponsoring Cable Academy, your company will receive (based on sponsorship level):

- FREE REGISTRATION FOR UP TO FIVE PEOPLE
- Logo visibility on signage, badges, banners
- Pre- and post-event publicity
- Free display of products through courtesy tabletop exhibit
- Free advertising in BCAP's six weekly e-newsletters
- ...and much more! Choose from four attractive sponsorship levels!



Kalahari Resorts in the Poconos is home to America's largest indoor waterpark! Take a tour of all there is to do at Kalahari on the [resort website](#)...and watch this [feature on ABC's "Good Morning America"](#) highlighting the 220,000-square feet of wet fun for the entire family!

KALAHARI POCONOS

250 Kalahari Boulevard

Pocono Manor, PA 18349 (GPS coordinates: 41.104916, -75.382005)

570-580-6000

For more information, [contact Suzette Riley](#) at 717-214-2000.

For continuing updates, visit CableAcademy.com.



April 12, 2019

Associated Press
[Live online TV, once a bargain, is getting more expensive](#)

Does anyone answer the phone anymore? Even with caller ID? Even with the alleged firewall of a "Do Not Call" registration? Even with blockers offered by service providers or third parties?

Fierce Video
[T-Mobile launches TVision cable TV service priced at \\$90/month](#)

The proliferation of robocalls and scam calls in the United States has long passed the level of mere annoyance. The unwanted invasions are a drag on the economy as well as an assault on one's privacy and mental health. They're also a PR problem for telemarketing firms that operate within the law. Automated calls that circumvent restrictions and calls that seek to defraud are crimes. They go unpunished, for the most part. Stated simply, scammers are able to stay several steps ahead of government regulators, or far removed in overseas havens.

Bloomberg
[Apple's TV Box Will Probably Get](#)

[Disney+, Despite Rival Platform](#)

New York Times
[Op-ed: What Women Know About the Internet](#)

Bloomberg
[Amazon workers around the world are listening to what you tell Alexa](#)

Zap2it
[Cable Top 25 for Week Ending April 7](#)

Pennlive
[Gov. Tom Wolf orders flags lowered to half-staff for fallen Marines](#)

Allentown Morning Call
[Joe Biden early top pick for Pennsylvania Democrats, Morning Call/Muhlenberg College poll shows](#)

Sarah Fransch, Director of the Pennsylvania Bureau of Consumer Protection, testified recently that 17.7 billion of the estimated 47.8 billion robocalls made in the U.S. in 2018 were scams — calls seeking to con people on health insurance, credit card offers, student loans, IRS collections, vehicle warranties, bogus veterans charities and the like.

The Federal Communications Commission received 4.5 million illegal robocall complaints in 2017, nearly tripling in three years. This is clearly a growth industry. Some experts say Americans will be besieged with more than 50 billion such calls this year. So what can be done? Americans need a combination of public sector regulation and private sector technology to combat this inundation. Most counter-measures have been as effective as fly swatters against a plague of locusts. Landlines have been reduced to voicemail filters for repetitive robocalls. Cell phones are becoming equally susceptible.

The Pennsylvania Senate Democratic Policy Committee held a hearing March 21 to air the possibilities. Fransch, of the Consumer Protection office, told legislators most attempts at regulation fall short because perpetrators are able to switch tactics and numbers easily. Many operate outside the U.S., beyond the reach of law enforcement.

State Sen. Andy Dinniman, D-Chester, has introduced a bill to require callers give recipients an easy opt-out from future calls, and to prohibit such calls on holidays. The bill targets deceptive technology that enables telemarketers to mimic local phone numbers, a practice known as spoofing. The state House of Representatives adopted a similar bill last month. Last year the attorneys general of New Jersey and Pennsylvania joined colleagues from other states in asking the Federal Communications Commission to empower phone service providers to work together to block spoofed calls.

There's only so much legislatures and state consumer enforcers can do. The FCC should be taking this battle to the trenches, requiring service providers to allow customers to block unwanted calls — and shutting down telemarketers if they don't offer people an invitation to opt out. One attempt in this direction is being readied by Comcast and AT&T, called STIR/SHAKEN, which is designed to block spoofing. We'll see what effect it has when it is introduced later this year.

We need a coordinated public-private counterattack. Workplace productivity suffers from constant interruptions. The sanctity of the home is under attack. Some people, including many seniors, don't know how to separate fact from fiction on the telephone. They shouldn't have to wade through this garbage several times a day. This year half of all cell calls are expected to be spam robocalls. Government regulators and service providers should spend at least half as much energy and ingenuity as the impostors do in disrupting our lives and businesses. — *Easton (Northampton Co.) Express-Times* editorial

U.S. Rep. Lloyd Smucker's [net neutrality](#) bill may face a roadblock as members of the Democrat-led committee where it sits are touting a bill of their own that's probably doomed. The Lancaster Republican introduced legislation Monday, April 8, that would amend Title I of the Communications Act of 1934 to prohibit broadband providers from blocking or throttling lawful content on the internet. "The internet should be a free space," Smucker said. "Commonsense regulation can be

helpful and protect consumers, but oppressive federal strong-arming benefits no one, especially not the internet.” On Wednesday, while Smucker's bill sat in the House Energy and Commerce Committee, the House overwhelmingly passed Democratic legislation dubbed the [Save the Internet Act of 2019](#) by a 232-190 vote. It's expected to be dead on arrival in the GOP-run Senate.

Smucker's pitch may appeal to the Senate Republicans, who tend to be more skeptical about regulatory edicts. It includes some of what the Democrats are fighting for, but caps the power of the Federal Communications Commission (FCC). Title I has been in effect since 2017, when the FCC repealed Obama-era policy classifying broadband service providers as common carriers under Title II — satisfying GOP calls to end alleged federal regulatory overreach and boost investments in high-speed internet.

The move reversed the ban on throttling, blocking and paid prioritization of lawful content. It also came with a transparency rule forcing companies to disclose management practices, which didn't actually prohibit them from the tactics. Smucker's legislation would let broadband providers maintain the Title I classification that deems them as information services, include the former ban and codify the transparency rule.

It would also limit the power of the FCC by letting the Federal Trade Commission retain its enforcement over anti-trust and anti-competition laws, which Smucker said is a "commonsense" approach different from the likely-doomed Democratic bill. Smucker's legislation doesn't have a Senate companion bill. And a spokesman for the House committee wouldn't say whether its members might consider the proposal. The Democrats are instead focused on the recently-passed legislation by Rep. Mike Doyle, D-Pennsylvania, which would repeal the FCC's 2017 ruling and reinstate the Obama-era Title II classification in totality.

The bill "charts a new course for net neutrality and would put in place 21st Century rules for a 21st Century Internet," Doyle said. The Democrats bill would prohibit the FCC from altering rate setting, unbundling internet service provider networks and levying additional taxes on broadband access. Sen. Ed Markey, D- Massachusetts, is sponsoring a companion bill in the Senate, where it sits in the Commerce, Science and Transportation Committee. — **York Dispatch**

If you signed up to stream live TV in hopes of saving money over traditional cable, you may be in for a rude surprise. Live online-TV providers like YouTube TV, DirecTV Now and Hulu with Live TV lured users with digital "skinny bundles" that were cheaper than cable. Now, many are raising prices. The latest is Google's YouTube TV, which is increasing its monthly fee to \$50. It launched at \$35 and has raised prices as it added more channels.

The first of this crop of TV services was Dish Networks' Sling TV in 2015. Its most attractive feature was price, since it offered a handful of popular, live TV channels for \$20 a month. A string of other companies announced similar services in the years that followed, many priced from \$30-\$40 a month. YouTube TV, Hulu Live, AT&T's DirecTV Now

and others were far cheaper than a traditional cable bundle, which costs about \$100.

Cable executives derided the online TV packages as unrealistically cheap, but they have grown in popularity as cord-cutting picked up. They have racked up more than 7 million users, according to MoffettNathanson Research, helping offset the declines in traditional TV customers for entertainment companies like Disney, Comcast's NBCUniversal and Viacom.

But that bump may be petering out. DirecTV Now lost customers for the first time in the fourth quarter after AT&T canned big discounts. MoffettNathanson noted that growth slowed for the online-TV providers overall. Price increases starting last year — just like you get with your cable package — may be to blame. This year has brought another round of price hikes, often as the bundles fatten up and more closely resemble traditional TV packages. That could turn still more people off, particularly as subscriber fatigue sets in with a slew of new streaming services coming from Disney, AT&T, Comcast and others.

But the problem for the TV services is that programming costs go up every year, so they're passing those on. "At the end of the day, they have no choice but to keep raising prices," said MoffettNathanson's Craig Moffett. If that means a steep drop-off in demand from users, the entertainment companies could eventually feel the bite.

AT&T, intent on profitability, announced a \$10 price increase for DirecTV Now in March; it's now \$50 a month for the cheapest tier, even after it dropped some popular networks that it didn't own. (Some of them, including MTV, BET and Comedy Central, returned a few weeks later after AT&T resolved a dispute with Viacom.) It also raised prices in 2018. Hulu raised the price for its live-TV service in February, by \$5, to \$45. Sony's PlayStation Vue raised prices by \$5 last year. "Pretty much all of them have come to market from day one saying we're cheap cheap cheap," said Frost & Sullivan analyst Dan Rayburn. "It's no longer that much cheaper than cable." Dish has been more of a holdout. Last year, it raised the price of Sling's cheapest package by \$5 to \$25, leaving its fatter bundle alone at \$40. It's also currently offering a big promotion. — **Associated Press**

Walt Disney Co.'s new streaming service, Disney+, will launch in November at a price of \$6.99 a month, the company told investors Thursday, positioning the offering as an affordable addition to the streaming marketplace. The linchpin of Disney's streaming strategy, Disney+ will be an ad-free subscription service anchored by programming based on Disney's biggest franchises, including "Star Wars" and Marvel Studios, as well as original programming. Its price—it will also be offered for an annual payment of \$69.99—is nearly half the cost of Netflix Inc. subscriptions.

Disney's streaming strategy represents one of the most consequential bets in recent Hollywood history. The company is looking for a new source of growth as the traditional pay television business—once the engine of its expansion—matures. Disney needs to take a big swing if it wants to make up the ground already gained by Netflix. Disney Chief Executive Bob Iger has called his direct-to-consumer strategy the company's No. 1 priority, and a crucial element of how his 96-year-old company succeeds in its second century.

Disney expects to have between 60 million and 90 million subscribers by the end of fiscal 2024, at which point it should achieve profitability, said Disney Chief Financial Officer Christine McCarthy. The company expects operating losses with the service to peak between 2020 and 2022, owing to the expense of producing and licensing programming for the service.

Within its first year, Disney+ will offer more than 7,500 episodes of television and 25 episodic series, alongside more than 100 recent movies and 400 library titles. There will be nine original pieces of content at launch on Nov. 12 and 25 in the first year from the Disney Channel, Marvel, National Geographic and its Star Wars production company, Lucasfilm Ltd. Disney+ also will house episodes of the long-running Fox animated hit "The Simpsons" as well as the original trio of "Star Wars" movies.

Disney will manage three separate streaming services. In addition to Disney+, the company already offers ESPN+, a complement to its sports network, and Hulu, an established service with more than 25 million subscribers. Though each service is designed for a different kind of consumer, Disney will likely bundle all three and offer them combined at a discounted price, said Kevin Mayer, a longtime Disney executive in charge of its direct-to-consumer efforts. "We're starting from a position of strength, confidence and unbridled optimism," Mr. Iger said.

Disney is jumping into a competitive landscape. Besides Netflix Inc., which has 139 million subscribers around the globe and Amazon.com Inc.'s programming platform, it will be up against Apple Inc., which is launching its own service with original programming in the fall. AT&T Inc.'s WarnerMedia and Comcast Corp.'s NBCUniversal are also creating streaming services. To stock its new product, Disney will be pulling content off Netflix, forgoing substantial licensing revenue. It expects to lose about \$150 million a year in operating income from cutting ties with Netflix, executives said in March.

Producing new shows for the service—and buying back the streaming rights of programs tied up in other deals—will be a major expense. The company expects a cash investment of more than \$1 billion in fiscal 2020, going up to about \$2.5 billion by 2024. Mr. Iger had withheld most details on the service since he announced plans to launch it in August 2017. He reserved most of the answers for the investor day, held inside a studio soundstage that was once home to the original "Mary Poppins" production but on Thursday was retrofitted with a giant production screen covered in floating "+" signs.

A working prototype of Disney+ shown at the event resembles the Netflix interface, with a carousel of highlighted programming at the top, along with rows of shows and movies categorized under divisions like "Recommended for You." Each company division, including Pixar and Lucasfilm, has its own landing page of programming from that segment. Disney's acquisition of 21st Century Fox entertainment assets transforms the makeup of Disney and its family-friendly brand, positioning Disney fare like "The Mickey Mouse Club" alongside edgier Fox movies like "Deadpool" that will be offered on Hulu. National Geographic, which Disney acquired as part of its \$71.3 billion Fox acquisition, will also feature nature documentaries on the service as well as original programming. Users will be able to customize profiles

and have multiple accounts under the same subscription, as well as download its shows and movies for offline viewing.

Disney plans to introduce the service in North America in November before beginning a global rollout that then continues around the world. Disney expects about two-thirds of its Disney+ subscribers to be based overseas by 2024. Disney used the day to promote its heavyweight 2019 slate of theatrical releases, including “Frozen 2” and “Toy Story 4,” both coming out this year. In a sign of how Disney plans to use the service to promote big-screen releases, each of those two will have its own Disney+ complement: a behind-the-scenes documentary on the making of “Frozen 2” and a collection of short films featuring “Toy Story” characters Bo Peep and Forky. Other Disney+ shows, such as those produced by Marvel Studios, will tie into the story lines of major theatrical releases. — ***Wall Street Journal***