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July 14, 2000

VIA COURIER

Docket 98-21

Mr. Thomas Tycz
Chief, Satellite & Radiocommunications Division
Federal Communications Commission
455 Twelfth Street, S.W.
Washington, D.C. 20554

Re: Summary of April 12, 2000 Meeting on EchoStar's Geographic Service Compliance

Dear Mr. Tycz:

On Wednesday, April 12, 2000, the International Bureau of the Federal Communications Commission convened a meeting among representatives of the Bureau, the States of Alaska and Hawaii, and EchoStar Satellite Corporation ("EchoStar") to discuss EchoStar's obligation to provide Direct Broadcast Satellite ("DBS") service to Alaska and Hawaii. Also present by telephone were certain retailers of satellite television dishes in the States, representatives of the State of Hawaii and the Chairman of the Regulatory Commission of Alaska. The purpose of this letter, jointly submitted by the States of Alaska and Hawaii, is to summarize the key items and issues discussed at the meeting.

As the Commission is aware, DBS service has been available to consumers in the continental United States ("CONUS") since June 1994. More than six years later, however, DBS is only just being introduced in Hawaii and portions of Alaska, and only in modest amounts. The substantial delay occurred despite the vigilance of Congress, the Commission and the States. As the Commission has previously acknowledged, Sections 151¹ and 307(b)² of the Communications Act and Section 100.53 of

¹ Section 151 of the Communications Act of 1934 charges the Commission with ensuring United States citizens a "rapid, efficient, Nation-wide, and world-wide wire and radio communication service." 47 U.S.C. § 151 (emphasis added).

² Section 307(b) of the Communications Act directs that "the Commission shall make such distribution of licenses, frequencies, hours of operation, and of power among the several States and communities as to provide a fair, efficient, and equitable distribution of radio service to each of the same." 47 U.S.C. § 307(b) (emphasis added).

Mr. Thomas Tycz
 July 14, 2000
 Page 2

the Commission's rules obligate DBS licensees to provide "full service"³ to Alaska and Hawaii in order to "provide important MVPD competition" for cable television⁴ and to provide "equitable distribution of service throughout the nation."⁵ Noting its statutory mandate, the Commission resolved as early as 1991 that it was "determined to ensure that DBS service is provided throughout the country, including Alaska and Hawaii."⁶

1. EchoStar's Introduction of Service. As a result of the Commission's ongoing efforts, EchoStar announced that it started offering an "America's Top 70 CD Package" ("AT 70") to customers in Hawaii and large portions of Alaska on April 1, 2000. The package includes 40 video channels and 30 audio channels of music at a price of \$29.99 per month. In addition, EchoStar said that it has started offering premium movie channels – three channels of HBO for \$11.99 per month, two channels of Showtime for \$10.99 per month, or both HBO and Showtime for \$20.99 per month. Moreover, EchoStar said it began offering distant network signals to eligible "unserved" households in areas of Alaska and, to the extent they may exist, Hawaii⁷ for a package price of \$4.99 per month and additional pay-per-view events at prices starting at \$2.99 each. These offerings were made available using EchoStar's EchoStar 4 satellite, located at the 119° W.L. orbital location.

In addition, EchoStar stated that service to Hawaii and some areas of Alaska is being made available from EchoStar's EchoStar 5 satellite, located at the 110° W.L. orbital location. This programming includes about 28 channels of cable programming that is not available through EchoStar's AT 70 package. Unfortunately, the additional channels are available only to consumers in Alaska and Hawaii that purchase a second receive dish and subscribe to EchoStar's America's Top 150 ("AT 150") package for a monthly fee of \$39.99 per month. As noted below, subscribers of EchoStar's AT 150 package in Alaska and Hawaii only receive about 68 cable programming channels because most of the programming in the AT 150 package is provided using satellites that are not technically capable of serving Alaska and Hawaii. As a result, EchoStar's AT 150 package compares unfavorably in price and quality with EchoStar's AT 100 package that is available in CONUS.

Finally, EchoStar has indicated plans to locate its EchoStar 6 satellite at 119° W.L. and, contingent on its successful launch, use the satellite to supplement its service to Hawaii and portions of

³ *Direct Broadcast Satellite Service*, 11 FCC Rcd 9712, 9761 (1995).

⁴ *Direct Broadcast Satellite Service*, Notice of Proposed Rule Making, FCC 98-26, ¶ 33 (Feb. 26, 1998) ("1998 DBS NPRM") (indicating that "[w]e believe that the provision of service to Alaska and Hawaii will provide important MVPD competition in these markets.").

⁵ *Direct Broadcast Satellites*, 90 FCC 2d 676, 680 (1982) (citing 47 U.S.C. § 307(b)) (noting "the statutory goal of providing equitable distribution of service throughout the nation").

⁶ *See Direct Broadcast Satellite Service*, 6 FCC Rcd 2581, 2582 (1991).

⁷ The entire state of Hawaii is within the Grade B contour for the State's local television market.

Mr. Thomas Tycz
July 14, 2000
Page 3

Alaska. EchoStar has not disclosed any details about this supplemental service, however, and, as a result, EchoStar's plans are not discussed further in this summary.

2. Price Comparison with Mainland Customers. In determining whether EchoStar is providing an equitable distribution of service throughout the nation, a comparison was made between EchoStar's AT 70 package that is available in Alaska and Hawaii and EchoStar's service offerings in CONUS. For purposes of this comparison, the States identified three major subscriber packages that EchoStar makes available in CONUS – EchoStar's AT 40, AT 100 and AT 150 packages.

As indicated in Attachment 1, EchoStar's AT 70 package that is available in Alaska and Hawaii and its AT 100 package that is available in CONUS both cost \$29.99 per month. AT 100 subscribers in the mainland receive significantly more programming, however, including an additional 53 cable channels, 18 pay-per-view channels, 22 premium channels, one music channel, plus the option for the \$4.99 per month sports programming package.

A closer comparison can be made between EchoStar's AT 70 package and EchoStar's AT 40 package. EchoStar's AT 70 package still includes less cable programming than EchoStar's AT 40 package, even though the AT 70 package costs \$10 more per month than the AT 40 package (\$29.99 for AT 70 and \$19.99 for AT 40). For example, EchoStar's AT 40 package includes an additional 20 cable channels, 18 pay-per-view channels, and 22 premium channels. In addition, AT 40 subscribers in the mainland are able to purchase a sports programming package for \$4.99 per month, which includes over 20 additional sports channels.

In defense of its pricing strategies, EchoStar indicated that the AT 70 package qualifies consumers for promotions that are not available to consumers in CONUS that subscribe to AT 40. The decision to make available consumer promotions, however, is entirely at EchoStar's discretion.

3. Price Comparison with Cable. As the Commission has frequently noted, DBS licensees provide U.S. consumers with their best competitive option to cable television. Therefore, a comparison between EchoStar's AT 70 package and available cable television offerings is warranted. For purposes of this joint filing, cable television statistics for the State of Hawaii are used because such information was recently surveyed and, as a result, is readily available.

While numerous small cable systems serve Hawaii, the two major providers are Oceanic and GTE Americast. As indicated in Attachment 2, Both GTE and Oceanic charge about \$40 per month for their basic programming package, about \$10 more than EchoStar's AT 70 package. GTE and Oceanic include Superstations and local television networks in their basic package, however, while EchoStar charges an additional \$9.98 per month for these channels, making EchoStar's price for AT 70 comparable with GTE's and Oceanic's basic package.

Unfortunately, EchoStar's AT 70 package includes significantly less programming than GTE's and Oceanic's comparably priced basic packages. The cable systems provide more basic cable channels (20 additional channels for GTE and seven additional channels for Oceanic), more music channels (11

Mr. Thomas Tycz
July 14, 2000
Page 4

more for GTE and 27 more for Oceanic), more pay-per-view channels (38 more for GTE and 7 more for Oceanic), plus local television network and public access channels. The cable systems also offer supplemental packages that include significantly more premium and specialty sports channels than are available in EchoStar's premium package. Furthermore, cable subscribers avoid the equipment costs associated with purchasing satellite receive dishes.

4. Suitable Programming Packages. Access to programming from EchoStar 5 requires the purchase of a second dish (doubling the set up costs) and a subscription to AT 150 at a monthly cost of \$39.99. Unfortunately, as indicated in Attachment 3, subscribers to AT 150 in Alaska and Hawaii receive little more than a third of the programming in the package, since most of the programming is provided using satellites that are not technically capable of serving the States.

EchoStar indicated that currently there is no administrative structure mechanism available for subscribers to get AT 150 and all of the additional programming. It further stated that it would not create special codes that would allow consumers in Alaska and Hawaii to pay less for the AT 150 programming package, or create a programming package exclusively for Alaska and Hawaii at a different price point. EchoStar provided no explanation of why, after years of anticipating its obligation to provide service to Alaska and Hawaii, it did not design its customer service systems to accommodate the needs of customers in the two states.

Independent dealers in Alaska and Hawaii also indicated that EchoStar promotions such as the Cablebuster and Dish 500 upgrade promotions are not easily available, as they require dealers to order dishes or other equipment that do not work for Alaska and Hawaii and then discard them to qualify for the promotions. EchoStar indicated that it would investigate this problem.

5. Dish size. The States expressed concern about the size of dishes that are necessary to receive EchoStar's programming. Larger dishes are both more expensive and more difficult to install. Where large dishes are required, they may need to be installed on the ground, which makes reception more difficult. During the recent Commission status conference with EchoStar and the States, EchoStar indicated that it has not itself conducted measurements of the performance of various dish sizes in various parts of Alaska and Hawaii. EchoStar pointed to measurements conducted by independent dealers. Dealers from both Alaska and Hawaii said that service from EchoStar 4 is available in several areas of the two states by use of a 24-inch (0.6 meter) dish. In other areas of Alaska and Hawaii, customers need to use larger dishes ranging in size from 0.76 meters to 1.8 meters (locally known as 6-foot diameter dishes) to receive the signal from EchoStar 4. An Alaska dealer said that the signal fades rapidly moving northward to Bethel, beyond, and to the west, a representation that EchoStar did not contest. The State of Alaska expressed serious concern that large areas of Alaska exist that cannot be served by EchoStar 4, including western Alaska.

The dishes required for service from EchoStar 5 at 110° W.L. are generally larger than those needed to receive service from EchoStar 4. For example, one dealer performed reception tests for EchoStar 5 that indicated an antenna requirement of .9 meter in Hawaii and southern Alaska. Thus,

Mr. Thomas Tycz
July 14, 2000
Page 5

there are more areas of Alaska that cannot receive service from EchoStar 5 than cannot receive service from EchoStar 4.

6. Double-feed dishes. The States also expressed concern about the need to purchase two satellite dishes to receive programming from different satellites. EchoStar currently does not itself offer double-feed dishes for accessing both EchoStar 4 and EchoStar 5 from Alaska and Hawaii. Therefore, customers need two dishes to receive service from the two satellites. EchoStar said that it does not currently feel comfortable recommending any existing dual-feed dishes.

Tests by independent dealers indicate that a suitable double-feed dish would need to be about .75 or .76 meter (30-inch) to serve portions of Hawaii. Additionally, a double-feed dish that is 1.0 to 1.2 meters in diameter will be needed for rainy areas and commercial installations (MDUs) in Hawaii. An independent dealer for Alaska indicated that it is using a multifeed dish that it has imported from Europe. Current cost for the 1.2-meter dish required to serve Nome, Alaska is approximately \$400. EchoStar indicates that it is currently working with Channel Master to develop a 1.2 meter double-feed dish for the Alaska and Hawaii markets and expects that dish to be available to subscribers by the end of the August. Dual-feed dishes currently offered by other manufacturers independent of EchoStar are currently available, but tests by independent dealers indicate that these dishes are not adequate for service to Alaska and Hawaii.

7. Retailers. EchoStar's representatives stated that EchoStar has qualified about 27 active dealers in Alaska and 24 active dealers in Hawaii. EchoStar would not reveal the identity of its dealers, stating that such information remained proprietary (and apparently being kept secret from EchoStar's potential customers). Currently, only four of the dealers in Hawaii are listed on EchoStar's Internet site.

8. Customer service representatives ("CSRs"). Retailers raised the issue of CSR training, and stated that CSRs are sometimes not familiar with the particulars of EchoStar's service to Alaska and Hawaii and may give customers inaccurate information in that regard. EchoStar representatives stated that EchoStar would investigate this matter.

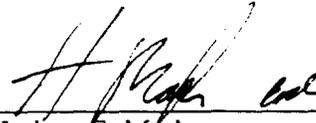
9. Educational programming. The States asked what educational programming is available in Alaska and Hawaii. EchoStar indicated that the AT 70 package includes two channels of non-commercial programming devoted to CSPAN One and CSPAN Two. In addition, EchoStar said that the programming available from EchoStar 5 includes many commercial educational channels, such as several Discovery channels. The States expressed their view that EchoStar was not in compliance with applicable Commission rules.

10. Electronic program guide ("EPG"). Some retailers pointed to EPG-related problems – i.e., some channels, while not available to Alaska and Hawaii, are shown as being available. The retailers indicated that such problems erode customer good will and create problems retaining existing customers and attracting new customers.

Mr. Thomas Tycz
July 14, 2000
Page 6

11. New Satellites. EchoStar is currently scheduled to launch EchoStar 6 in the spring of 2000. EchoStar indicates that EchoStar 6 will be technical capable of serving Hawaii and portions of Alaska, but the satellite is not going to be capable of providing service at least to Western Alaska. EchoStar also said that EchoStar 7 and 8 are currently being designed and built and that it expects those satellites to be "fully compliant" with service to Alaska and Hawaii.

Sincerely,



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ATTACHMENT 1

**Comparison Between
AT 70 (Alaska and Hawaii), AT 100 (CONUS) and AT 40 (CONUS)**

Channel Comparison Summary

DISH America's Top 70 (Alaska and Hawaii) (\$29.99/month)	DISH America's Top 40 (CONUS) (\$19.99/month)	DISH America's Top 100 (CONUS) (\$29.99/month)
40 Cable Channels	60 Cable Channels	93 Cable Channels
11 National Network Channels at \$10.98/month (See Note below.)	11 National Network Channels at \$10.98/month	11 National Network Channels at \$10.98/month
30 Music Channels	N/A	31 Music Channels
2 or more Pay-Per-View Channels	20 or more Pay-Per-View Channels	20 or more Pay-Per-View Channels
7 Premium Channels	29 Premium Channels	29 Premium Channels
N/A	25 Channels in Sports Package at \$4.99/month	25 Channels in Sports Package at \$4.99/month

Note: The National Network Channels on the DISH Network will only be available to Hawaiians living outside the Grade B coverage area of their local network stations.

Channel-By-Channel Comparison

DISH America's Top 70 (Hawaii and Alaska) (\$29.99/month)	DISH America's Top 40 (CONUS) (\$19.99/month)	DISH America's Top 100 (CONUS) (\$29.99/month)
American Movie Classics	American Movie Classics	American Movie Classics
	America's Voice	America's Voice
	Angel One (Sky Angel 100 Ministries)	Angel One (Sky Angel 100 Ministries)
Animal Planet	Animal Planet	Animal Planet
Arts & Entertainment	Arts & Entertainment	Arts & Entertainment
		BBC America
		BET
		Bravo
	BYUTV	BYUTV
Cartoon Network	Cartoon Network	Cartoon Network
CNBC	CNBC	CNBC
CNN	CNN	CNN
		CNN FN/CNN International
Comedy Central	Comedy Central	Comedy Central
Country Music Television	Country Music Television	Country Music Television
	Court TV	Court TV
CSPAN	CSPAN	CSPAN
CSPAN II	CSPAN II	CSPAN II

DISH America's Top 70 (Hawaii and Alaska) (\$29.99/month)	DISH America's Top 40 (CONUS) (\$19.99/month)	DISH America's Top 100 (CONUS) (\$29.99/month)
Discovery Channel	DELLL Discovery Channel	DELLL Discovery Channel Discovery People
Disney Channel (West) E! Entertainment TV	DISH Info DISH Info 1 DISH 1 Inside DISH Network Disney Channel (East) Disney Channel (West) E! Entertainment TV	DISH Info DISH Info 1 DISH 1 Inside DISH Network Disney Channel (East) Disney Channel (West) E! Entertainment TV
ESPN	ESPN ESPN Alternate	Empire Sports ESPN ESPN Alternate ESPN Classic
ESPN News ESPN2	ESPN News ESPN2 ESPN2 Alternate Eternal World Television Network	ESPN News ESPN2 ESPN2 Alternate Eternal World Television Network
F X Food Network	Food Network	F/X Food Network FOX Alternate 1 FOX Alternate 2 FOX Alternate 3
FOX Family Channel	FOX Family Channel	FOX Family Channel FOX News Channel FOX Sports Arizona or FOX Sports Bay Area or FOX Sports Chicago or FOX Sports Cincinnati or FOX Sports Detroit or FOX Sports Florida or FOX Sports Midwest or FOX Sports New England or FOX Sports New York or FOX Sports Northwest or FOX Sports Ohio or FOX Sports Pittsburgh or FOX Sports Rocky Mountain or FOX Sports South or FOX Sports Southwest or FOX Sports West
FOX Sports West	Free Speech TV	Free Speech TV Galavision (Spanish)
Game Show Network	Good Samaritan Network	Game Show Network Good Samaritan Network
Headline News Network The History Channel	Headline News Network The History Channel HITN	Headline News Network The History Channel HITN
Home & Garden TV	Home & Garden TV Home Shopping Network	Home & Garden TV Home Shopping Network Home Team Sports
The Learning Channel Lifetime	The Learning Channel Lifetime LinkMedia	The Learning Channel Lifetime LinkMedia
MSNBC		MSNBC

DISH America's Top 70 (Hawaii and Alaska) (\$29.99/month)	DISH America's Top 40 (CONUS) (\$19.99/month)	DISH America's Top 100 (CONUS) (\$29.99/month)
MTV	MTV	Madison Square Garden Midwest Sports Channel MTV MTV2
Nashville Network	NASA Nashville Network	NASA Nashville Network New England Sports Network
Nickelodeon (West)	Nickelodeon (East) Nickelodeon (West)	Nickelodeon (East) Nickelodeon (West) Noggin
	Northern Arizona University/University House	Northern Arizona University/University House PAX TV
QVC	PBS You QVC Research TV	PBS You QVC Research TV
Sci-Fi Channel	Sci-Fi Channel Shop at Home	Romance Classics/ Independent Film Channel Sci-Fi Channel Shop at Home
TBS	TBS	Sunshine Network TBS
TNT	TNT	TNT
Travel Channel	Travel Channel	Toon Disney Travel Channel
Turner Classic Movies	Trinity Broadcasting Network	Trinity Broadcasting Network Turner Classic Movies Turner South
TV Land	TV Games Network	TV Games Network
USA Network	TV Land USA Network University of California	TV Land USA Network University of California
	Value Vision	Univision Value Vision
VHI	VHI	VHI
WGN	Weather Channel	Weather Channel WGN Ziff-Davis TV

Audio

DISH America's Top 70 (Alaska and Hawaii) (no additional charge)	DISH America's Top 40 (CONUS) (N/A)	DISH America's Top 100 (CONUS) (no additional charge)
DISH CD (30 Channels)	N/A	DISH CD (31 Channels)

Network Channels

Note: The National Network Channels on the DISH Network will only be available to Hawaiians living outside the Grade B coverage area of their local network stations.

DISH Networks (Hawaii and Alaska) (\$4.99/month)	DISH Networks (East) (\$4.99/month)	DISH Networks (West) (\$4.99/month)
KCBS (CBS)	WCBS (CBS)	KCBS (CBS)
KNBC (NBC)	WNBC (NBC)	KNBC (NBC)
KTTV (FOX)	WNYW (FOX)	KTTV (FOX)
KABC (ABC)	WABC (ABC)	KABC (ABC)
National PBS Station (additional \$1.00/month)	National PBS Station (additional \$1.00/month)	National PBS Station (additional \$1.00/month)

Superstation packages with UPN and WB Affiliates

DISH Superstation, UPN and WB Channels (Hawaii) (\$4.99/month)	DISH Superstation, UPN and WB Channels (CONUS) (\$4.99/month)
KTLA (WB)	KTLA (WB)
WWOR (WB)	WWOR (WB)
KWGN	KWGN
WSBK	WSBK
WPIX	WPIX

Pay-Per-View

DISH Network Standard Channels (Alaska and Hawaii) (starting at \$2.99/showing)	DISH Network Standard Channels (CONUS) (starting at \$2.99/showing)
Pay-Per-View (2 or more Channels)	Pay-Per-View (20 or more depending on receiver)

Premium Channels

DISH Network Premium Channels (Alaska and Hawaii) (\$10.99-20.99/month)	DISH Network Premium Channels (CONUS) (\$10.99-20.99/month)
	Encore (East)
	Flix
HBO (West)	HBO (East)
HBO Family	HBO (West)
	HBO Family
HBO Plus (West)	HBO Plus (East)
	HBO Plus (West)
	HBO Signature
	Cinemax (East)
	Cinemax (West)
	MoreMax
	Showtime (East)
Showtime	Showtime (West)
Showtime 2	Showtime 2 (East)
	Showtime 3 (East)
	Showtime Beyond
	Showtime Extreme
	The Movie Channel (East)

DISH Network Premium Channels (Alaska and Hawaii) (\$10.99-20.99/month)	DISH Network Premium Channels (CONUS) (\$10.99-20.99/month)
	The Movie Channel 2 (East)
	Sundance
	Starz! (East)
	Starz! (West)
	Starz! BET Movies
	Starz! Cinema (East)
	Starz! Cinema (West)
	Starz! Family (East)
	Starz! Theater
The Erotic Network	The Erotic Network
Playboy TV	Playboy TV

Sports Packages

DISH Network Premium Channels (Alaska and Hawaii) (N/A)	DISH Network Multi Sport Package (CONUS) (\$4.99/month for all channels)	DISH Network Al La Carte Sports Channels (CONUS)
N/A	Empire Sports FOX Alternate 1 FOX Alternate 2 FOX Alternate 3 FOX Sports Arizona FOX Sports Bay Area FOX Sports Chicago FOX Sports Cincinnati FOX Sports Detroit FOX Sports Florida FOX Sports Midwest FOX Sports New England FOX Sports New York FOX Sports Northwest FOX Sports Ohio FOX Sports Pittsburgh FOX Sports Rocky Mountain FOX Sports South FOX Sports Southwest FOX Sports West Home Team Sports Madison Square Garden Midwest Sports Channel New England Sports Network	Golf Channel (\$4.99/month) Outdoor Channel (\$1.99/month) Racing Network (\$24.99/month)
Sunshine Network	Sunshine Network	

ATTACHMENT 2

Comparison Between EchoStar's AT 70 Package and Major Hawaiian Cable Offerings

Channel Comparison Summary

DISH America's Top 70 (Alaska and Hawaii) (\$29.99/month)	Oceanic Standard Cable Channels (Analog: \$30.47/month; Digital: \$41.47/month)	GTE Americast (Hawaii) (Estimate \$39.95 month)
40 Cable Channels	47 Channels (59 Channels on digital system)	60 Cable Channels
11 National Network Channels at \$10.98/month (See Note below.)	11 Local Network Channels	11 Local Network Channels
30 Music Channels	N/A (57 Music Channels on digital system)	41 Music Channels
2 or more Pay-Per-View Channels	9 Pay-Per-View Channels (38 Pay-Per-View Channels on digital system)	40 Pay-Per-View Channels
7 Premium Channels	27 Premium Channels (Same on digital system)	21 Premium Channels
N/A	5 Channels in Sports Package at \$6.00/month	N/A

Note: The National Network Channels on the DISH Network will only be available to Hawaiians living outside the Grade B coverage area of their local network stations.

Channel-By-Channel Comparison

DISH Network Standard Channels (Alaska and Hawaii) (\$29.99/month)	Oceanic Standard Cable Channels (Analog: \$30.47/month; Digital: \$41.47/month)	GTE Americast (Hawaii) (Estimate \$39.95/month)
American Movie Classics Animal Planet Arts & Entertainment	American Movie Classics Animal Planet/Access TV Arts & Entertainment	American Movie Classics Animal Planet Arts & Entertainment BET
	BET on Jazz # Bravo/Guthy-Renker (Analog Cable Only)	Bravo
Cartoon Network	Cartoon Network	Cartoon Network Chinese Community Broadcasting Chinese Television Network (CTN)
CNBC CNN	CNBC/OC16 CNN CNN FN # CNN Sports Illustrated *#	CNBC CNN CNN FN
Comedy Central Country Music Television	Comedy Central Country Music Television # Court TV	Comedy Central Country Music Television
CSPAN CSPAN II	CSPAN CSPAN II/Odyssey Customer Information #	CSPAN CSPAN II
Discovery Channel	Discovery Channel Discovery Kids # Discovery People #	Discovery Channel

DISH Network Standard Channels (Alaska and Hawaii) (\$29.99 month)	Oceanic Standard Cable Channels (Analog: \$30.47 month; Digital: \$41.47 month)	GTE Americast (Hawaii) (Estimate \$39.95 month)
Disney Channel (West) E! Entertainment TV ESPN	Discovery Science # Discovery Wings # Disney Channel E! Entertainment TV ESPN	Disney Channel (West) E! Entertainment TV ESPN
ESPN News ESPN2	ESPN Classic # ESPN2 **	ESPN Classic ESPN News ESPN2 Eternal World Television Network F/X
F X		
Food Network FOX Family Channel	Flix # Food Network FOX Family Channel FOX News Channel FOX Sports Net West **	Food Network FOX Family Channel
FOX Sports West		FOX Sports Net West FOX Sports Net West 2 Galavision (Spanish)
Game Show Network	Game Show Network The Golf Channel **	Game Show Network The Golf Channel GoodLife TV
Headline News Network	Headline News Network The Health Network # The History Channel ** Home & Garden TV Home Shopping Network	Headline News Network The Health Network The History Channel Home & Garden TV
The History Channel Home & Garden TV		
	KAAH-26 KBFD-32 KFVE-5 KGMB-9 (CBS) KHET-11 (PBS) KHNL-13 (NBC) KHON-2 (FOX) KIKU-21 KITV-4 (ABC) KPXO KWHE-14	International Channel KAAH-26 KBFD-32 KFVE-5 KGMB-9 (CBS) KHET-11 (PBS) KHNL-13 (NBC) KHON-2 (FOX) KIKU-21 KITV-4 (ABC) KPXO KWHE-14
The Learning Channel Lifetime MSNBC MTV Nashville Network	The Learning Channel Lifetime MSNBC MTV Nashville Network/CMT	The Learning Channel Lifetime MTV Nashville Network Newsworld International
Nickelodeon (West)	Nickelodeon	Nickelodeon (West) Odyssey
	Olelo-NATV Olelo-O'AHU Olelo-TEACH Olelo-TEC Olelo-VIEWS The Outdoor Channel #	
	Ovation #	Outdoor Life

DISH Network Standard Channels (Alaska and Hawaii) (\$29.99 month)	Oceanic Standard Cable Channels (Analog: \$30.47 month; Digital: \$41.47 month)	GTE Americast (Hawaii) (Estimate \$39.95 month)
QVC	PPV Highlights # QVC	QVC
Sci-Fi Channel	Sci-Fi Channel	Romance Classics Sci-Fi Channel Science & Technology Speedvision
TBS	Speed Vision # Style #	TBS
TNT	TBS	TNT
Travel Channel	TNT	Travel Channel
Turner Classic Movies	Travel Channel	Turner Classic Movies
TV Land	Turner Classic Movies **	
USA Network	USA Network	UHTV USA Network Univision
VH1	Value Vision VH1	VH1 Weather Channel
WGN		WGN

Audio

DISH Network Standard Channels (Alaska and Hawaii) (no additional charge)	Oceanic Standard Cable Channels (no additional charge)	GTE Americast (Hawaii) (No additional charge)
DISH CD (30 Channels)	Music Choice (57 Channels) #	Music Choice (41 Channels)

Network Channels

Note: The National Network Channels on the DISH Network will only be available to Hawaiians living outside the Grade B coverage area of their local network stations.

DISH Nets (Alaska and Hawaii) (\$4.99/month)	Oceanic Standard Cable Channels (no additional charge)	GTE Americast (Hawaii) (no additional charge)
KCBS (CBS)	Included with standard service listed above	Included with standard service listed above
KNBC (NBC)		
KTTV (FOX)		
KABC (ABC)		
National PBS Station (additional \$1.00/month)		

Superstation packages with UPN and WB Affiliates

DISH Superstation, UPN and WB Channels (Alaska and Hawaii) (\$4.99/month)	Oceanic Standard Cable Channels (no additional charge)	GTE Americast (Hawaii)
KTLA (WB)	Included with standard service listed above.	Included with standard service listed above.
WWOR (WB)		

DISH Superstation, UPN and WB Channels (Alaska and Hawaii) (\$4.99/month)	Oceanic Standard Cable Channels (no additional charge)	GTE Americast (Hawaii)
KWGN WSBK WPIX		

Premium Channels

DISH Network Premium Channels (Alaska and Hawaii) (\$10.99-20.99/month)	Oceanic Premium Cable Channels (\$13.95-34.95/month)	GTE Americast (Hawaii)
		Encore (East) Encore WAM! Flix
HBO (West)	HBO	HBO – Oahu
HBO Family	HBO Comedy	HBO Comedy
HBO Plus (West)	HBO Family	HBO Family
	HBO Plus	HBO Plus (West)
	HBO Signature	HBO Signature
	HBO Zone	HBO Zone
	Cinemax	Cinemax – Oahu
	MoreMax	MoreMax
	ActionMax	ActionMax
	ThrillerMax	ThrillerMax
Showtime	Showtime	Showtime – Oahu
Showtime 2	Showtime 2	Showtime 2 (East)
	Showtime 3	
	Showtime Extreme	Showtime Extreme
	The Movie Channel	The Movie Channel (East)
	The Movie Channel 2	
	Sundance	Sundance
	Starz!	Starz! (West)
	Starz! BET Movies	
	Starz! Cinema	
	Starz! Family	
	Starz! Theater	Starz! Theater
	Nippon Golden Network	
	Nippon Golden Network 2	
	The Chinese Channel	
	The Filipino Channel	The Filipino Channel
The Erotic Network		
Playboy TV	Playboy TV	

Pay-Per-View

DISH Network Standard Channels (Alaska and Hawaii) (starting at \$2.99/showing)	Oceanic Standard Cable Channels (starting at \$3.95/showing)	GTE Americast (Hawaii)
Pay-Per-View (2 or more Channels)	Pay-Per-View (Analog 9, Digital 38 Channels)	Pay-Per-View (40 Channels)

Sports Packages

DISH Network Premium Channels (Alaska and Hawaii) (N/A)	Oceanic Standard Cable Sports Pack (\$6.00/month for all channels)	GTE Americast (Hawaii) (N/A)
N/A	CNN Sports Illustrated ESPN2 Flix FOX Sports Net West Golf Channel	N/A
Sunshine Network		Sunshine Network

* To receive these channels on Oceanic Analog Cable, the customer must purchase a Value Plus package (\$6.00-7.00/month).

These channels are only included in Oceanic's Digital Standard Service.

ATTACHMENT 3

Comparison Between AT 70, AT 150 (Hawaii) and AT 150 (CONUS)

Channel Comparison Summary

DISH America's Top 70 (Hawaii) (\$29.99/month)	DISH America's Top 150 (Hawaii) (\$39.99/month)	DISH America's Top 150 (CONUS) (\$39.99/month)
40 Cable Channels	68 Cable Channels	108 Cable Channels
5 National Network Channels at \$4.99/month (See Note below.)	9-10 National Network Channels at \$10.98/month	9-10 National Network Channels at \$10.98/month
30 Music Channels	36 Music Channels	51 Music Channels
2 Pay-Per-View Channels	14 Pay-Per-View Channels	20 or more Pay-Per-View Channels
7 Premium Channels (Extra Charge)	23 Premium Channels (Extra Charge)	41 Premium Channels (Extra Charge)
N/A	N/A	25 Channels in Sports Package at \$4.99/month

Note: The National Network Channels on the DISH Network will only be available to Hawaiians living outside the Grade B coverage area of their local network stations.

Channel-By-Channel Comparison

DISH America's Top 70 (Hawaii) (\$29.99/month)	DISH America's Top 150 (Hawaii) (\$39.99/month)	DISH America's Top 150 (CONUS) (\$39.99/month)
American Movie Classics	American Movie Classics	American Movie Classics America's Voice Angel One (Sky Angel 100 Ministries)
Animal Planet Arts & Entertainment	Animal Planet Arts & Entertainment	Animal Planet Arts & Entertainment BBC America BET Biography Bloomberg Information Television Boomerang Bravo BYUTV
Cartoon Network CNBC CNN	BYUTV Cartoon Network CNBC CNN	Cartoon Network CNBC CNN CNN FN/CNN International CNN Sports Illustrated Comedy Central Country Music Television
Comedy Central Country Music Television	CNN Sports Illustrated Comedy Central Country Music Television	

DISH America's Top 70 (Hawaii) (\$29.99/month)	DISH America's Top 150 (Hawaii) (\$39.99/month)	DISH America's Top 150 (CONUS) (\$39.99/month)
CSPAN CSPAN II	CSPAN CSPAN II	Court TV CSPAN CSPAN II DELLL
Discovery Channel	Discovery Channel Discovery Civilization Discovery Home & Leisure Discovery Kids Discovery Science Discovery Wings	Discovery Channel Discovery Civilization Discovery Home & Leisure Discovery Kids Discovery People Discovery Science Discovery Wings DISH Info DISH Info I DISH I Inside DISH Network Disney Channel (East) Disney Channel (West) Do It Yourself E! Entertainment TV Encore (West) Encore Action/Adventure Encore Love Stories Encore Mysteries Encore True Stories Encore WAM/ America's Kidz Network Encore Westerns ESPN ESPN Alternate ESPN Classic ESPN News ESPN2 ESPN2 Alternate Eternal World Television Network F/X Food Network FOX Family Channel FOX News Channel FOX Sports Arizona or FOX Sports Bay Area or FOX Sports Chicago or FOX Sports Cincinnati or FOX Sports Detroit or FOX Sports Florida or FOX Sports Midwest or FOX Sports New England or FOX Sports New York or FOX Sports Northwest or FOX Sports Ohio or FOX Sports Pittsburgh or FOX Sports Rocky Mountain or FOX Sports South or FOX Sports Southwest FOX Sports West Free Speech TV
Disney Channel (West)	Disney Channel (West) Do It Yourself	
E! Entertainment TV	E! Entertainment TV Encore (West) Encore Action/Adventure Encore Love Stories Encore Mysteries Encore True Stories Encore WAM/ America's Kidz Network	
ESPN	ESPN	
ESPN News ESPN2	ESPN News ESPN2	
F/X Food Network FOX Family Channel	F/X Food Network FOX Family Channel	
FOX Sports West	FOX Sports West Free Speech TV	

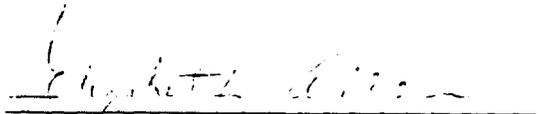
DISH America's Top 70 (Hawaii) (\$29.99/month)	DISH America's Top 150 (Hawaii) (\$39.99/month)	DISH America's Top 150 (CONUS) (\$39.99/month)
Game Show Network	Game Show Network	Galavision (Spanish) Game Show Network
Headline News Network	Headline News Network	Good Samaritan Network
The History Channel	The History Channel	Headline News Network
	History Channel International	The History Channel
	HITN	History Channel International
Home & Garden TV	Home & Garden TV	HITN
		Home & Garden TV
The Learning Channel	The Learning Channel	Home Shopping Network
Lifetime	Lifetime	The Learning Channel
		Lifetime
MSNBC	MSNBC	LinkMedia
	The Movie Channel 2 (west)	MSNBC
	The Movie Channel (west)	The Movie Channel 2 (west)
MTV	MTV	The Movie Channel (west)
		MTV
		MTV2
Nashville Network	Nashville Network	NASA
		Nashville Network
Nickelodeon (West)	Nickelodeon (West)	Nickelodeon (East)
		Nickelodeon (West)
		Noggin
		Northern Arizona
		University/University House
		The Outdoor Channel
	Outdoor Life	Outdoor Life
		PAX TV
	PBS You	PBS You
QVC	QVC	QVC
	Research TV	Research TV
		Romance Classics/ Independent Film Channel
		Sci-Fi Channel
Sci-Fi Channel	Sci-Fi Channel	Shop at Home
		Speedvision
	Speedvision	TBS
TBS	TBS	TNT
TNT	TNT	Toon Disney
	Toon Disney	Travel Channel
Travel Channel	Travel Channel	Trinity Broadcasting Network
		Turner Classic Movies
Turner Classic Movies	Turner Classic Movies	Turner South
	Turner South	TV Games Network
		TV Land
TV Land	TV Land	USA Network
USA Network	USA Network	University of California
		Univision
		Value Vision
VHI	VHI	VHI
		Weather Channel
WGN	WGN	WGN
		Ziff-Davis TV

Audio

DISH America's Top 70 (Alaska and Hawaii) (no additional charge)	DISH America's Top 150 (Hawaii) (no additional charge)	DISH America's Top 150 (CONUS) (no additional charge)
DISH CD (30 Channels)	DISH CD (31 Channels) and DISH Music (5 Channels)	DISH CD (31 Channels) and DISH Music (20 Channels)

Certificate of Service

I, Elizabeth Allen, do hereby certify that on this 14th day of July, 2000, I have caused a copy of the foregoing "Summary of April 12, 2000 Meeting on EchoStar's Geographic Service Compliance" to be served either by hand delivery or First Class U.S. Mail upon the persons listed below.



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