

BEFORE THE
FEDERAL COMMUNICATIONS COMMISSION
WASHINGTON, DC 20554

RECEIVED
MAR 24 1994
FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF SECRETARY

In the Matter of)
Implementation of)
Sections of the Cable Television)
Consumer Protection and)
Competition Act 1992)
Rate Regulation)

MM Docket No. 92-266

To: Mass Media Bureau

RESPONSE TO FCC RATE REGULATION IMPACT SURVEY

Crown Media, Inc. ("Crown") on behalf of its ten largest cable television systems which are subject to rate regulation pursuant to Section 623 of the Cable Television Consumer Protection and Competition Act of 1992 ("1992 Cable Act") hereby responds to the Commission's Order in the above captioned proceeding.¹

I. INTRODUCTION AND SUMMARY

Crown welcomes the opportunity to report to the Commission the results of its compliance with the Rate Regulation Order.² Crown provides cable television service through its owned and affiliated entities to approximately 825,000 subscribers. The ten largest systems which are the subject of this survey represent 366,000 subscribers or 44% of the Crown subscriber base. Crown has fully implemented the Rate Regulation Order and has adhered to

¹Implementation of Sections of the Cable Television Consumer Protection and Competition Act of 1992, Rate Regulation, Order, FCC 93-446 (released September 17, 1993).

²Implementation of Sections of the Cable Television Consumer Protection and Competition Act of 1992, Rate Regulation Report and Order and Further Notice of Proposed Rulemaking, MM Docket 92-266, FCC 93-177 (released May 3, 1993), 58 F.R. 29736 (May 21, 1993), reconsideration in part, FCC 93-428 (released August 27, 1993), further reconsideration pending ("Rate Regulation Order").

No. of Copies rec'd 2 Copies
List ABCDE

the rate freeze on regulated cable services which took effect on April 5, 1993.³ As a result of the implementation of the Rate Regulation Order, greater than 99% of the subscribers in the systems surveyed experienced a reduction in the charge for the basic tier of cable service ranging from a savings of \$1.78 to \$6.95. Additionally, the additional outlet charge throughout the surveyed systems was completely eliminated and the remote charge was reduced from a high of seven dollars to a current low of seven cents. Further, for 85% of the surveyed systems the cost of installation is down.

We are pleased to report that greater than 99% of the subscribers to Crown Olivette, Ballwin and Florissant, Missouri cable systems saw an overall decrease in the bill for regulated cable services. Greater than 99% of the subscribers to Crown Janesville and Hustisford, Wisconsin cable systems experienced a decrease in the total amount charged for regulated cable services as well as the same percent for the Maryville, Illinois system. Overall, for the subscribers included in the survey, a full 90% saw a total decrease in the amounts charged for regulated cable services. If the objective, as has been publicly stated, was to reduce the charges for regulated cable services for 2/3 to 3/4 of the nation's cable subscribers, Crown Media has met and exceeded that goal.

Less than ten percent of Crown subscribers experienced slight increases in the charge for regulated cable services. These increases occurred where tiers of programming had previously been value priced. The Rate Regulation Order and accompanying Form 393 worksheets required allocation of revenue for tiers on a per channel basis.⁴ This tier neutral approach inadvertently caused those subscribers who purchased the basic service tier and an

³Implementation of Sections of the Cable Television Consumer Protection and Competition Act of 1992, Rate Regulation, Order, FCC 93-176, 8 FCC Rcd 2921 (1993), clarified in 8 FCC Rcd 2917 (1993), extended to November 15, 1993, in Order, 93-304 (released June 15, 1993), 58 F.R. 33560 (June 18, 1993).

⁴See 47 C.F.R. 76.922(a).

intermediate tier, but did not purchase the highest tier of now regulated cable services, to experience an increase in their rates which may not be fully offset by the decrease associated with the unbundling of equipment charges.

II. NOTES TO FCC RATE REGULATION IMPACT SURVEY FORM 3060-0578

In order to facilitate a one to one comparison of April 5, 1993 rates to September 1, 1993 rates, franchise fees are included within the amount charged and stated on line 09 through 12 of the survey.

III. DISCUSSION OF INDIVIDUAL SYSTEMS

ALHAMBRA

The revenue from regulated cable services for the Alhambra system, the largest system included in this report, decreased by approximately 13%. When subscriber penetration is factored into the equation, the real decrease in revenues is in the neighborhood of 14%. While the actual rate for the basic service tier declined only slightly, an additional outlet charge of \$7.95 was completely eliminated and the remote charge of \$4.00 was reduced to \$0.13. In this system 86% of subscribers experienced a decrease in the charge for regulated cable services.

Six new channels of programming were added after September 1, 1992 but prior to April 5, 1993. Because of the timing of these channel additions, they have an effect on the calculation of the regulated per channel rate which is not clearly evidenced by the survey format.

On April 5, 1993 the system had 3 levels of service. When the third tier was collapsed the charges associated with the additional channels were then included to determine the per channel charge. To the extent the third tier was not 100% penetrated, those subscribers who had not purchased the third tier saw an increase in their rates.

OLIVETTE

In the Olivette system, more than 99% of subscribers realized a decline in the cost of regulated cable services. The attendant decrease in company revenue for the period in question is more than 6%. Revenue reduction viewed on a per subscriber basis would put revenue decline at nearly 9%. Although rates were restructured, the system did not retier and no maintenance charges were implemented.

MARYVILLE

The third tier was collapsed in the Maryville system where revenues for regulated cable services declined by almost 10%. When adjusted for increased penetration the real reduction in revenue is closer to 12%. All 3 tiers were equally penetrated therefore the restructuring had no financial impact on subscribers. More than 99% received reduced bills for regulated cable services.

FLORISSANT

While the Florissant system added 2 channels to their basic service tier offering, 99% of the subscribers recognized a decrease in the charge for regulated cable services. Additional outlets were reduced from \$5.95 to zero. Remote control units dropped from \$2.95 to \$0.15. The Company saw an overall decrease in revenue in excess of 8%. When net subscriber growth is factored into the computation, the real decline in revenue is larger than 10%.

CONNECTICUT

There are 2 Connecticut systems which qualify for inclusion in this survey, the Newtown/New Milford/Southbury system and the N.E. Connecticut system. On April 5, 1993, the Newtown system was comprised of 3 different franchise areas. These areas were consolidated on September 1, 1993. However, the areas remain distinct because of non-

uniform rates and non-uniform channel offerings. Because rates and channel lineups are not uniform, Crown has reported the system following the instructions for lines 01-08 regarding non-uniform rates for all franchises. There was restructuring within the 3 tiers offered, but, no tier was collapsed and less than 8% of our subscribers experienced a slight increase in regulated cable services.

The N.E. Connecticut system had the highest percentage of subscribers to see increases in regulated cable services. The N.E. Connecticut system has 3 tiers of service. On April 5, 1993, twenty-one channels were offered on the first tier at a cost of \$15.95. Fourteen channels were offered on the second tier at a cost of \$5.80. The third tier had 8 channels and cost \$8.00 dollars. The third tier was only 43% penetrated. This is a prime example of the effect of tier neutrality or the per channel charge on a tier that was previously value priced. Because the third tier was only 43% penetrated, when the channels were restructured to reflect an identical channel charge, those subscribers receiving the first 2 levels of regulated cable services but not the third level experienced a rate increase. This situation was further compounded by the fact that on April 5, 1993, the system charged for converters and the regulated rate for converters did not decrease enough for the net effect on most subscribers to be a decrease in the bill for regulated cable services. The system had not previously charged for an additional outlet so that equipment unbundling did not offset the increase in the channel charge.

For the areas in Connecticut that were included in the survey, it is expected that more than a 19% reduction in revenue will occur.

BALLWIN

September 1, 1993 regulated revenues from the Ballwin system fell nearly 8%. No retiering or restructuring occurred and no maintenance fees were implemented. Greater than 99% of the subscribers to regulated cable services saw a decrease in their cable bill.

CLARKSVILLE

Three new channels of programming were added in the Clarksville system after September 1, 1992 but prior to April 5, 1993. Because of the timing of these channel additions, they had an impact on the calculation of the regulated per channel rate which is not clearly evidenced by the survey format. It is notable that while the overall rate for regulated cable programming decreased only slightly, the basic service tier rate decreased by a full \$5.55.

JANESVILLE

The 22,760 subscribers to the Janesville system all saw a decrease in the charge for regulated cable services. Accordingly, the company experienced close to a 12% decline in revenue from regulated cable services. No tier was added or deleted, and no channels were realigned within the 2 available tiers. Although a wire charge appears on the Janesville rate card, no charge has actually been implemented and there are no current plans to effectuate that charge.

HUSTISFORD

Like Janesville, greater than 99% of Hustisford's subscribers received rate reductions for all regulated cable services. The basic service tier rate fell just short of 7%. The remote charge went from \$4.00 to \$0.18 and additional outlets went to zero. Crown's revenue fell by more than 13%. The Hustisford area gained an additional channel. Although a wire charge appears on the Hustisford rate card, no charge has actually been implemented and there are no current plans to effectuate that charge.

IV. CONCLUSION

Crown has made a conscientious and concerted effort to make the benchmark framework of rate regulation viable. While Crown is currently facing an approximate 12% overall reduction in revenue from regulated cable services, the FCC and subscribers should be

mindful that future increases are governed by increases in the GNP-PI or by yet undefined cost-of-service showings. This mechanism provides a substantial control going forward. At this time Crown believes that cost-of-service showings will be unnecessary unless the Commission fails to issue rules which allow the cable operator to recover the cost of system upgrades and channel additions plus a reasonable return on investment.

The efforts of this Company are focused on full compliance with the Cable Act of 1992. The results of this survey - 90% of subscribers with decreased charges for regulated cable services - is evidence of that effort. Any changes to the current framework should be carefully considered not only for the effect it will have on an operator such as Crown, but also for the continued confusion and uncertainty that will result to our subscribers as well as the financial markets.

Respectfully Submitted,

CROWN MEDIA, INC.

By: 

Trudi McCollum Foushee
Vice President - Legal
One Galleria Tower
13355 Noel Road - Suite 1650
Dallas, Texas 75240

Dated: Oct. 1, 1993
RATESVY

FCC RATE REGULATION IMPACT SURVEY

01. Community Unit ID#:	CA1093	05. Respondent Name:	Crown Media, Inc.
02. Mailing Address (street):	2057 Los Robles	06. Respondent Fax:	(214) 960-4866
03. Mailing Address (city):	S. Pasadena	07. Respondent Phone:	(214) 702-6335
04. Mailing Address (state & zip):	CA, 91104	08. System/Franchise:	Franchise

REGULATED SERVICES	CHARGE		CHANNELS		HOUSEHOLDS	
	4/5/93	9/1/93	4/5/93	9/1/93	4/5/93	9/1/93
Describe Service Tier						
09. TIER 1 (Basic)	\$15.95	\$13.89	26	29	97,853	98,326
10. TIER 2	\$1.00	\$11.97	2	25	97,548	98,098
11. TIER 3	\$6.95		26		97,519	
12. TIER 4						

REGULATED EQUIPMENT		CHARGE		EQUIPMENT UNITS		HOUSEHOLDS	
		4/5/93	9/1/93	4/5/93	9/1/93	4/5/93	9/1/93
13. Converter	Non-addressable:	N/A	N/A	N/A	N/A	N/A	N/A
	Addressable:	\$0.00	\$1.73			97,345	98,098
14. Installation	Prewired:	\$46.95	\$36.75			26	38
	Unwired:	\$49.95	\$36.75			2,448	3,133
15. Service Change	Visit required:	N/A	N/A			N/A	N/A
	No visit:	\$0.00	\$0.00				100
16. Inside Wire:							
17. Remote:							
18. Additional Outlet:							
All Miscellaneous Maintenance (describe):							
19.							
20.							
All Miscellaneous charges (specify):							
21.							
22.							
23.							
24. Franchise Fee:		\$0.00	\$0.00				
25. Total billed monthly charges for reg. services:		\$3,222	\$2,860				
26. Total subscribers receiving any reg. services:		97,853	98,326				
27. % of subs. receiving a change in bill for reg. svcs:		Increase %	14.00%	Decrease %	66.00%		

Los Angeles Region
Channel Line-up
as of April 5, 1993

Basic

Channel

1	Crown Market Place
2	KCBS - CBS Network
3	Crown Network - Selected programming
4	KNBC - NBC Network
5	KTLA - Independent
7	KABC - ABC Network
9	KCAL - Independent
11	KTTV - Independent
13	KCOP - Independent
14	QVC - Shopping Channel
30	KWHY - Financial News
28	KCET - Public Broadcasting
34	KMEX - Spanish Programming
46	HSN - Home Shopping Network
48	KOCE - Public Broadcasting
49	Galavision - Spanish Programming
50	Educational Access - Educational programming (College credit)
51	KSCI - Foreign Language programming
52	KVEA - Spanish programming
53	C-SPAN I - Live congressional coverage
54	KLCS - L.A. City School's channel
55	Government Access - Local government programming
56	Public Access - Local community programming
59	Prevue Guide
60	C-SPAN II - Live coverage of U.S. Senate
62	KTBN - Christian programming

Basic Plus

31	TBS - Atlanta Superstation
47	WGN - Chicago Superstation

Expanded Basic

6	ESPN - 24 Hours sports programming
8	USA Network - Syndicated programming
10	CNN - World News coverage
12	MTV - Rock music videos
15	Prime Ticket - Regional sports
16	Lifetime - Health and Lifestyle programming
17	CNN Headline News - News programming

Los Angeles Region
Channel Line-up
as of April 5, 1993

Expanded Basic (con't)

18	Family Channel - Family and educational programming
19	TNN - Country music
20	Nickelodeon - Children's programming
21	Cartoon Network - Cartoon programming
22	Arts & Entertainment - Performing arts
29	Discovery Channel - Nature, science and technology
30	Bravo - Movies
32	CNBC - News
33	VH-1 - Music videos
35	AMC - Movies
36	TNT - Classic films
38	The Learning Channel - Days - Educational programming
38	The Jade Channel - Evenings - Chinese news
40	Country Music Television - Country music videos
44	Comedy Central - Comedy Television
45	E! Entertainment Television
57	CAL Span - California Assembly
57	NATV - Chinese news
58	BET - Black Entertainment Television

APRIL 5, 1993

CENCOM CABLE TELEVISION

L. A. REGION RATES

DEC 1992 REVISION

(Rates effective January 1993)

CORP #	CITY	EXPANDED BASIC	BASIC TIER	BASIC PLUS	SENIOR BASIC	REMOTE CONTROL	CABLE GUIDE	ADDITIONAL OUTLET	HBO CMX or TMC	SHOW or DISNEY	NON-PAY-BOY	TV JAPAN
04504	Altadena	25.90	15.95	16.95	-	4.00	2.00	7.95	11.00	8.00	12.95	14.95
04504	Covina	25.90	15.95	16.95	-	4.00	2.00	7.95	11.00	8.00	12.95	14.95
04504	LaCanada/Flintrdg	25.90	15.95	16.95	-	4.00	2.00	7.95	11.00	8.00	12.95	14.95
04504	Pasadena	25.90	15.95	16.95	-	4.00	2.00	7.95	11.00	8.00	12.95	14.95
04504	Walnut	25.90	15.95	16.95	-	4.00	2.00	7.95	11.00	8.00	12.95	14.95
04504	West Covina	25.90	15.95	16.95	19.42	4.00	2.00	7.95	11.00	8.00	12.95	14.95
			15.95	16.95		3.00 (senior remote)						
04510	Alhambra	25.90	15.95	16.95	-	4.00	2.00	7.95	11.00	8.00	12.95	14.95
04510	Chapman Woods	25.90	15.95	16.95	-	4.00	2.00	7.95	11.00	8.00	12.95	14.95
04510	Commerce	12.95	15.95	16.95	-	2.00	2.00	7.95	11.00	8.00	12.95	14.95
		9.95 (excludes AMC Prime Ticket Discovery Chnl)										
04510	Huntington Park	25.90	15.95	16.95	-	4.00	2.00	7.95	11.00	8.00	12.95	14.95
04510	Montebello	25.90	15.95	16.95	-	4.00	2.00	7.95	11.00	8.00	12.95	14.95
04510	Monterey Park	25.90	15.95	16.95	-	4.00	2.00	7.95	11.00	8.00	12.95	14.95
04510	Norwalk	25.90	15.95	16.95	12.95	4.00	2.00	7.95	11.00	8.00	12.95	14.95
		2.00 (Senior remote)										
04510	Rosemead	28.90	15.95	16.95	23.66	4.00	2.00	9.95	8.00	8.00	8.00	14.95
04510	San Gabriel	25.90	15.95	16.95	-	4.00	2.00	7.95	11.00	8.00	12.95	14.95
04510	So. Monrovia	25.90	15.95	16.95	-	4.00	2.00	7.95	12.00	8.00	12.95	14.95
04510	So. San Gabriel	25.90	15.95	16.95	-	4.00	2.00	7.95	11.00	8.00	12.95	14.95
04510	Temple City	25.90	15.95	16.95	-	4.00	2.00	7.95	11.00	8.00	12.95	14.95
04510	Arcadia/Duarte	25.90	15.95	16.95	-	4.00	2.00	7.95	12.00	8.00	12.95	14.95
10327	Azusa/Covina	21.70	14.95	15.95	15.70	4.00	1.25	7.00	10.00 hbo 8.00 cmx	8.00 dis 9.00 shw	-	-

(Azusa only)

Rosemead Basic Rate & Additional Outlet include a convertor box & remote control (additional remotes are \$4.00 each).

Azusa corp (10327) cannot receive The Movie Channel Playboy and TV Japan. Note: All Basic charges in Azusa are effective 3/1/93

Senior Citzns in applicable cities must be age 62 Norwalk 65) meet income criteria & fill out a Senior Citizen Form.

Sales Tax may apply to all customers. Utility Sales Tax applies in: Alhambra (5%) Pasadena (8.9%)

MISC CHARGES

Non-Pay Connection.....29.95
 Change of Service Fee.....10.00
 Trip Charge.....19.95
 Standard Installation.....49.95
 Standard Underground.....89.95

A/B Switch & Connection..12.95
 Returned Check Fee.....15.00
 Late Payment.....10.00
 (Azusa = 4.50 Rosemead = 2.00)

Unreturned Convertor.....250.00
 Stolen Convertor.....108.00
 Stolen Remote.....10.00
 Unreturned Remote.....25.00
 Transfer of Service.....19.95



**CROWN
CABLE**

Los Angeles Region Expanded Basic Channel Line-up

- 1 CROWN MARKET PLACE +
- 2 KCBS (2) - CBS Network +
- 3 CROWN NETWORK - Selected programming +
- 4 KNBC (4) - NBC Network +
- 5 KTLA (5) - Independent (L.A.) +
- 6 ESPN - 24 Hour sports programming
- 7 KABC (7) - ABC Network +
- 8 USA NETWORK - Syndicated programming, sports and feature movies
- 9 KCAL (9) - Independent (L.A.) +
- 10 CNN - 24 hour in depth world and national news coverage
- 11 KTTV (11) - Independent (L.A.) +
- 12 MTV - 24 hour rock music videos
- 13 KCOP (13) - Independent (L.A.) +
- 14 QVC - shopping channel +
- 15 PRIME TICKET - Home of Kings, Lakers and regional sports
- 16 LIFETIME - Programs focusing on health and lifestyle
- 17 CNN HEADLINE NEWS - 24 hour of up-to-the-minute news
- 18 THE FAMILY CHANNEL - Broad mix of family and educational programming
- 19 THE NASHVILLE NETWORK (TNN) - Country music, variety and sports
- 20 NICKELODEON - Children and family programming
- 21 THE CARTOON NETWORK - 24 hour animated cartoons from Hanna-Barbera and Warner Bros.
- 22 ARTS & ENTERTAINMENT - Performing arts and documentaries
- 23 *SHOWTIME - Exclusive movies, sports, Broadway plays and specials
- 24 *HBO - Original and exclusive movies, comedy, concerts and sports
- 25 *THE DISNEY CHANNEL - Family entertainment featuring movies and children's series, plus timeless Disney classics
- 26 *THE MOVIE CHANNEL - Continuous movies of favorite classics and blockbusters
- 27 *CINEMAX - Current and vintage movie hits, plus comedy, music and specials
- 28 KCET (28) - Public Broadcasting (L.A.) +
- 29 THE DISCOVERY CHANNEL - Nature, science and technology
- 30 KWHY (days) - Financial News
- 30 BRAVO (evenings) - Award winning American and International films
- 31 TBS - Atlanta Superstation with sports and variety programming
- 32 CNBC - Consumer news and business channel
- 33 VH-1 - Hits from yesterday and today's leading artists
- 34 KMEX (34) - Programacion en Español +
- 35 AMERICAN MOVIE CLASSICS - Hollywood's greatest movies
- 36 TURNER NETWORK TELEVISION (TNT) - Classic feature films, NBA Basketball and more
- 38 THE LEARNING CHANNEL (days) - Programming that educates, entertains and inspires
- 38 THE JADE CHANNEL - Chinese (Cantonese) news, drama and variety programming
- 39 *TV-JAPAN (days) - Japanese programming
- 39 *▲THE PLAYBOY CHANNEL (evenings) - Adult programming
- 40 COUNTRY MUSIC TELEVISION - 24 hour country music videos
- 41 ▲SPICE - Pay-Per-View, adult programming
- 42 ▲VIEWER'S CHOICE - Pay-Per-View movies, sports and specials
- 43 ▲REQUEST - Pay-Per-View movies, sports and specials
- 44 COMEDY CENTRAL - The best of comedy television
- 45 E! ENTERTAINMENT TELEVISION
- 46 HSN - Home Shopping Network +
- 47 WGN - Superstation from Chicago with syndicated programs, sports
- 48 KOCE (Ch 50) - Public Broadcasting, (Orange Co.) +
- 49 GALAVISION - Peliculas, novelas, deportes y mucho mas en Español +
- 50 EDUCATIONAL ACCESS - Educational programming (College Credit) +
- 51 KSCI - Foreign language programming +
- 52 KYEA - Programacion en Español +
- 53 C-SPAN I - Live Congressional coverage +
- 54 KLCS (Ch 58) - LA City School's Channel +
- 55 GOVERNMENT ACCESS - Local Government programming +
- 56 PUBLIC ACCESS - Local community programming +
- 57 CAL-SPAN (days) - California Assembly
- 57 NATV (evenings) - Chinese (Mandarin) news, drama and variety
- 58 BET - Black Entertainment Television
- 59 PREVUE GUIDE - Your complete guide to cable programming +
- 60 C-SPAN II - Live coverage of U.S. Senate +
- 62 KTBN - Christian programming +

*PREMIUM

▲PAY-PER-VIEW

+BASIC SERVICE

NEW REGULATED RATES

EFFECTIVE 8/18/93

SERVICES	All Franchises Except Montebello & Commerce	Montebello (Alh Corp: F/T Area 3)	All Azusa Franchises Except City of Azusa (Az Corp: F.T.A.'s 32 & 33)	City of Azusa (Az Corp: F/T Area 31)
Basic Svc Tier	\$13.23	\$13.55	\$12.16	\$12.47
<u>Expanded Basic Tier</u>	<u>\$11.40</u>	<u>\$11.68</u>	<u>\$8.69</u>	<u>\$8.91</u>
Total Cost of Exp. Basic	\$24.63	\$25.23	\$20.85	\$21.38
Every Remote	\$0.12	\$0.12	\$0.12	\$0.12
Addl. Outlets	\$0.00	\$0.00	\$0.00	\$0.00
Every Addr. Converter (incl. A/O's)	\$1.65	\$1.65	\$1.65	\$1.65
*** Please Note: Commerce is not regulated -- no rates will change. ***				
Guide (Unregulated)	\$2.00	\$2.00	\$1.25	\$1.25
EXPANDED BASIC PACKAGE:				
Basic + Expanded Basic + Converter + Remote + Guide (Plus all applicable State & City taxes)	\$28.40	\$29.00	\$23.87	\$24.40
Applicable taxes will vary by city as follows:				
<u>Franchise Fees:</u>	Montebello & City of Azusa =	3%	<u>Addl. taxes may apply:</u>	Alhambra has an additional 5% Utility Users Tax
	Commerce =	0%		Pasadena has an 8.92% Utility Users Tax
	All other cities =	5%		There is an 8.25% sales tax on all guides in all cities

**NEW REGULATED "ONE TIME CHARGES" FOR CROWN CABLE – L.A. REGION
PUBLISHED RETAIL RATES
EFFECTIVE 9/1/93**

SERVICES	Code	All Franchise Areas
Unwired Home Installation	SG	\$35.00
Prewired Home Installation	UG	\$26.83
A/O Install at time of initial install	JD	\$8.67
A/O Install after initial install	JE	\$19.95
Outlet Relocation	JG	\$19.95
Custom VCR Installation	JV	\$19.95
Standard VCR Installation	JY	\$16.95
A/B Switch at time of install	Existing	FREE
A/B Switch Kit	TT	\$4.00
A/B Switch Installation after initial install	TJ	\$16.95

Please note that the above charges are subject to all applicable state & city taxes.

Franchise Tax Area	Tax Percentage
Azusa	5%
City of Azusa & Montebello	3%
Commerce	0%
All Others	5%

Additional Taxes May Apply
Alhambra has an additional 5% Utility Users Tax Pasadena has an additional 8.92% Utility Tax There is an 8.25% sales tax on all A/B switches in all cities

FCC RATE REGULATION IMPACT SURVEY							
01. Community Unit ID#:	M00324	05. Respondent Name:	Crown Media, Inc.				
02. Mailing Address (street):	7900 Forsyth Rd.	06. Respondent Fax:	(214) 960-4866				
03. Mailing Address (city):	St. Louis	07. Respondent Phone:	(214) 702-6335				
04. Mailing Address (state & zip):	MO, 63105	08. System/Franchise:	Franchise				
REGULATED SERVICES		CHARGE		CHANNELS		HOUSEHOLDS	
Describe Service Tier		4/5/93	9/1/93	4/5/93	9/1/93	4/5/93	9/1/93
09. TIER 1 (Basic)		\$12.05	\$12.05	22	27	53,844	55,415
10. TIER 2		\$14.10	\$13.81	24	24	59,494	59,914
11. TIER 3							
12. TIER 4							
REGULATED EQUIPMENT		CHARGE		EQUIPMENT UNITS		HOUSEHOLDS	
		4/5/93	9/1/93	4/5/93	9/1/93	4/5/93	9/1/93
13. Converter	Non-addressable:	N/A	N/A	N/A	N/A	N/A	N/A
	Addressable:	N/A	N/A	N/A	N/A	N/A	N/A
14. Installation	Prewired:						
	Unwired:						
15. Service Change	Visit required:						
	No visit:						
16. Inside Wire:							
17. Remote:							
18. Additional Outlet:							
All Miscellaneous Maintenance (describe):							
19.							
20.							
All Miscellaneous charges (specify):							
21.							
22.							
23.							
24. Franchise Fee:		\$0.00	\$0.00				
25. Total billed monthly charges for reg. services:		\$11.707	\$11.503				
26. Total subscribers receiving any reg. services:		53,844	55,415				
27. % of subs. receiving a change in bill for reg. svcs:		Increase %	0.00%	Decrease %			

CENCOM I

APR - 5 1993

Basic Plus Service	\$15.05 per mo.
Expanded Basic Plus Service	29.15 per mo.
- Senior Citizen (65 or older)	28.15 per mo.
Value Packages (including Expanded Basic Plus Service):	
HBO, Showtime, Remote, Guide	49.95 per mo.
HBO, TMC, Remote, Guide	49.95 per mo.
HBO, Disney, Remote, Guide	47.95 per mo.
HBO, Showtime, Cinemax, Remote, Guide	57.95 per mo.
HBO, Showtime, Disney, Remote, Guide	55.95 per mo.
VIP: all 5 premium channels, 3 remotes, 2 additional outlets, guide	76.95 per mo.
Home Box Office	11.75 per mo.
Cinemax	11.75 per mo.
Showtime	11.75 per mo.
The Movie Channel	11.75 per mo.
The Disney Channel, when taken alone	8.95 per mo.
when taken with one of the above premium channels	6.20 per mo.
Wireless remote control	2.00 per mo.
Second Outlet	5.95 per mo.
Third Outlet	5.50 per mo.
Fourth Outlet	3.95 per mo.
FM	2.50 per mo.
Monthly Guide	1.00 per mo.
Processing Fee	3.75
Installation Charge:	
Basic Plus Service	52.50
Expanded Basic Plus Service	39.95
Additional Outlet Installation:	
Subsequent to install	39.95
With Basic Plus install	17.95
With Expanded Basic Plus install	No Charge
Custom VCR Hook-up	39.95
Custom VCR Kit	9.95
Premium Channel Upgrade:	
Addressable, or Customer picks up equipment	10.00
If truck roll required	19.95
Relocation of Outlet	19.95
Transfer of Service (same day)	19.95
Non-pay reconnect:	
Before write-off	19.95
After write-off	39.95
Input Selector Switch Installation	39.95
Input Selector Kit	9.95



Rate and services are subject to change
Effective January, 1993

Basic Service Tier

- 1 Continuous Program Listings
- 2 KTVI - ABC
- 3 Color Weather Radar
- 4 KMOV - CBS
- 5 KSDK - NBC
- 6 Access
- 7 C-SPAN 2
- 8 Local Programming
- 9 KETC - PBS
- 10 Pay-Per-View Highlights
- 11 KPLR - Ind.
- 12 KDNL - Fox
- 13 KNLC - Ind.
- 14 The Movie Channel*
- 15 Higher Education Channel
- 16 Home Box Office*
- 17 QVC
- 18 TBS-Atlanta
- 19 C-SPAN
- 20 Access/Eternal Word Television Network
- 21 WGN-Chicago
- 22 KTVI - ABC
- 23 WHSL - Home Shopping Network
- A-1 Pay-Per-View Ordering Instructions

Expanded Service

- 24 Access/Black Entertainment Television
- 25 MTV Music Television
- 26 TNT Turner Network Television
- 27 Nickelodeon
- 28 The Discovery Channel
- 29 CNN Cable News Network
- 30 ESPN
- 31 The Family Channel
- 32 USA Network
- 33 Access/SportsChannel America
- 34 American Movie Classics
- 35 The Weather Channel
- 36 VH-1 Video Hits One
- 37 The Disney Channel*
- 38 E! Entertainment Television
- 39 Comedy Central
- 40 Request**
- 41 Request 2**
- 42 Private Choice**
- 43 CNN Headline News
- 44 Lifetime Television
- 45 The Real Estate Channel
- 46 Showtime*
- 47 Arts & Entertainment Network
- 48 Cinemax*
- 49 The Nashville Network
- 50 CNBC
- 51 The Travel Channel
- 52 Continuous Program Listing
- 53 Basic Cable Highlights

* Optional Premium Channels

** Pay Per View Channels

Basic Service Tier

- 1 Continuous Program Listings
- 2 KTVI - ABC
- 3 Color Weather Radar
- 4 KMOV - CBS
- 5 KSDK - NBC
- 6 Access
- 7 C-SPAN 2
- 8 Local Programming
- 9 KETC - PBS
- 10 Pay-Per-View Highlights
- 11 KPLR - Ind.
- 12 KDNL - Fox
- 13 KNLC - Ind.
- 14 The Movie Channel*
- 15 Higher Education Channel
- 16 Home Box Office*
- 17 QVC
- 18 TBS-Atlanta
- 19 C-SPAN
- 20 Access/Eternal Word Television Network
- 21 WGN-Chicago
- 22 KTVI - ABC
- 23 WHSL - Home Shopping Network
- A-1 Pay-Per-View Ordering Instructions

Expanded Service

- 24 Access/Black Entertainment Television
- 25 MTV Music Television
- 26 TNT Turner Network Television
- 27 Nickelodeon
- 28 The Discovery Channel
- 29 CNN Cable News Network
- 30 ESPN
- 31 The Family Channel
- 32 USA Network
- 33 Access/SportsChannel America
- 34 American Movie Classics
- 35 The Weather Channel
- 36 VH-1 Video Hits One
- 37 The Disney Channel*
- 38 E! Entertainment Television
- 39 Comedy Central
- 40 Request**
- 41 Request 2**
- 42 Private Choice**
- 43 CNN Headline News
- 44 Lifetime Television
- 45 The Real Estate Channel
- 46 Showtime*
- 47 Arts & Entertainment Network
- 48 Cinemax*
- 49 The Nashville Network
- 50 CNBC
- 51 The Travel Channel
- 52 Continuous Program Listing
- 53 Basic Cable Highlights

* Optional Premium Channels

** Pay Per View Channels

Crown of Missouri I

SEP 1 1993

Ellisville / Ballwin / St. Louis County

Service	Rate
BASIC SERVICES (Per Month)	
Basic Service Tier	\$12.06
Senior Citizen Basic Service Tier (65 or older head of household)	11.06
Expanded Service (requires purchase of Basic Service Tier)	13.15
Basic Service Tier & Expanded Service	25.21
Senior Citizen Basic Service Tier & Expanded Service (65 or older head of household)	24.21
PREMIUM SERVICES (Per Month)	
Home Box Office	\$11.75
Showtime	11.75
Cinemax	11.75
The Movie Channel	11.75
The Disney Channel	8.95
Disney with another premium	6.20
PREMIUM VALUE PACKAGES (Per Month)	
HBO/Showtime	\$19.95
HBO/Disney	17.95
HBO/TMC	20.95
HBO/Showtime/Cinemax	27.95
HBO/Showtime/Disney	25.95
VIP-all 5 premium channels	41.95
EQUIPMENT/SERVICES (Per Month)	
Addressable converter	\$ 1.85
Wireless remote control	.14
Monthly guide	1.00
Additional outlet (Multiple outlets may incur additional installation or equipment costs)	0.00
INSTALLATION	
Primary outlet (unwired home)	\$35.00
Primary outlet (prewired home)	27.00
Additional outlet with initial install	11.00
Additional outlet - special trip required	18.33
Relocate outlet - special trip required	18.33
Standard VCR/FM with initial install	6.67
Standard VCR/FM - special trip required	15.00

Service	Rate
Custom VCR/FM with initial install	\$13.36
Custom VCR/FM - special trip required	21.67
A/B switch with initial install	6.67
A/B switch - special trip required	15.00
Basic Service Tier or Expanded Service change (special trip required)	10.00

PREMIUM CHANNEL UPGRADE

Addressable/customer picks up equipment	\$ 2.00
If special trip required to install or remove trap/filter	10.00
If special trip required to install converter	15.00

CONVERTER UPGRADE

If customer picks up equipment	\$ 2.00
If special trip required to install converter	15.00

SUPPLEMENTAL SERVICE CHARGES*

Cable ready TV/VCR fine tuning	\$20.00 per hr
Cable repair: Customer-damaged	20.00 per hr
Customer cable-related equipment interface	20.00 per hr
Other custom, wall-fish or supplemental work (plus materials)	20.00 per hr

OTHER CHARGES

A/B switch kit	\$ 4.00
VCR kit	9.95
Processing fee	3.75
Payment collection - special trip	10.00
Returned check	20.00
Unreturned converter	250.00
Unreturned wireless remote control	50.00
Pay per view movies & special events	Varies
Governmental franchise fee	5% per month

Franchise fees paid to your community are not included in above rates.

*Service charges of \$20.00 per hour (plus materials) are billed in 1/4 hour increments, minimum of 1/2 hour.

MOI - 5%

PLEASE NOTE: • Showtime, Cinemax, Disney and Pay Per View Channels require a Converter Box.
• Please remit payment by your due date to avoid a processing fee.
• Do not attempt to hook up other TV outlets to your cable service. Splitting your cable can interfere with your cable service and can also generate signal leakage which can violate FCC regulations.



FCC RATE REGULATION IMPACT SURVEY							
01. Community Unit ID#:	IL0301	05. Respondent Name:	Crown Media, Inc.				
02. Mailing Address (street):	2000 Edison Ave.	06. Respondent Fax:	(214) 960-4866				
03. Mailing Address (city):	Granite City	07. Respondent Phone:	(214) 762-6335				
04. Mailing Address (state & zip):	IL, 62040	08. System/Franchise:	Franchise				
REGULATED SERVICES		CHARGE		CHANNELS		HOUSEHOLDS	
Describe Service T. r		4/5/93	9/1/93	4/5/93	9/1/93	4/5/93	9/1/93
09. TIER 1 (Basic)		\$12.88	\$7.25	10	10	52,779	33,161
10. TIER 2		12.10	13.57	5	20	31,779	32,000
11. TIER 3		10.10				31,779	
12. TIER 4							
REGULATED EQUIPMENT		CHARGE		EQUIPMENT UNITS		HOUSEHOLDS	
		4/5/93	9/1/93	4/5/93	9/1/93	4/5/93	9/1/93
13. Converter		Non-addressable:		N/A	N/A	N/A	N/A
		Addressable:		N/A	N/A	N/A	N/A
14. Installation		Prewired:		12.00	12.00	10	10
		Unwired:		12.00	12.00	10	10
15. Service Change		Visit required:		10.00	10.00	10	10
		No visit:					
16. Inside Wire:							
17. Remote:							
18. Additional Outlet:							
All Miscellaneous Maintenance (describe):							
19.							
20.							
All Miscellaneous charges (specify):							
21.							
22.							
23.							
24. Franchise Fee:		40.00	40.00				
25. Total billed monthly charges for reg. services:		68.98	67.82				
26. Total subscribers receiving any reg. services:		32,479	33,161				
27. % of subs. receiving a change in bill for reg. svcs:		Increase%	0.00%	Decrease%			

Channel Line-up as of April 5, 1993

Basic Service Tier - \$12.95

#	Program
2	KTVI (ABC-2)
3	PREVUE GUIDE
4	KMOV (CBS-4)
5	KSDK (NBC-5)
6	ACCESS
7	KNLC (IND-24)
8	KDNL (FOX-30)
9	KETC (PBS-9)
10	WHSL (HSN-46)
11	KPLR (IND-11)

Basic Plus - \$15.05

#	Program
2	KTVI (ABC-2)
3	PREVUE GUIDE
4	KMOV (CBS-4)
5	KSDK (NBC-5)
6	ACCESS
7	KNLC (IND-24)
8	KDNL (FOX-30)
9	KETC (PBS-9)
10	WHSL (HSN-46)
11	KPLR (IND-11)
12	WGN
13	TBS
14	* HBO
15	* SHOWTIME
16	* THE DISNEY CHANNEL
17	* THE MOVIE CHANNEL
18	C-SPAN/EWTN
19	QVC
20	* PRIVATE CHOICE
21	* REQUEST
22	* REQUEST 2

* **Premium & Pay-Per-View Channels are optional with an additional cost.**

Expanded Basic - \$24.15

#	Program
2	KTVI (ABC-2)
3	PREVUE GUIDE
4	KMOV (CBS-4)
5	KSDK (NBC-5)
6	ACCESS
7	KNLC (IND-24)
8	KDNL (FOX-30)
9	KETC (PBS-9)
10	WHSL (HSN-46)
11	KPLR (IND-11)
12	WGN
13	TBS
14	* HBO
15	* SHOWTIME
16	* THE DISNEY CHANNEL
17	* THE MOVIE CHANNEL
18	C-SPAN/EWTN
19	QVC
20	* PRIVATE CHOICE
21	* REQUEST
22	* REQUEST 2
23	VH-1
24	THE DISCOVERY CHANNEL
25	NICKELODEON
26	THE FAMILY CHANNEL
27	TNT-TURNER NETWORK TELEVISION
28	AMERICAN MOVIE CLASSICS
29	USA NETWORK
30	LIFETIME TELEVISION
31	ARTS & ENTERTAINMENT NETWORK
32	CNN - CABLE NEWS NETWORK
33	CNN - HEADLINE NEWS
34	ESPN
35	TNN - THE NASHVILLE NETWORK
36	THE WEATHER CHANNEL
37	MTV - MUSIC TELEVISION
99	CNBC/SPORTSCHANNEL AMERICA

* **Premium & Pay-Per-View Channels are optional with an additional cost.**

Rate Card as of April 5, 1993
Crown Illinois - Retail Rates

Basic Services

Basic	\$12.95
Basic Plus	15.05
Expanded Basic(Mary.)	24.15
Expanded Basic(Edwrd.)	24.15
Expanded Basic(Southern)	23.65-
Senior Expanded Basic(Mary.)	22.15
Senior Expanded Basic(Edwrd.)	22.15
Senior Expanded Basic(Southern)	21.65
Basic(Starcom)	18.55
Commercial Basic(Mary., Edwrd.)	\$35.75
Non-Standard	Varies Per Contract
Bulk	Varies Per Contract

Packages

Basic/HBO/DIS/Remote/Guide (Mary., Edwrd.)	\$42.95
Basic/HBO/DIS/Remote(Southern)	41.95
Basic/HBO/SHO/Remote/Guide (Mary., Edwrd.)	44.95
Basic/HBO/SHO/Remote(Southern)	43.95
Basic/HBO/SHO/TMC/Remote/Guide (Mary., Edwrd.)	53.95
Basic/HBO/SHO/TMC/Remote/Guide (Southern)	52.95
Basic/HBO/SHO/DIS/Remote/Guide	\$51.95
Basic/HBO/SHO/DIS/Remote	50.95
VIP-Basic/HBO/SHO/TMC/DIS/Remote/ 3 Remotes/2 A/O's/Guide (Mary., Edwrd., Southern)	\$61.95

Premiums

HBO(Mary., Edwrd., Southern)	\$11.75
HBO(Starcom)	10.00
SHO(Mary., Edwrd., Southern)	11.75
TMC(Mary., Edwrd., Southern)	11.75
MAX(Starcom Only)	\$ 9.00

Additional Outlet	\$ 3.75
Commercial Additional Outlet	8.75

Ancillary Services

Remote Control	\$ 3.00
Guide	1.00

Processing Fee	\$ 3.75
----------------	---------

Crown Illinois - Retail Rates Cont'd

Installation Charge	\$34.95
Basic	\$34.95
Basic Plus	34.95
Expanded Basic	34.95
Additional Outlet Installation Subsequent to Install	\$34.95
Custom VCR Hookup	\$34.95
Custom VCR Kit	\$ 9.95
Premium Channel Upgrade:	
Addressable Or Customer Picks Up Equipment	\$10.00
If Truck Roll Required	\$19.95
Relocation Of Outlet	\$19.95
Transfer Of Service	\$17.50
Non-Pay Reconnect:	
Before Writeoff	\$17.50
After Writeoff	\$34.95
Pay Per View Movies	\$ 3.95
Pay Per View Special Events	Vary

Channel Line-up as of Sept. 1, 1993

Basic Service Tier		Expanded Service	
#	<u>Program</u>	#	<u>Program</u>
2	KTVI (ABC-2)	2	KTVI (ABC-2)
3	PREVUE GUIDE	3	PREVUE GUIDE
4	KMOV (CBS-4)	4	KMOV (CBS-4)
5	KSDK (NBC-5)	5	KSDK (NBC-5)
6	ACCESS	6	ACCESS
7	KNLC (IND-24)	7	KNLC (IND-24)
8	KDNL (FOX-30)	8	KDNL (FOX-30)
9	KETC (PBS-9)	9	KETC (PBS-9)
10	WHSL (HSN-46)	10	WHSL (HSN-46)
11	KPLR (IND-11)	11	KPLR (IND-11)
		12	WGN
		13	TBS
		14	* HBO
		15	* SHOWTIME
		16	* THE DISNEY CHANNEL
		17	* THE MOVIE CHANNEL
		18	C-SPAN/EWTN
		19	QVC
		20	* PRIVATE CHOICE
		21	* REQUEST
		22	* REQUEST 2
		23	VH-1
		24	THE DISCOVERY CHANNEL
		25	NICKELODEON
		26	THE FAMILY CHANNEL
		27	TNT-TURNER NETWORK TELEVISION
		28	AMERICAN MOVIE CLASSICS
		29	USA NETWORK
		30	LIFETIME TELEVISION
		31	ARTS & ENTERTAINMENT NETWORK
		32	CNN - CABLE NEWS NETWORK
		33	CNN - HEADLINE NEWS
		34	ESPN
		35	TNN - THE NASHVILLE NETWORK
		36	THE WEATHER CHANNEL
		37	MTV - MUSIC TELEVISION
		99	CNBC/SPORTSCHANNEL AMERICA
			 * Premium & Pay-Per-View Channels are optional with an additional cost.

(MARYVILLE)

Rate Card as of Sept. 1, 1993

CROWN OF ILLINOIS

Maryville/Collinsville/Granite City/Pontoon Beach/
Glen Carbon/Venice/Edwardsville/St. Clair & Madison Counties

Basic Services

Basic Service Tier	\$ 7.05 per month
Expanded Service *	14.10 per month
Senior Citizen Expanded Service * (65 or older head of household)	12.10 per month
* requires purchase of Basic Service Tier	
Basic Service Tier & Expanded Service	21.15 per month
Basic Service Tier & Senior Citizen Expanded Service (65 or older head of household)	19.15 per month

Premium Services

Home Box Office	\$ 11.75 per month
Showtime	11.75 per month
The Movie Channel	11.75 per month
The Disney Channel	8.75 per month
Disney w/another premium	7.20 per month

Premium Value Packages

HBO/Showtime	\$ 19.95 per month
HBO/Disney	17.95 per month
HBO/Showtime/TMC	28.50 per month
HBO/Showtime/Disney	26.50 per month
VIP-all 4 premium channels	34.50 per month

Monthly Equipment/Services

Addressable converter	\$.93 per month
Wireless remote control	.07 per month
Tuning Converter	.52 per month
Monthly Guide	1.00 per month
Additional outlet (Multiple outlets may incur additional installation or equipment costs)	0.00 per month

Installation

Primary outlet installation (unwired home)	\$ 35.00
Primary outlet installation (prewired home)	27.00
Additional outlet with initial install	11.00
Additional outlet - special trip required	18.33
Relocate outlet - special trip required	18.33
Standard VCR/FM with initial install	6.67
Standard VCR/FM - special trip required	15.00
Custom VCR/FM with initial install	13.34
Custom VCR/FM - special trip required	21.67
A/B switch with initial install	6.67
A/B switch - special trip required	15.00
Basic Service Change (special trip required)	10.00