

Caribbean Cable Cooperative Ltd

# CO-OP Newsletter

## Board of Directors

**William R. Ewing**  
Managing Director, The  
Cable, St Kitts

**Anthony (Tony) Butler**  
President, Cable Bahamas

**Jeremy Elmas**  
Chief Operating Officer,  
WestStar TV Ltd

**Ursula Geerman-Croes**  
Wholesale Billing and Set-  
tlements Coordinator,  
SETAR N.V.

**Beulah Jonis**  
Managing Director, St.  
Maarten Cable TV

**Howard S. Crotin**  
Board Advisor

## In this issue

- Chairman's Message ... 1
- Audits ... 1
- New Members ... 2
- Operator Notes ... 2 - 3
- Programming ... 4 - 7
- Industry Notices ... 7
- Website Highlights .. 8

## Chairman's Message

As we approach the end of 2012 we must keep in mind the challenges that face us going forward. The world economy has not rebounded as fast as we all would have liked, the cost of doing business is rising faster than the growth of the region and theft of service is still plaguing the operators in the territory who are trying to create a region where we try to all exist on a level playing field.

The economy has slowed the growth of building in the islands and this of course has reduced or eliminated jobs in many areas. Tourism has been flat and this too affects many of our customers who depend on the visitors' dollar to enjoy the services we provide. As an optimist, I believe there is light at the end of the tunnel and just like many, many economic downturns in the past, this too shall pass and we will prevail in the end.

Hand in hand with the slow rebound is the mystifying approach the programming suppliers are taking with regard to license fees. Asking for high rate increases in light of the soft market only extends the problem, it does not solve it. Almost every island needs the approval of the government to get a rate increase to cover the increased costs and almost every island uses cable as a political football to earn the

good graces of its' constituents and does not act in favor of the cable provider. By Forcing a decision by the cable operator to drop services in order to make ends meet is not an answer to the problem. We understand the need for rate increases on programming services and would expect everyone to understand that there is only a small pie that is available for everyone to get a piece of and acting on that realization is a much more equitable and acceptable outcome. We have been fortunate that for the most part, the Co-op partners have understood this and for that we are grateful.

The hardest challenge we will have to tackle as a group, with the support of the programmers, is exposing those cable thieves who either operate under the guise of legitimate operators with contracts and under report or those that just set up shop and steal services. We have come a long way in this territory in 15 years and while it is not perfect yet, it is far better for all now, than what it was then. We cannot let those who wish to thumb their nose at the rules define our territory and hard work. We must join with the programmers to use whatever legal means at our disposal to put pressure on those thieves and the governments who support them. We cannot ignore this problem and we must act quickly.

— Bill Ewing —

## Audits

Under our new Audit policy, the next four systems will be starting shortly.

The following systems have stepped up for audit this year and we thank you for your cooperation.

Cable Bahamas, TDS Curacao, SETAR in Aruba, and Flamingo in Bonaire





## Operator Notes

### New Members

Please welcome a new member system to the Co-op:

- TRES Networks of Curacao

### Bermuda CableVision launches Video-On-Demand



Bermuda CableVision has launched Video-on-Demand and is rolling out the service parish-by-parish to its customers.

The company has completely re-vamped its website – [www.cablevision.bm](http://www.cablevision.bm) – to reflect the launch of this new "Anytime Entertainment" service, and to enable customers to sign up online for convenient options like paperless billing as well as Purchase PINs for VOD and Pay-per-View. Bermuda CableVision is gearing up to launch 15 Mb and 25 Mb Internet service island-wide – the fastest speeds in Bermuda to date. As telecom reform gets underway in Bermuda, CableVision is looking to position itself as a provider of multiple new services which can be offered over its advanced, fibre-based digital broadband network.

### WestStar TV experiences a whirlwind year!



It's been a whirlwind year for WestStar! Last year,

WestStar announced its FTTH project, which is now picking up speed (pun intended). The build out started in a small test area in George Town, Grand Cayman. The marketing and sales team went into the area ahead of time hosting informational evenings and pre-signing internet customers. Now, WestStar is moving down the busy Seven Mile Beach stretch. This area has many multiple dwelling units that are already WestStar customers. All MDUs with TV service are being upgraded to fibre as crews pass and once again the marketing and sales team is working on pre-sales for internet.

In other big news, WestStar marked a major milestone with a change in majority ownership.

The new owners, backed by Bison capital, are looking forward to building on WestStar's strong foundation as a cable television and now internet service provider. Bison Capital is a U.S. based firm known for investing in solid companies and providing both financial and strategic assistance to those companies.

WestStar CEO and President Rodney Hansen says, "I am proud of what we have been able to build over the last 19 years, particularly the start of our fibre-to-the-home deployment, which will have a lasting positive impact on the community." Mr. Hansen adds, "This is a bittersweet time for me as I prepare for retirement, but I feel confident in the leadership." we have already seen job creation with the launch of our fibre project, and now will have additional resources to drive the business."

Bob Taylor will oversee the operation as CEO of WestStar and assures that the new ownership is committed to ensuring consistency and continuity for both employees and customers. "I have spent my entire career in telecommunications and look forward to sharing my experiences with the WestStar team," says Mr. Taylor, adding, "This is a great organization with strong leaders in place; we want to build on the company's successes to bring the islands world-class telecommunications services rivaling any other major jurisdiction."

### Fox Networks announces Video-On-Demand now available

Fox Networks is pleased to announce the availability of Video-On-Demand services through its agreement with the Caribbean



Cable Co-op. The following VOD services are now available: National Geographic Channel SD/HD, Nat Geo WILD SD/HD, Speed SD/HD, Big Ten Network SD/HD, and BabyTV.

Be included in the next Co-op Newsletter

Submit your content early!



### Operator Notes (continued)

#### LIME Saint Lucia Has a New General Manager



LIME is pleased to announce the appointment of Mr Chris Williams as the General Manager of LIME Saint Lucia effective October 1, 2012.

A Saint Lucian national and former Vice President of LIME Saint Lucia Operations, Chris has over 30 years of experience in telecommunications technologies, business strategies, networks expansion and service

delivery. He has served in various senior executive management-level positions, including Head of Residential Service Delivery and Manager of Planning, External Networks, Support Services and Cable TV where he spearheaded the upgrading of LIME's analog cable TV system to a fully digital service.



In his new role as General Manager of LIME Saint Lucia, Chris will be responsible for delivering excellence in the customer experience which will be at the core of the LIME business strategy.

#### LIME Helps Set the Stage for Public Sector Modernization



LIME St. Lucia hosted a one-day information and communications technology (ICT) conference in October, which was attended by Government ministers and senior executives from the Public Service, has been hailed a huge success.

Dozens turned out for the event which was held Thursday last at

the Royal Saint Lucian Resort & Spa. The consensus is that the forum was quite dynamic and exciting, and a wealth of information was provided that proved to be very enlightening. The participants included Minister for Infrastructure, Port Services and Transport, Hon. Philip J. Pierre, Minister of Legal and Home Affairs and National Security, Hon. Philip LaCorbinere and Minister for the Public Service, Sustainable Development, Energy, Science & Technology, Hon. Dr. James

Fletcher. Also present were permanent secretaries and high-level decision makers from the public sector, including recently introduced Director of Public Sector Modernization, Dr Cletus Bertin and representatives of the Customs, Inland Revenue and Electoral departments, the Royal Saint Lucia Police Force and the Saint Lucia Fire Service.

LIME's goal in organizing the conference was to stimulate discussions and offer suggestions on how the governments of Saint Lucia and the wider region can use ICT to modernize and transform the process of governance, increase efficiency and productivity and improve service delivery to the public. The theme of the event was "LIME, Partnering with Government for Success." It was staged in collaboration with partners like Ernst & Young and Checkpoint Security. Similar forums are being held by LIME in Barbados and Jamaica.

Byron Allen



# Programming

We will soon be announcing that Justice Central, another channel from Byron Allen and his studios that will be available to us in the Caribbean. This channel is a mixture of Emmy award winning Courtroom shows and live trials with expert analysis. Periodically we send out notifications of potential programming partners. Please make sure you alert us to your interest so that we can proceed. Without knowing if the channel will be used usually means we pass on it. With that in mind, please advise if there is a channel you would like us to poll the other members on. If there is interest by some of the other members we will source it out and investigate the possibility of a group deal.

We have started negotiations on a number of the channels that expire at the end of the year. We are hoping to announce successful completion early to allow for smooth transition to 2013.

We are going to be working with programmers to stop theft of service in the territory. We cannot let illegal operators undo all that we have accomplished in the last 15 years.

Congrats to our programming partners at One Caribbean TV for their successful launches in Chicago, Boston, D.C., New York, Philadelphia and Lehigh Valley!

## Programming Highlights

### BBC World News coverage and analysis of US Election & China Congress



With China a key foreign policy issue for the U.S, the BBC will be focusing on two events over the upcoming weeks – the U.S Presidential Elections and the 18th National People’s Congress of the Communist Party of China, which will determine both countries’ future.

With these two world super powers marking their most significant leadership decisions in November, BBC World News will be looking at how these events reverberate internationally, what the political transitions mean for US-China relations and the strategic, economic and political implication for the whole world.



Live Coverage and Analysis

US Election – November 6<sup>th</sup>

China Congress – November 9<sup>th</sup>

### New BBC studios: “The World’s Newsroom”



Coming in January 2013, viewers will see a fresh take on the news as BBC World News broadcasts from its new studios in central London. The BBC’s New Broadcasting House will provide crisper and more dynamic news presentation than ever before, also bringing together all of the BBC’s multi-lingual and multi-platform teams together in one place. It’s a building the

BBC is now calling *The World’s Newsroom*; a collective centre of journalism that no other 24/7 global news broadcaster can match.

### BBC America on pace for its best year ever

BBC America is on pace for its best year ever, marking 8 straight years of growth. September 2012 was its best month ever with Q3 2012 being the best quarter ever.



The series 7 premiere of *Doctor Who* became the best show ever bringing in 2.47 million viewers and ranking #1 in the time period. *Copper* became BBC America’s highest rated original series premiere with 1.8 million viewers for best rated drama ever.

Coming in 2013, tune in for two new additions to Dramaville. *Spies of Warsaw* is a thrilling spy story in the years leading up to the Second World War. *Ripper Street* is set in London’s East End in 1889 during the aftermath of the infamous Jack the Ripper murders.





### Programming Highlights (continued)

#### Africa Channel's Award-Winning and Internationally Acclaimed Show



**Jacob's Cross** is an epic drama in which powerful family dynasties battle for control of Africa's rich oil resources.

Set in South Africa and Nigeria, this clash between two diametrically opposed brothers tears at the family legacy, threatens their lavish lifestyle, and verges on toppling the oil rich industry that took generations to build.

#### BET

**Soul Train Awards** – Nov 25th 8PM-11PM | The Soul Train Awards returns with a stellar two hour show that bridges the gap between the soulful sounds of yesterday and today.



Showcasing the evolution of Soul Train's impact on musical history from the 70s, 80s, 90s, and today, the new Soul Train Awards is all about the melodic marriage of music and dance.

**Black Girl Rock** – Nov 4th 8PM | "BLACK GIRLS ROCK!"™ is dedicated to honoring exceptional women of color around the world who stand as inspirational and positive role models. A montage of female performers help BET Networks and Beverly Bond, Founder and CEO of BLACK GIRLS ROCK!™, celebrate the achievements of the exceptional honorees.

**Don't Sleep!** Hosted by T.J. Holmes – Oct 1st at 11PM (Mon-Thur 11pm) | In the new original series "DON'T SLEEP!," Holmes will deliver smart, biting social commentary on significant issues important to African-Americans. Guaranteed to shake up late night, "DON'T SLEEP!," presents and tackles current headlines that affect our community while also creating awareness about vital stories mainstream media tends to disregard.

**Apollo Live** – (6 episodes) Nov 25th at 11PM on BET and Centric then every Sat 12/1 at 8pm on Centric | CENTRIC and BET will air its new original series APOLLO LIVE. Inspired by the Apollo's legendary Amateur Night and hosted by comedian/actor Tony Rock, the show will include new, exciting elements such as a judging panel featuring R&B producer/artist Michael Bivins, hip-hop legend Doug E. Fresh and the legendary Gladys Knight.

#### Nickelodeon

**Teenage Mutant Ninja Turtles** – Saturday Mornings on Nick (30 min.) | Emerging from their hidden lair in the sewers, the band of reptile teenage brothers confront the wondrous and hostile world of New York City...



**It's a SpongeBob Christmas** – (30 min special) Premieres 12/2 Primetime on Nick | See SpongeBob as you never have before! Bikini Bottom is transformed as your favorite characters embark on the biggest Christmas adventure ever.

**Marvin Marvin** – (30 min) Series Premiere 12/15 8P on Nick | The Formans are a typical suburban American family: Mom, Dad, Grandpa, Son, Daughter and ... Marvin, the Klootonian alien from space. Maybe not so typical...

**Dora's Royal Rescue** – (60 min. special) Premieres 11/5 PRIMETIME on Nick | Dora and Boots and the noble horse, Rocinante, are off to Story Castle to rescue Don Quixote from the evil wizard, Malambruno.

**Peter Rabbit's Christmas Tale** – (30 min. special) Premieres 12/10, 7p on Nick | When Mr. Bouncer gets too sick to make the important holiday supply delivery, Peter and Benjamin take it upon themselves to brave a blizzard...

**Dora's Christmas Carol Adventure** – (60 min. special) Airs 12/3 in PRIMETIME on Nick | Santa has warned Swiper again and again that if he keeps swiping on Christmas he'll be permanently put on the naughty list - forever and ever.

#### MTV

**Underemployed** follows a circle of friends one year after their college graduation when reality has set in and the group struggles, often comically, to stay optimistic through the major life changes young twentysomethings know all too well, including dead-end jobs, terrible bosses and romantic mistakes. This group of old friends becomes a new family as they go through all the highs and lows in their newfound adult lives and prove together that if life is about living, none of them are underemployed. Underemployed premieres Tuesday's at 10pm only on MTV.





## Special Programming Highlights December 2012

**Eurocinema – Euroshorts Spain –** Premiere December 3rd at 8:30 PM ET / 10 PM PT. From five emerging Spanish filmmakers, a series of grippingly scintillating shorts.



**Eurocinema – Awakening of a Dream –** Premiere Friday December 7th at 9 PM ET/PT. A poignant story affirming the true bonds of unconditional love.



**Eurocinema – The Tale of the Pink Bunny –** Premiere Friday December 14th at 9 PM ET/PT. The realities of youth culture in Kazakhstan intertwine with a spark of fairytale.



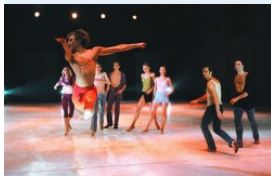
**Eurocinema – Elephant –** Premiere Friday December 21st at 9 PM ET/ PT. An adventure navigating Russia alongside a unique companion. Love and self-discovery in a moving circus story.



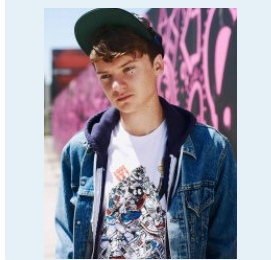
**Eurocinema – The Oslo Opera –** Premiere Thursday December 13th at 8 PM ET/PT. An award winning documentary portraying the complications and achievements experienced during the process of building The Oslo Opera House.



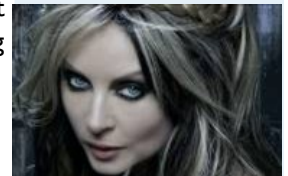
**Eurocinema – Béjart: The World Tour in 80 Minutes –** Premiere Monday December 24th at 8:30 PM ET/10 PM PT (Switzerland). A moving ballet performance based on Jules Verne's famous novel.



**Euromusic – Conor Maynard –** Premiere December 9th at 7 PM ET/ PT. Discover the British music answer to Justin Bieber. A captivating voice, an independent, ever increasing fan base, and the exuberant passion of youth, all contribute towards the uniqueness of this fresh, new talent.



**Euromusic – Sarah Brightman –** Premiere Sunday December 23rd at 7 PM ET/ PT. Discover the vocal legend who provided the inspiration of The Phantom of the Opera. She has made everybody to become familiar with opera with a dazzling soprano voice. To coincide with the release of her new studio album, Eurochannel invites you to let your senses go with the mesmerizing melodies of Sara Brightman.



**Euromusic – Pet shop Boys –** Premiere Sunday December 16th at 7 PM ET/PT . Synthesizers, drums and a unique voice blend deliver a thumping dance experience. Eurochannel invites you into a world of psychedelic synthesizers with the most successful duo in British music history. Pop, dance and house blend to form the unique rhythms of the Pet Shop Boys; providing the pinnacle of thrilling audio sensations. Join us in an exclusive party with this treat to the senses in our Euromusic special dedicated to the kings of British electro-pop.



**Euromagazine – Mimmo's Kitchen –** Premiere Thursday December 6th at 7:30 PM ET/PT (Italy). Discover classic Italian dishes alongside a passionate local amateur chef. Ever wanted to cook Italian food at home? Ever wished to impress your friends and create a truly authentic Italian dish? Come into Mimmo's Kitchen with Eurochannel and discover the techniques involved in crafting tantalizing Italian homemade cuisine alongside a savvy food lover.





## Programming Highlights (continued)

### MSNBC and CNBC are Proud to Launch to the Caribbean Cable Co-op



Catch 16 hours of live business programming on CNBC including: **Mad Money, Squawk Box, Closing Bell,** and **The Kudlow Report.** CNBC is recognized as world leaders in business news and provides real-time financial market coverage and business information to approximately 390 million homes worldwide. Their Primetime is the destination for award-winning documentaries, profiles, specials and series including: **American Greed: The Fugitives and Crime Inc.**



MSNBC is the destination for progressive insight,  political commentary and perspective on the issues facing Americans. MSNBC offers a full schedule of live, world-class reporting and analysis, and award-winning documentary programming - 24 hours a day, 7 days a week. Key programming includes: **Morning Joe, The Last Word with Lawrence O'Donnell, Hardball with Chris Matthews,** and **The Rachel Maddow Show.**



### MTV aligns hip hop-themed programming and content under MTV Jams



MTV will align all of its hip hop-themed programming and online content under the MTV Jams brand name, the network announced Thursday. MTV Jams, which is currently a 24-hour channel reaching 29 million households, will now serve as the brand for all hip hop programming on MTV, MTV2 and MTV.com, according to company officials. The initiative includes the launch of a digital site, jams.mtv.com, a landing site that will feature all of MTV's hip

hop content.

In addition, MTV2 on Oct. 28 will launch a new weekly series dubbed *The Week In Jams*. MTV will also hire new hip hop experts that will join MTV News' Sway Calloway as the voice of hip hop across all MTV brands, and will present a series of concert tours that will provide fans exclusive access to their favorite artists starting with the forthcoming Trey Songz "Chapter V" tour featuring Miguel. (MultiChannel News)

## Industry Notices

### Cable-Tec Expo: Arris Pushes DOCSIS Gateways Near 1-Gig Mark

Arris Group, aiming to equip cable operators to deliver screaming-fast Internet speeds in 2013 and beyond, is introducing seven next-generation DOCSIS 3.0 wireless in-home gateways capable of delivering video and data downstream at nearly 1 Gigabit per second. (MultiChannel News)

### 3Net Forms Studio to Trigger Format Production

Looking to bolster the development and production of format fare, 3net, the joint venture from Sony, Discovery and IMAX, has formed a new global and distribution division. (MultiChannel News)

### Outdoor Channel Adds 1.1 Million Comcast, RCN Subs

With upgrades on Comcast and RCN systems, Outdoor Channel in September scored the biggest single month in distribution gains on the cable front in its 19-year-history, one that has it in shouting distance of another affiliate milestone. (MultiChannel News)

### NBC Sports Net Preps NHL Replacement Fare

NBC Sports Network will be forced to ice nine regular-season National Hockey League telecasts as a result of the ongoing lockout. (Multinational News)



## Co-op Website Highlights

The Coop website is one of the best tools we have for keeping track of what available programming we have. And, here are some of the corresponding tools for you to take advantage of.

- **Participation Agreements**
- **Launch forms**
- **Technical specifications** and contact info
- **Ad Sales Avails** agreement summaries from each programmer for those who do Ad Sales
- **Contract Digest** is summary of our contracts with expiration dates and key wording on special paragraphs. Great for planning programming changes as we go forward.
- **Member Directory** of all coop members—review your listing to make sure it's up-to-date.

- **Programmer Channels** is a complete list of all of the Coop services and even some services that are not Coop but available in the territory. As we go through the audit process it is important that you periodically check the list to ensure that you have properly signed for and are reporting all of the Coop services you have on your system. This compliance is one of the Coop's greatest strengths and is a valuable statement to make when negotiating and renegotiating agreements.
- **Website Primer.** For those new to the Coop, or for that matter, new to the website, we have prepared a comprehensive Primer for your use (access in upper right corner).

We are always looking for new content for the site that will make it an even more valuable resource. Please submit your suggestions for review and if possible we will add it to the site.

###