UNITED STATES OF AMERICA

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FEDERAL COMMUNICATIONS COMMISSION

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> ADVISORY COMMITTEE ON DIVERSITY FOR COMMUNICATIONS IN THE DIGITAL AGE
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THURSDAY
DECEMBER 2, 2010

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The Committee met in the FCC Meeting Room, 445 12th Street, S.W., Washington, D.C, at 2:30 a.m., Henry Rivera, Chairman, presiding.

## PARTICIPANTS

HENRY RIVERA, Chairman
JULIUS GENACHOWSKI, FCC Chairman
MIGNON CLYBURN, FCC Commissioner
ROBERT McDOWELL, FCC Commissioner
MARCELLUS ALEXANDER, National Association of
Broadcasters
JENNY ALONZO, Digital Media Consultant

JAMES M. ASSEY, JR., National Cable \&
Telecommunications Association
ALONZO BARBER, BET Holdings, Inc.
JAMILA BESS-JOHNSON, FCC
MARIA E. BRENNAN, Women in Cable
Telecommunications
KATHY BROWN, Verizon

TONI BUSH, Virgin Mobile

PARTICIPANTS (Continued)
MICHELLE DUKE, National Association of Broadcasters
RALPH EVERETT, Joint Board for Political \& Economic Studies
SUSAN FOX, Disney
ANITA GRAHAM, Opportunity Capital Partners ROSEMARY HARDE, FCC
STEVE HILLARD, Council Tree Communications
DAVID HONIG, Minority Council
RODNEY HOOD, National Credit Union
Administration
RONALD JOHNSON, Ronson Network Services RICK KAPLAN, FCC
BARBARA KREISMAN, FCC Designated Federal Official
ANNE LUCEY, CBS Network
JANE MAGO, National Association of Broadcasters
JOAN MARSH, AT\&T
BOB MENDEZ, ABC Television Network
KAREN K. NARASAKI, Asian American Justice Center
MELISSA NEWMAN, Qwest
LORETTA POLK, National Cable \& Telecommunications Association

THOMAS REED, FCC
ANDY SCHWARTZMAN, Media Access Project SYLVIA STROBEL, Alliance for Women in Media
DIANE SUTTER, ShootingStar Broadcasting
CHARLES WARFIELD, Inner City Broadcasting
HARRY WINGO, Google, Inc.
JAMES WINSTON, National Association of Black

Owned Broadcasters

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2:45 p.m.

MS. KREISMAN: Good afternoon, everyone, Chairman Genachowski, Chairman Rivera, Commissioners. Welcome to the final Diversity Advisory Committee meeting under the charter that expires tomorrow.

You have before you a packet of information with today's Media Issue Subcommittee proposal, the agenda and a copy of the slides for today's presentation.

It's been a pleasure to work with everyone over the past two years, to get to know you. I personally thank you for all your hard work and all your dedication to this task.

And with that, I turn this over to Henry Rivera.

CHAIRMAN RIVERA: Thank you. Thank you, Barbara.

And Mr. Chairman, Commissioners, thank you for joining us today and we're very,
very pleased to have you. And I'm going to save remarks until after and turn it over to the Chairman. And then Commissioner McDowell and Commissioner Clyburn would like to address us as well.

FCC CHAIRMAN GENACHOWSKI: Thank you very much, Chairman Rivera. Let me start by welcoming my colleagues. I'm so glad Commissioner McDowell and Commissioner Clyburn are here. It says something about the importance of this committee and the importance of the topic broadly at the Agency, and I'm glad that you've each taken time to come down and participate in this meeting.

I wanted to begin by thanking all
of this group for serving on this committee through the course of its life. The committee has made a number of very helpful
recommendations; I'll come back to that in a minute. But as importantly, each of you has committed your time for no compensation that I'm aware of to help the Commission develop Neal R. Gross \& Co., Inc.
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ideas, focus on important issues, participate in our processes, and I thank you all for the public service that you offer electively to be part of this.

In part because of the very good work of this committee and the value it's added, we've decided to recharter the Diversity Committee, so I'm pleased by that. And I'm also pleased that Henry Rivera has agreed to serve again as chairman. These committees put a burden on everyone involved. They take time, they take effort, but they place the biggest burden on the chairman of an outside advisory committee like this. It requires real dedication, real commitment. We honor your service and your willingness to have done it in the past and do it again. It's very meaningful to all of us. (Applause.)

FCC CHAIRMAN GENACHOWSKI: Let me just touch on a very imperfect summary of some of the ways in which the committee has
contributed to our work over the last period. We have moved on two of the committee's recommendations that I wanted to mention. First, today we put out a public notice seeking comment on the committee's Overcoming Disadvantages proposal. We want to learn more about what it would take to implement it. We're taking it seriously. We appreciate this and other recommendations. We've also been moving, as I think has previously been reported to the committee, on the recommendations for us to look at the divestitures of assets that come up occasionally in context of transactions, particularly ones where both the FCC and DOJ have a role. I think with the help of this committee, we've identified some weaknesses in coordination, information sharing, opportunities to improve that. We've been following up. In particular, Commissioner Clyburn has been, I can say personally, a very important force inside the Commission to make

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sure that we take this issue very seriously. But the role of the committee in making sure that we focus on it has been very helpful.

This was a year where there was very real progress made on the PPM issue. Again, the committee's role was helpful.

Commissioner Clyburn, your role was very helpful.

Commissioner McDowell, I
appreciate your role in this as well.
But these are both topics that
Commissioner Clyburn raised with me very early
in her tenure, played a real leadership role in making sure that they were addressed in connection with PPM. There was real coordination between the Commission and Congress, particularly Chairman Towns in trying to find a solution to something that has vexed a lot of stakeholders for a long time. And I was very pleased to see progress on the issue over the course of the year and for this committee to play a helpful
constructive role in seeing that occur.
Another recommendation from the committee that I was pleased we were able to take up over the course of the year was the recommendation with respect to a Native Nations FCC Broadband Taskforce. As many of you know, there were issues that not everyone necessarily expected that we would focus on in connection with our National Broadband Plan, but we did. One of those areas involved native nations issues, Native American issues. Commissioner Copps in particular was helpful on this and Commissioner McDowell also raised this issues with me a number of times in our meetings over the course of the year.

I'm pleased that we actually went a step further than the committee recommended and created not just a taskforce, but a new Office of Native American Policy at the Commission headed up by one of the most respected people in the field, Jeff Blackwell.

This was important. You know, one
of the things that I think we all saw as we delved into this issue was that even though there was really broad agreement among the commissioners that the issues of communications access and broadband access in the Native American community were very serious, the disparities were very great. I think we were all dissatisfied with the level of progress we were making.

And as we looked into it, I think we concluded that one of the reasons was we weren't properly organized at the staff level. There wasn't someone waking up everyday and saying what can we do to make progress and improve? And so this is an area where we were pleased to receive the recommendation from the committee and I think we were all thoughtful about it together in connection with the National Broadband Plan and to think about how we can move forward organizationally to facilitate as much further progress as we can.

I do want to mention as well,

Commissioner Copps has already announced that in March we intend to hold at the Commission a Native American-focused Commission meeting, part of our ongoing efforts to shine a light on the challenges/disparities in that community and to drive toward real progress.

Let me briefly touch on some of the constitutional issues, issues of constitutional significance that I know this committee has really wrestled with, because of course we're bound by the law in this area and some of the areas of progress here have to be handled in a way that takes account of various legal restrictions.

In connection with our Quadrennial Media Ownership Review with just the very strong work of Mark Lloyd and Tom Reed, we've begun a process to identify the kinds of data we need to better understand what disparities exist in our space. This is something where we've really benefitted from the work of this committee. And I wanted to thank everyone for Neal R. Gross \& Co., Inc. 202-234-4433
their contributions in helping us move forward on that, as well as on EEO issues, where the staff is continuing to look closely at various facets of this issue, including mechanisms to have legally sustainable data collection and updating the ways in which the rules are applied. We intend to host in early 2011 an EEO conference to help focus attention on this and find a productive path forward.

So those are really touching on just some of the points of success and progress over the course of the past year.

I thank everyone on the committee for helping us focus on these issues, for helping us making progress. I think it would be appropriate actually for the committee to give itself a round of applause for helping us identify these areas of progress. And so I thank you all for your contributions.
(Applause.)
FCC CHAIRMAN GENACHOWSKI: And we're looking forward to learning from the

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work of the committee over the last year, its relationship with the Commission in finding ways to accomplish even more with the newly -with the rechartered committee. We've already begun discussing with Henry ways that we can make real progress in 2011. We've been talking about ways that we can call on the committee to identify with us some areas of great national importance, great importance with respect to objectives of diversity where we think there are some real areas for progress like broadband adoption, like digital literacy. I expect that you'll be hearing more as we move forward.

And I personally am very excited, Henry, to continue to work with you on these very important issues. Again, I appreciate your contribution, the contribution of the committee and I think we set a baseline for progress this year that I look forward with the help of the committee, with the help of my colleagues on the Commission to exceeding next
year.
So thank you very much again for serving and I look forward to ongoing work together.

And, Commissioner McDowell, we look forward to hearing from you.
(Applause.)
FCC CHAIRMAN GENACHOWSKI: I guess I'll let Chairman Rivera set the agenda.

CHAIRMAN RIVERA: Thank you, Mr. Chairman. And we really appreciate your being here again, I want to say that. And you've brought us some very, very good news and I appreciate the kind personal remarks as well, and we look forward to working with you and the other commissioners as we move forward with this effort. So again, thank you so much for being here.

Commissioner McDowell, would you like to address the group?

FCC COMMISSIONER McDOWELL: Thank you, Mr. Chairman and Mr. Chairman. It's good
to say it because they both sort of turn around. And then, Madam Chair, you've joined the board, you know? So, we have lots of chairs here.

Yes, I don't forget these things.
So and may thanks to Henry for all of your service. I'm delighted that you're being re-upped and pressed into duty perhaps to do this again. So congratulations and sympathies all at the same time. I think the chairman was implying just a minute ago that it's a hard job being chairman. It is. It's very hard. And so, we have that from good authority. But no, you've done very well in this position and I can't think of anyone more qualified who could do a better job, so I'm delighted you're going to be staying on.

And, you know, as many of you
know, I have been for years sincerely interested in promoting greater diversity in the communications field in general, whether it be among the owners of licensed or

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regulated entities or the employees who make the technologies work or the consumers who use them. And I've been actively monitoring this committee's work over the course of the last two years and have met with you in person a few times during the course of that time. So I'm very well aware that you've made several interesting recommendations for potential action by the Commission, such as the concept of a new preference program in the context of FCC auctions for entities that have overcome disadvantages.

I want to applaud the chairman too
regarding his announcement regarding the public notice regarding the Overcoming Disadvantages proposal and I look forward to sinking my teeth into that as well and reading all of the comment that's going to be filed as a result of that.

And I do want to applaud the chairman for rechartering this committee for another two-year term.

The value of diversity is not limited to the fields that the FCC regulates, of course. Advantages that come from a mix of diverse viewpoints apply to our own internal operations and those of the advisory committees, like this one. And for that reason I hope to see a mix of new and experienced members on the reconstituted committee, which will of course begin operating shortly.
Diversity of viewpoint is
important absolutely everywhere. Should anyone by the way be interested in joining the committee as a new member and you haven't heard from anyone yet, feel free to contact Chairman Rivera and/or myself and Rosemary Harold in my office. And Rosemary will be staying here for the duration. I have what, 19 more meetings here this afternoon. I apologize, but so while I'm away, she'll be here. But we'd be happy to assist anyone who wants to join the new committee.

It really is important that we pour new energy into this committee because it labors on legally complex issues as the chairman, Genachowski, referred to that may require more than just one term or even two terms to resolve. Still, though perseverance may be an especially useful trait among those who advocate for greater diversity, I do not mean to imply that the Commission never takes action on this area. On the contrary.

I'd like to take a moment to recognize that this month, the month of December, marks the third anniversary of a significant milestone, the Commission's adoption of the 2007 Diversity Order, which David Honig just told me before the meeting took only 24 years to produce. And I was proud to have been part of the Commission that voted that out. And Commissioner Copps and I are the two remaining veterans of that vote.

Reviewing a few, just a few of the
13 different actions that we adopted in that
order serves as a reminder of the progress we have made thanks in large part to the hard work of many people who are serving here and who are in this room right now, and many others who aren't in the room.

So for example, the one that perhaps that I'm the most proud of is the Advertising Non-Discrimination Rule which David and I were just talking about, more privately known as the ban on no urban, no Hispanic dictates. That was the first -- this is according to David, so I'm going out on a limb here making sure this is right. The first new federal civil rights antidiscrimination requirement to be adopted in more than 30 years. Is that right, David? And that was a great historic moment and I don't think it got the coverage and publicity that it should have, but seems obvious. I was shocked to find out that there wasn't a rule against such things, but I remember

Commissioner Adelstein and I in particular
really put a lot of energy behind making sure that was adopted.

Now I've met and spoken and with folks on Madison Avenue, Mad Men, I guess, about this rule on several occasions and now David and I are talking about renewing that effort and having a little reminder road show perhaps and hopefully we can talk about a road show. We need to get on the road and go do that. But of course it did lead to considerable coverage in its wake of at least one high-profile incident, and that was the BMW Mini Cooper no urban incident in the summer of just last year and we passed on that. So again, for anyone listening or reading about this, should you discover any such incidents that might violate that rule, please let us know and we will act on it swiftly.

The second item that came out of the 2007 Diversity Order; and I'm not going to go through all 13, I promise, but the
amendment of the FCC's Broadcast Ownership Report, which will allow us to more precisely gather data during our -- what is it now, our current Media Ownership Review.

Another was easing construction deadlines for new broadcast facilities owned by eligible entities, a class as defined by the Small Business Administration's Standards for Small Businesses.

Revising our attribution rules to encourage investment in eligible entities.

Reviving our distressed sale policy to encourage sales to eligible entities. And we all certainly know there's been a lot of distress here in the past two years especially.

Banning discrimination in broadcast transactions. Again you would have thought that would have already been a rule, but apparently that took the entire history of the United States of America until December of 2007 for us to adopt that.

Prioritizing approval of TV socalled duopolies; I don't like that term because I think it's misleading, but anyway, for companies that invest in or incubate in eligible entities.

Extending deadlines for divesting stations after transactions if the newly enlarged owner spins off the excess stations to eligible entities. And many, many more. We cannot and should not stop there however. As the Diversity Order recognized, we still have a lot of unfinished business. This includes consideration of a stronger incubator program, in my view, with more significant incentives, such as the concept on the committee's agenda today as a matter of fact.

Another substantial step ahead for the Commission would be the potential replacement of the eligible entities definition with a new concept that more directly addresses race and gender
classifications. And as I've said before, I am interested in exploring what actions the Commission may take in this area on a legally sustainable basis, as the chairman pointed out.

Of course any new race or genderconscious rules must satisfy the rigorous demands of the Equal Protection Clause as interpreted by the Supreme Court in the Adarand decision and line of cases. And that in turn will require that we conduct studies to produce sufficient evidence to support new regulations. So I favor the commissioning of such studies and believe that we should launch the research effort as soon as possible.

And I'll close by reiterating here my thanks for your service retroactively and going forward prospectively. It has borne fruit. We have done a lot. There is more to do and I really look forward to the new ideas, the new energy that this committee will bring. Thank you very much.

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(Applause.)
FCC COMMISSIONER McDOWELL: Now I
turn it back over to Chairman Rivera to introduce Commissioner Clyburn.

CHAIRMAN RIVERA: Thank you. Thank you for those inspirational words. We appreciate it and we're taking them to heart.

Commissioner Clyburn, would you favor us with a few remarks?

FCC COMMISSIONER CLYBURN: Thank you, Mr. Chairman. I would like to initially thank Chairman Genachowski.

It took me a few months to be able to say your name, but I've got it now. I want to thank you for your acknowledgments and the support that you've given with some of the things that you mentioned that we may have assisted in a small way. We had someone who was listening, someone who cared about the same issues and I don't think, you know, things would have happened if we did not engage all of us around the table in this
partnership for change.
So I want to thank all of you for being partners for change.

One of the things you mentioned, I'm sure you're chairman of something, Commissioner McDowell, is the fact that a lot of folk in this room, especially in this capacity, are doing this work, not for the publicity, not for the pay, but because they know it's the right thing to do and they know that this communication space and this nation would be better off because of it.

So I want to thank all of you for not necessarily getting some of the accolades that you deserve, but knowing that it is part of our duty and our mission to make this nation better than what we found it. So I want to thank all of you, Chairman Rivera, and everyone for your effective leadership, for your patience and commitment to this cause, because I know there had to have been, and I know you've expressed it more than you would Neal R. Gross \& Co., Inc.
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like to admit, days that you were wondering whether or not the inputs, whether or not the work, whether or not all of the toil was going to be recognized and worth it. I'm here to say, as I said the other day, the best is yet to come.

So I'm happy to end this year on a great note, a great note because again we will be reconstituted and also that, as we all mentioned, that the Overcoming Disadvantage proposal has been put forth, a very innovative out-of-the-box proposal that recognizes the challenges of the day but still recognizes that what we have before us and the challenges we have before us in saying this is an innovative way in which we can tackle some of the issues and concerns we have as it relates to augmenting the business and communications universe.

So the importance of this
committee cannot be stressed enough. You represent the voices of those who cannot
afford to come to D.C., the voices of those who may not be able to articulate things in a manner in which others receive and you provide this Commission with the type of education and enhancement that it needs to do its job better. So I will continue to be a partner in progress and again I'm looking forward to the best days ahead. Thank you.
(Applause.)
FCC CHAIRMAN GENACHOWSKI: Just one point of privilege. I wanted to, on behalf of my colleagues and everyone here, thank Barbara Kreisman for her tremendous work.
(Applause.)
FCC CHAIRMAN GENACHOWSKI: Barbara
was one of the public servants who, when I worked as a staffer at the FCC in the 1990s, helped show me the ropes and it was such a pleasure to come back to the FCC and see Barbara here in a senior role and providing such service to the country through her role
at the FCC. And, Barbara, thank you for playing the role that you have in connection with this committee. Really we appreciate your service very much.

MS. KREISMAN: Thank you. It's been a pleasure. Just shows you're supposed to be nice to everybody, right?

CHAIRMAN RIVERA: Well, Mr.
Chairman, Commissioners, you honor us with your presence. We really thank you again for being here and for your kind words and for your words of encouragement. And you're certainly welcome obviously to stay if you'd like, but we know you have very busy schedules. So if you've got to scoot, we understand that, too.

I wanted to say Commissioner Copps had called me and indicated that he wanted to be here but he had another engagement in New York, he couldn't be here. So he does send all of you his best wishes and his gratitude for your service.

Okay. Yes, you want to do that?
MS. KREISMAN: I guess we should just make sure who's on the phone out there so we can just record that you're participating. Does anyone want to chime in with their name?

MR. WARFIELD: Charles Warfield.
MR. MENDEZ: Bob Mendez.
MS. KREISMAN: I'm sorry. I heard Mr. Warfield. Then I couldn't hear anything.

MS. GRAHAM: Anita Graham.
MS. KREISMAN: Thank you, Anita.
MR. HOOD: Rodney Hood.
MS. KREISMAN: Thank you, Rodney.
MS. POLK: Loretta Polk.
MS. KREISMAN: Thank you.
MR. BARBER: Alonzo Barber.
MR. SCHWARTZMAN: Did you get me,
Andy Schwartzman?
MS. KREISMAN: What was that last one?

MR. SCHWARTZMAN: Andy
Schwartzman.
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MS. KREISMAN: Andy? Oh, hi, Andy.

CHAIRMAN RIVERA: Hi, Andy.
MR. BARBER: Alonzo Barber.
MS. KREISMAN: Thank you.
MS. ALONZO: Jenny Alonzo.
MS. KREISMAN: Thanks, Jenny.
MR. HILLARD: Steve Hillard.
MS. KREISMAN: Thanks. Anyone else? Thank you.

MR. MENDEZ: It got a little crowded there. It's Bob Mendez.

MS. KREISMAN: Yes, we heard. Thanks, Bob.

MR. MENDEZ: Oh, okay.
MS. KREISMAN: Got it. Thank you.
MS. POLK: And Loretta Polk.
MS. KREISMAN: Got it, Loretta.
Thank you. Thank you very much.
CHAIRMAN RIVERA: Thank you very
much. We've got one recommendation to bring before you and that comes from our Media

Issues Subcommittee. Diane, of course, is the chairman.

And so, Diane, I'm going to turn
it over to you.
MS. SUTTER: Thank you. Thank you, Mr. Chairman.

The Media Issues Subcommittee could not let one more meeting go by without a recommendation. So we're finishing with one we think is hopefully one that will be useful and can, if the Commission should choose to take it on, be one that could be very productive. It is not a new issue. It is one that was originally brought to this group by NABOB actually in 1990, if I'm not mistaken. And it is having to do with creating an incubator program that would allow the ability for stations to perhaps who would not otherwise be authorized to own additional stations to do that if they were doing so in order to help allow for eventually disadvantaged owners to become a reality.

The proposal that you have in front of you suggests that it would provide rule waivers for the companies that encourage ownership by disadvantaged businesses. We are recommending that an NPRM be issued to look at some issues that have not been considered in some of the previous proposals that have been made.

One of the things we think is a question that needs to be answered is whether a similar market size requirement is appropriate and whether or not it should be the same market size or a smaller market size, and that's one of the things we hoped would be discussed.

Also, would there be any ongoing liability issues for the existing licensee. One of the questions and concerns that we hoped could be considered is if you do engage in this and you are the licensee and you have created the incubator program, then what obligations and liabilities remain with the
licensee and which would be actually then part of the incubator program itself.

And also, would they be able to sign contracts on their behalf? Would they be responsible for those contracts or would those be something that the licensee would have to oversee? And also, just to clarify what the definition would be for a disadvantage business.

So these are the things we think could make up the kinds of issues that would be covered under an NPRM. And we hope that what this would do would be a win/win situation for existing companies that might not have the opportunity to engage in this or who might be willing to, even if it isn't a question of whether or not they're beyond their ownership limits, but they might just be willing to do something like this with one of their existing stations if there was a function by which it could happen.

There is sufficient information in
here I think to give you a background on what the last 20 years has been as this has not the first or second time this has come before the Commission. And we would hope that if this group decides to send it on, that this would be the time that we could actually then begin to do something to implement it.

I especially want to thank David Honig. He and Jack McLared at MMTC were instrumental in putting this together for us so that we could consider as a group.

So thank you, David, for your help on this.

And I would now like to make such a recommendation.

CHAIRMAN RIVERA: All right. The Chairman will take that as a motion. Is there a second?

MR. EVERETT: Second.
CHAIRMAN RIVERA: Second. Thank you. Any questions for Diane?
(No audible response.)

CHAIRMAN RIVERA: I've got a couple. One is perhaps, David, you or Jim could answer this. How does this recommendation differ from the one that this committee sent forward in 2004?

PARTICIPANT: Hopefully David whose memory may be fresher than mine on that subject can respond.

MR. HONIG: I'm the idiot savant of the group. It does not differ in its direction. It does have some more specificity. And in particular it does suggest -- based on this having been fleshed out in the diversity proceeding where it was out for comment after 2007 and was fully briefed; no one opposed it. It has teed up a number of procedural questions and practical questions such as the ones that Diane had identified that probably could benefit from more development on the record.

So, but other than that, it's the
same concept in its essence that $\operatorname{NABOB}$ came up
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with in 1990, presented to the relevant committee that many of us served on at that time, was put out for comment in an NPRM in 1992, and this is the sixth docket that it's been in. No one has ever opposed it. It is the longest pending diversity proposal before the Commission now.

CHAIRMAN RIVERA: And just to
follow on to that, another bit of history, can you clarify what the Commission did in 2007? MR. HONIG: In 2007 this was one of the proposals on remand from Prometheus that the Commission put out for comment in the diversity NPRM that it issued that was released in March of 2008. It was fully briefed. No one opposed it. And it's ready for the Commission to act or to put out a further NPRM to develop it further if it chose to do that.

CHAIRMAN RIVERA: So this
recommendation is basically a follow on to that 2007 as being responsive to the

Commission's request for a further notice? Is that --

MR. HONIG: That's right. And the only real change since then is of course that we've seen the numbers of minority-owned broadcast stations drop precipitously. The market conditions and access to capital are substantially less. There's more competition from other media. So those factors all seem perhaps to militate in favor of the desirability of this type of program.

CHAIRMAN RIVERA: So we're basically refreshing the record? MR. HONIG: That's right. MS. SUTTER: And offer perhaps a little bit more specificity in terms of the questions that might be considered this time through.

CHAIRMAN RIVERA: Thank you, Diane.
Jane?

MS. MAGO: And also is adding the
concept of the significantly disadvantaged business in the sense that we have developed that further over the last couple of years, which I think is a significant change.

CHAIRMAN RIVERA: That's a good point.

MR. HONIG: That's right.
MS. MAGO: Yes.
CHAIRMAN RIVERA: Very good point.
Other questions? Comments?
(No audible response.)
CHAIRMAN RIVERA: Are you ready
for the question?
(No audible response.)
CHAIRMAN RIVERA: All right. All
in favor say aye.
(Chorus of ayes.)
CHAIRMAN RIVERA: Anybody opposed?
PARTICIPANT: Aye.
CHAIRMAN RIVERA: All right.
Motion carries. Thank you.
Okay. Thank you for that. Diane,
are you ready to tell us about BLT?
MS. SUTTER: I am.
CHAIRMAN RIVERA: Oh, great. So we've got a presentation for you on the Broadcast Leadership Training Program that Diane runs so very capably. I'm sure you will recall that we have mentioned it on a number of occasions to this committee. In fact, we even had some of the folks who had been participating in that program visit with us toward the beginning of our convening. So we thought you might like to hear some more details about what this program is and how it works. It's a terrific program and I'm so glad that Diane's able to do this for us.

So, Diane, the floor is yours.
MS. SUTTER: Thank you. First I'd
like to introduce to you people that you probably already know, but they're really the people that make the Broadcast Leadership Training Program happen.

With me today is Marcellus
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Alexander. Marcellus is the Executive VicePresident for Television for the NAB, as well as the President of the association foundation, NABEF.

And also with us is Michelle Duke. Michelle is the Vice-President of the NABEF, the foundation for the NAB, and is my partner and has been in putting this program on from a logistics standpoint and couldn't do it without her.

So thank you both for being here. And if there are questions that they can answer at the end, they'll be happy to do so, too.

This is a program, and we have, if we could -- thank you. And those of you on the phone, I believe you were emailed the presentation. We're sorry it's in black and white. Everyone here has color. But pretend it's radio. Use your imagination.

The Broadcast Leadership Training
Program was created to try and address the
issue in the industry of low numbers of women and minority owners. And in your packets you will see you have two brochures. One is about the BLT specifically and one is about the foundation and the programs that they have. And on the page where it addresses the BLT Program, the third or fourth page in, you'll actually see a table in there that demonstrates the U.S. population and the television and radio ownership for women and minorities.

And as David has already mentioned, that is a stat which has actually been stagnant or has gone down. So I think that graph is especially illustrative. The big one is everybody else and the little ones are where the women and minorities are in terms of broadcast ownership.

And that fact in 1989 was still
the case. And in 1990 this program was created for broadcasters to help broadcasters to try and address this. So it was an effort
to not necessarily require any congressional action or require the Commission to do anything, but rather for broadcasters themselves to be proactively addressing the issue of how to get more women and minorities into ownership.

The program itself is created to try and address that in a way that is very practical, is very pragmatic and that really is designed to do two things. As someone who was able to get into ownership, I considered myself very fortunate and took a look at why I thought I had been able to get my first deal done. It was largely because $I$ had access to two things that $I$ believe are essential for anyone trying to move into either a CEO's position or into ownership.

One is access to the information.
That is so needed and is so different from anything you would know even as a general manager. I managed radio and television stations for 15 years and until I got to the Neal R. Gross \& Co., Inc. 202-234-4433
corporate level at Shamrock I had never had a discussion about internal rates of return. I had not had discussions about equity financing and mezzanine and senior debt. Those were just not things even as a general manager that I was requested to be aware of or do.

So having the opportunity to know the information that is necessary, to understand how that business works of acquiring stations, of doing due diligence. What does that mean and how does it get done? So a program that would provide the information necessary for people who are interested in either moving into a CEO's position or into ownership, because this program is designed to do both of those things. It is every bit as much a program to help people move into the most senior and executive levels within existing companies, as well as to increase the ownership.

The second thing that allowed me to get my deal done was the access to the
people I needed to do a deal. And when I was at Shamrock, I was in the bank meetings. I presented the bank information. I met with the equity that we needed to do our deals. And so having the ability to have relationships with bankers and brokers and other owners before you actually are ready to do a deal is incredibly important.

And so this program was designed to meet both of those needs. The program itself is an executive style MBA program and it runs from June of each year through September. It meets once a month at the NAB here in Washington, as well as one weekend we actually -- all of the program takes place at the NAB Convention and the participants all attend the NAB Convention and we have special programming for them in addition to their ability to participate in all the programs that exist at the National Convention.
It is open to senior level
broadcast executives who have a proven track
record of success in their relative fields. This is not an entry level program by any means. It is a most senior level program for general managers, director of sales, people who have substantial broadcast experience and especially in management and budgeting because those are two things that we look for in terms of the participants in here.

There are three ways in which
someone can participate in being in this program. The first is that they are eligible if they are women and minorities for fellowships. The program itself is open to anyone who would like to apply for it and has a cost of approximately $\$ 9,000$ for the 10 month program. So anyone who wanted to apply could and would be considered for the program. But we make -- two-thirds of the class is held for women and minorities and they are offered fellowships if they're accepted into the program. That means it's approximately a \$20,000 investment because it covers the
travel, the room, the board, all of the course materials and their participation over the course of 10 months. So it is a $\$ 20,000$ investment in each individual who participates and is accepted into this program.

The second way that they can participate is to be nominated by one of our sponsors. As part of what a sponsor gets from being a sponsor to this program, they have the opportunity to send someone from their organization to come to this program. And we have seen companies who have participated in this Hearst who has sent numerous people to this program. Almost without exception every one of them has been promoted after they have gone through this program.

So we're happy to do that for any of you who would like to become sponsors, because this business in our times of trouble have really gone away from the training and development. That's not where the resources of the industry have gone. And what this
program tries to do is to provide that kind of hands-on practical experience to allow a company to promote someone or to allow them, the participant to be able to go on.

And then of course because we are commercial broadcasters, you may pay to be a part of this program and come for the cost of the tuition and then the room and the board.

The kind of topics that are covered in this program. As you can see it's very extensive and very detailed. The class size, I should mention, is limited to no more than 20 so that it is a very personal experience for the participants, for the faculty, so that there is very hands-on working that goes on with this.

I should also mention that not only does it take place at the NAB, but every dollar that we raise from broadcasters is matched by the NAB. So this is a program again that is of broadcasters by broadcasters and for broadcasters that really has gotten
that kind of support through the 10 years and now the 11th.

We do everything from accounting and finance. How to set up your company. How do you choose your partners? How do you identify? Where do you find a lawyer? How do you get it? What lawyers do you need? How do you work with brokers? How do you develop a business plan? Let's write a business plan. What should that look like? How do you secure funding? We have equity senior level senior debt people, mezzanine come in and make presentation.

One of the great things about this
program is that you're learning from the people that you will then need to go to to get your deal done. So who better to tell you what they want to see and then, as any good sales call, tell me what you need and then I'll tell you why we can get it for you. So that's what this program also does.

We talk about how to identify
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stations. How do you get into deal flow? One of the biggest problems that many times women and minorities have is that we're not part of the deal flow. I always kid the class that if they're calling you it's because everybody else has said no to the deal. But knowing that and understanding that and what does that mean is what we teach the class.

Prospecting and deal flow due diligence. I'm, as anyone in the class will tell you, a big stickler for due diligence because when you're a minority or a woman you can't afford to guess wrong. You just don't have the resources, so doing your due diligence properly makes all the difference. And so every year the class goes to a station in the metropolitan area here. We have gone to WUSA, WJLA, WTOP and WHUR. They have brought in their department heads and we have done an actual due diligence at those stations themselves. So the class has participated in actually going through it themselves.

How to negotiate your deal. What do you have to do when you close? Between the time you file with the Commission and the time your grant comes what do you need to be doing? How do you do it?

And then what we believe is one of the most important parts, our last two weekends are on operating for success. Getting the deal done in my mind is the beginning, not the end. And how do you run a successful station going forward and how do you do a takeover and what does that look like?

We recently had our 10th
anniversary; this is the 11th year. But one of the things that happened in the class, the 10th year anniversary classes, is we were hosted by Congressman Clyburn and Senator Hutchinson on the Hill and we had a reception for all of the faculty, all of the FCC and our sponsors and brought them all back together so that one of the benefits of being a graduate
of the BLT Program is that you have all of these other people that are now resources for you.

The faculty is maybe the best thing about this program. They're all working professionals that are in the industry now, which is how you build those relationships with the people you need to know. It's group heads, it's other owners and we're now happy to say it's past BLT graduates that have gone on to become owners, who come back and talk about how they've done it and what worked for them. We have attorneys, bankers, equity brokers, engineers. And when we do our accounting, we actually bring in a fabulous professor from the Kellogg School at Northwestern who does a whole two-day session on accounting and finance.

Our sponsors without whom this
program would not exist. Bayou City
Broadcasting is an interesting one. They are
a very small African-American broadcaster in

Central Texas. What makes this so great is that it is the graduate of the BLT Program for 2008 who got a deal done for three television stations while he was still in the program. And at his graduation he committed to be a sponsor for the next three years. So I think we're building some great broadcasters while we're at it.

Hearst has been a sponsor with us since the program began. ICBC; Charles, thank you very much, has been a great sponsor of this program and continues to be. Legend Communications, which is Larry and Susan Patrick. Morgan Murphy stations. When I first created this program and took it out to see if anybody would bite, the great thing about it is Liz Burns, who many of you may know, not only said I'm in, but she wrote a check. So she was really one of my favorites. And the McCormick Foundation. The Miller Group Charitable Trust. A BLT grad who was a group head in broadcast. She had been the
group head for their company in a newspaper and felt that she needed to know more about broadcast. And she was going to be heading that now. Came to the program. Felt so strongly about it that she went back to her company and they are now a sponsor and she has sent all of her general managers to go through this program. TDF. One of the reasons we hope that TDF will continue to be funded is because they continue to be a supporter of BLT and have been very helpful in not only being participants in the program in terms of speakers, but they have been a sponsor. And of course the National Association of Broadcasters with 50 percent of all of the money being raised from them.

As of today we have 184 graduates;
well, in June we will. We assume they'll make it through the program. We haven't lost one yet. We'll have 184 graduates. Thirty have or currently own stations, both radio and television. Two have gone on to be come group Neal R. Gross \& Co., Inc.
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heads in radio. And over 30 of the class have been promoted at least once since they went through the program.

So one of the things that I hope you're hearing about this program in more detail will do is the strength of the program is based on its participants. And every year in the end of April on the NAB Web site the applications go up and the program begins in September. And we need qualified applicants. So we are always looking. And David has been one of our great supporters of BLT. And MMTC has been wonderful in terms of sending people to be considered for this program and we would hope that all of you would do so.

One of the things that we hope to rectify is we have had no Native Americans apply for this program since its inception and we would look to trying to do that. And now hopefully with some additional help inside the FCC, we look for that. And especially with this upcoming event, we'd love to be able to
hopefully get some applicants to be participants.

So I thank you, both the Commission and everyone, for their support of this program and we look forward to continuing to receive that by great applicants. So thank you very much.
(Applause.)
CHAIRMAN RIVERA: Thank you, Diane.

Does anyone have any questions for Diane about this program?
(No audible response.)
CHAIRMAN RIVERA: Marcellus or Michelle, do you have anything you want to add?

MR. ALEXANDER: I would just like to say that it's a terrific program, as Diane has mentioned, and it is possible because of the passion and the commitment that she has brought to the program. We at the NAB had an opportunity to recognize the work that she's
done over these years with a leadership award, but that just is a small way of recognizing the absolute passion and results that she's brought to this program. So I'd like to just take a moment and again thank Diane for her role in this.
(Applause.)
CHAIRMAN RIVERA: Thank you,
Marcellus. I was reminded of the term "apostolic zeal." When you hear Diane talk about this program, you get the feeling of apostolic zeal.

MS. SUTTER: Well, one last thing, Henry. Sylvia Strobel, who is with us for the Alliance for Women in Media, was part of BLT 1.

CHAIRMAN RIVERA: Oh, really? Oh, terrific. Congratulations.

> MS. STROBEL: I just want to
reiterate what Marcellus just said. Diane had just -- the amount of work she has put into building this program, and it is an amazing
incredible experience. So I just want to reiterate. Thank you.

CHAIRMAN RIVERA: Great. Thank you. And hats off to NAB and to the NABEF for co-sponsoring this. It's a big commitment but extremely worthwhile. You guys should be very proud of what you've done here.

So with that, Mr. Reed is here and I'd like to -- he's on our agenda. And I know maybe the Chairman covered some of the things he might have said otherwise, but if you've got anything to add, the floor is yours, sir.

MR. REED: It's always great when your boss does all the heavy lifting, so I'm just left with a couple of things.

I want to congratulate everybody.
As you saw from the Chairman's remarks so much of the work that's done right here in this committee really does direct diversity inclusion policy here at the FCC. So I'd like to thank you for your service. As I've said before, I mean, all of you have pretty
demanding day jobs, so it's always amazing to us that you're able to make the sacrifices and the commitments that you make to this committee to sort of help guide us in our work. So I certainly hope that I and my team have credited your effort and your commitment with energy and effort in equal measure, and I hope we'll do that going forward.

Very excited that the Chairman has elected to recharter and reconstitute this committee. I think it's very important that this work go on uninterrupted.

Also excited that, Henry, you've decided to do another tour of duty I think reflecting your deep and abiding passion for these issues or maybe just a troubling masochistic streak, I think. And I'm sure I'll see a number of other folks here step up and show their masochistic streaks as well.

So I'm really looking forward to continuing this work. And like I said, congratulations and thank you all.

I'd also like to recognize Barbara and Jamila and Carolyn who've worked really hard. Certainly your guidance on this has been tremendous. Their jobs are thankless. Carolyn, who's recovering from an illness, hasn't been able to be with us, but she continues to work hard on these issues.

But also would like to thank Diane and Toni and David and Jim. You know, your counsel throughout this process has been really, really helpful and I know it will continue to be. So thanks again.

CHAIRMAN RIVERA: Thank you.
(Applause.)
CHAIRMAN RIVERA: Is there any new business to come before this group? David?

MR. HONIG: The public notice that
I guess is being released today from the Wireless Bureau and the Media Bureau that the Chairman announced on the overcoming disadvantage preference is very significant. And I wanted to acknowledge in particular the
assistance that we all had from Covington \& Burling. Libby Canter who helped develop this is quietly sitting in the back of the room and put just so many -- I don't know how many all nighters into getting this right.

And, Libby, thank you so much. CHAIRMAN RIVERA: Thank you, Libby, yes.
(Applause.)
CHAIRMAN RIVERA: Thank you, David. Most appropriate.

Jim?
MR. WINSTON: Yes, at our last meeting I mentioned the subject of renewals that may be backlogged from the previous renewal cycle. And I just wanted to mention that Jane Mago and I have spoken with the Media Bureau. I have also had ongoing dialogue with the Enforcement Bureau. And that is a situation that seemingly is going to be moving forward positively.

CHAIRMAN RIVERA: Terrific. Good
for you. Thank you. Wonderful.
All right. Well, my turn. I
won't keep you long because we're at the end of the agenda and I know everyone's anxious to get back to the altar of their desks. But I do want to thank you all from the bottom of my heart. I think you did yourself proud and you did some really wonderful work. I hope that you're proud of what you did and what you accomplished.

Special, special thanks to the chairs of our subcommittees, Toni and Diane and David.
(Applause.)
CHAIRMAN RIVERA: They were the ones who were always cracking the whip and trying to get you guys together, and they did an admirable, admirable job. We certainly could not have put forth the recommendations that we put forth without their great leadership. So thank you very much.

Thanks too to our wonderful
designated federal officer. She did an absolutely spectacular job.
(Applause.)
CHAIRMAN RIVERA: And of course Jamila and Carolyn and Tom and his staff. Thank you all very much. And it's just been an honor and a privilege to be part of this group and to try to keep you all headed generally west, or wherever we were going at a particular time. And I'll always remember my experience with you.

So I want to wish you all a very happy holiday season and a great 2011. Thank you.
(Applause.)
CHAIRMAN RIVERA: So we're adjourned.
(Whereupon, the meeting was adjourned at 3:42 p.m.)

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