



Commercial Lodging and Institutions Rate Card

New Rates Effective
2/9/2012

HD Access to DIRECTV HD programming requires a DIRECTV HD Receiver, HD television equipment and an HD Access fee of \$0.25 per room per month. Access fee is required in order to receive ANY HD channel within any package

PURCHASING GUIDELINES: All rates are per Subscriber Unit* per month with a minimum of 20 subscriber units and \$25 in programming services**. Charges must be based on 100% of the subscriber units at all times. With the exception of ESPN, the property does not have to display all feeds or channels in a package. Blackout restrictions and other conditions apply to sports programming. All programming and pricing subject to change.

IN-ROOM CHOICE™ Choose from over 100 of the most popular channels to fit your programming needs. Including over 45 spectacular HD channels like A&E, HGTV, TNT, USA, The Weather Channel and more.

\$3.04
PER UNIT

A&E ^{HD}	Discovery Channel ^{HD}	Lifetime Movie Network	SOAPnet
ABC Family ^{HD}	Documentary Channel	LOGO	Speed ^{HD}
AMC ^{HD}	E! Entertainment Television	Military Channel	Spike TV ^{HD}
Animal Planet ^{HD}	ESPN ^{HD}	MLB Network ^{HD}	Sportsman Channel
Audience Network ^{HD}	Food Network ^{HD}	MSNBC ^{HD}	Syfy ^{HD}
BET ^{HD}	Fox Business Network ^{HD}	MTV ^{HD}	TBS ^{HD}
Big Ten Network ^{HD}	Fox Movie Channel	MTV2	Tennis Channel ^{HD}
Biography Channel ^{HD}	Fox News Channel ^{HD}	Nat Geo WILD	The Mtn. (MountainWest Sports)
Bloomberg Television	FUEL TV ^{HD}	National Geographic Channel ^{HD}	TLC ^{HD}
Bravo ^{HD}	Fuse	NBA TV ^{HD}	TNT ^{HD}
Cartoon Network (East) ^{HD}	FX ^{HD}	NBC Sports Network (formerly, Versus) ^{HD}	Travel Channel ^{HD}
Cartoon Network (West)	Golf Channel ^{HD}	NFL Network ^{HD}	truTV
CBS Sports Network ^{HD}	Gospel Music Channel	NHL Network ^{HD}	TV Guide Channel
Chiller	GSN: the network for games	Nickelodeon/Nick at Nite (East) ^{HD}	TV Land
Cloot	H2 (formerly, History International)	Nickelodeon/Nick at Nite (West)	TV One
CMT ^{HD}	HDNet ^{HD Only}	Oprah Winfrey Network	USA Network ^{HD}
CNBC ^{HD}	Headline News	Ovation TV	Velocity ^{HD Only}
CNN ^{HD}	HGTV ^{HD}	Oxygen	VH1 Classic
Comedy Central ^{HD}	History ^{HD}	Planet Green ^{HD}	VH1 ^{HD}
Cooking Channel	Independent Film Channel	REELZ Channel	WE: Women's Entertainment
C-SPAN	Investigation Discovery	RFD-TV	The Weather Channel ^{HD}
C-SPAN2	Jewelry Television Network	Science Channel ^{HD}	
Current TV	Lifetime ^{HD}		

ESPN Package ^{HD} Your customers will enjoy 6 channels from a leader in sports coverage. - *At a minimum ESPN, ESPN2, ESPNNews and ESPNU must be displayed at all times.*

\$4.50
PER UNIT

ESPN ^{HD}	ESPNEWS ^{HD}	ESPN Classic
ESPN2 ^{HD}	ESPN ^{HD}	ESPN Deportes

HD Business Package ^{HD} Enhance your HD experience with a special group of HD-only channels. - *Requires subscription to IN-ROOM CHOICE or The Fundamentals*

\$0.25
PER UNIT

Crime & Investigation ^{HD}	MGMHD ^{HD}	Shorts ^{HD}	Smithsonian ^{HD}
Hallmark Movie Channel ^{HD}	Palladia ^{HD}	Sony Movie Channel ^{HD}	Universal ^{HD}
HDNet Movies ^{HD}			

The Fundamentals Package ^{HD} An exciting lineup of our most-popular channels.

\$1.90
PER UNIT

Audience Network ^{HD}	C-SPAN2	Headline News	TNT ^{HD}
Bloomberg Television	Discovery Channel ^{HD}	National Geographic Channel ^{HD}	USA Network ^{HD}
Cartoon Network (East) ^{HD}	Fox News Channel ^{HD}	Speed ^{HD}	Velocity ^{HD (only in HD)}
Cartoon Network (West)	FX ^{HD}	TBS ^{HD}	The Weather Channel ^{HD}
CNN ^{HD}	HDNet ^{HD (only in HD)}	TLC ^{HD}	

Family Favorites Package ^{HD} Includes a collection of great channels that will appeal to all ages.

\$0.58
PER UNIT

ABC Family ^{HD}	Discovery Fit & Health	Military Channel	The Hub
AMC ^{HD}	HDNet ^{HD (only in HD)}	Oprah Winfrey Network	TLC ^{HD}
Animal Planet ^{HD}	Investigation Discovery	Planet Green ^{HD}	Velocity ^{HD (only in HD)}
Discovery Channel ^{HD}			

Great Entertainment Package ^{HD} The package showcases popular music and entertainment channels.

\$0.55
PER UNIT

Comedy Central ^{HD}	MTV ^{HD}	Nickelodeon/Nick at Nite (East) ^{HD}	VH1 ^{HD}
Lifetime ^{HD}	MTV2	Nickelodeon/Nick at Nite (West)	

*Subscriber Units are defined as follows: **Hotel/Motel:** Total number of available rooms; **Hospital:** Total number of televisions in patient's rooms on premises; **Dormitory, Office Building, All Others:** Total number of cable drops connected to delivery system. **\$25 minimum not required for activation of Local Channels. HDNet HD included with HD Access Service. † MPEG4 equipment and required.

Facts & Fantasy Package^{HD}	A world of science fiction fused with reality.	\$0.30
E! Entertainment Television, Syfy ^{HD} , truTV		PER UNIT
Business Networks Package^{HD}	A group of essential business networks, featuring up-to-date minute news.	\$0.58
Bloomberg Television, CNBC ^{HD} , Fox News Channel ^{HD} , MSNBC ^{HD}		PER UNIT
Adventure Package^{HD}	Embark on a round-the-world expedition without leaving the room.	\$0.58
Cooking Channel, DIY Network, National Geographic Channel ^{HD} , The Outdoor Channel		PER UNIT
Music Extra Package^{HD}	Great entertainment channels featuring programming for music lovers of all ages.	\$0.40
CMT ^{HD} , Fuse, GAC, Spike TV ^{HD}		PER UNIT
Local Channels^{HD}	Includes all local channels available in your market	\$41.99
		PER PROPERTY

PREMIUM PACKAGES

Cinemax® Package^{HD}	up to 8 channels with HD Access	\$3.50
5 Star Max ^{HD Only} @MAX ^{HD Only}	Action Max ^{HD Only} Cinemax ^{HD}	Cinemax® West ^{HD} MoreMAX ^{HD}
		Thriller Max ^{HD Only} WMAX ^{HD Only}
HBO® Package^{HD}	up to 10 channels with HD Access	\$3.00
HBO® ^{HD} HBO® West ^{HD} HBO® 2 East ^{HD}	HBO® 2 West ^{HD} HBO Comedy ^{HD Only} HBO Family East ^{HD}	HBO Family West HBO Latino® ^{HD} HBO Signature East ^{HD}
		HBO Zone East ^{HD Only}
SHOWTIME® Package^{HD}	up to 12 channels with HD Access	\$2.50
FLIX®, SHOWTIME® East SHOWTIME® West ^{HD}	Showtime 2 ^{HD} Showcase ^{HD} Showtime Extreme ^{HD}	Showtime Beyond ^{HD} Showtime Next ^{HD Only} Showtime Women ^{HD Only}
		The Movie Channel™ East ^{HD} The Movie Channel™ West TMC Xtra ^{HD Only}
SHOWTIME®, FLIX® and Sundance Channel® Package^{HD}	up to 10 channels with HD Access	\$4.10
FLIX®, SHOWTIME® ^{HD} SHOWTIME® West ^{HD}	Showtime 2 ^{HD} Showcase ^{HD} Showtime Extreme ^{HD}	Showtime Beyond ^{HD Only} Showtime Next ^{HD Only} Showtime Women ^{HD Only}
		Sundance Channel®
SHOWTIME UNLIMITED® Package^{HD}	up to 13 channels with HD Access	\$5.00
FLIX®, SHOWTIME® ^{HD} SHOWTIME® West ^{HD} Showtime 2 ^{HD}	Showcase ^{HD} Showtime Extreme ^{HD} Showtime Beyond ^{HD Only} Showtime Next ^{HD Only}	Showtime Women ^{HD Only} Sundance Channel® The Movie Channel™ East ^{HD} The Movie Channel™ West
		TMC Xtra ^{HD Only}
STARZ® SUPER PACK^{HD}	up to 15 channels with HD Access includes all 6 Encore theme channels‡	\$3.75
Encore® East ^{HD} Encore® West Encore Action Encore Drama	Encore Love Encore Suspense Encore Family Encore Westerns	Starz® East ^{HD} Starz® West ^{HD} Starz Edge ^{HD} Starz InBlack
		Starz Cinema ^{HD Only} Starz Comedy ^{HD Only} Starz Kids & Family ^{HD Only}
STARZ® / Encore® + 3 Themes (7 channels)		\$3.30
		PER UNIT
STARZ® / Encore® + 2 Themes (6 channels)		\$3.15
		PER UNIT
STARZ® / Encore® + 1 Theme (5 channels)		\$3.00
		PER UNIT
STARZ® / Encore® (4 channels: Starz®, Starz® Edge, Starz® InBlack and Encore®)		\$2.50
		PER UNIT
Encore® + 6 Themes (7 channels)		\$1.95
		PER UNIT
Encore® + 3 Themes (4 channels)		\$1.35
		PER UNIT
Encore® + 1 Theme (2 channels)		\$0.95
		PER UNIT
Encore®		\$0.75
		PER UNIT

Encore Theme Channels: Action, Drama, Love, Suspense, Family and Westerns.

PACKAGES (CONT.)

DIRECTV® Commercial Lodging & Institutions Rate Card (Cont.)

A LA CARTE SERVICES	PER UNIT	A LA CARTE SERVICES	PER UNIT
A&E ^{HD} , History ^{HD} , Oprah Winfrey Network	\$0.35	The Golf Channel ^{HD}	\$0.25
BBC America, Current TV	\$0.20	Go!TV ^{HD}	\$0.20
BET ^{HD} , GSN	\$0.15	HGTV ^{HD} , Food Network ^{HD} , Travel Channel ^{HD}	\$0.15
Big Ten Network ^{HD}	\$0.25	LOGO	\$0.15
Bravo ^{HD} , IFC, WE: Women's Entertainment	\$0.35	MLB Network ^{HD}	\$0.40
C-SPAN and C-SPAN2	\$0.08	NBA TV ^{HD}	\$0.35
CBS College Sports ^{HD}	\$0.15	NFL Network ^{HD}	\$0.30
Disney Channel (East) ^{HD} , Disney Channel (West), Disney XD ^{HD}	\$0.75	NBC Sports Network (formerly, Versus) ^{HD}	\$0.35
ESPN ^{HD}	\$5.43	Nicktoons, Nick Jr, TeenNick and PBS Kids Sprout	\$0.30
ESPN ^{HD} & ESPN2 ^{HD}	\$4.65	Speed ^{HD}	\$0.25
ESPN ^{HD} , ESPN2 ^{HD} & ESPNEWS ^{HD}	\$4.55	Sundance Channel®	\$0.35
Fox Movie Channel	\$1.00	Tennis Channel ^{HD}	\$0.25
Fox News Channel ^{HD}	\$0.50	Turner Classic Movies (TCM)	\$0.30
FOX Soccer Channel ^{HD}	\$0.20	TV Land, Lifetime Movie Network and The Hallmark Channel ^{HD}	\$0.25
FOX Soccer <i>Plus</i> ^{HD} (Games only)	\$0.20	TVG The Interactive Horseracing Network	\$0.15
FUEL TV ^{HD}	\$0.20	Universal Sports	\$0.10
FX ^{HD}	\$0.30	WGN America ^{HD}	\$0.14

SonicTap® Music Channels No commercials, no DJ interruptions. Kickin' Country. Smooth Soul. Rock 'n' Roll. Latin rhythms. With over 80 music channels from a wide array of genres, there's a beat for every business with Sonic-Tap music. Requires Multi-Satellite System.

\$0.18
PER UNIT

Alternative: Coffeehouse Rock	Holiday & Happenings	Pop/Adult Contemporary: Love Songs	Sonic Tap: Latin Hits
Alternative: Flashback/New Wave	Instrumental: Beautiful Instrumentals	Pop/Adult Contemporary: Y2K Hits	Sonic Tap: Latin Jazz
Bluegrass: Bluegrass	International: Reggae	Pop/Adult: Today's Hits	Sonic Tap: Mariachi
Classic Rock Workout	Irish	PUMP!	Sonic Tap: Music of the Americas
Classic Rock: Classic Hits Blend	Italian Bistro Blend	Rat Pack	Sonic Tap: Regional Mexican
Classical: Light Classical	Italian Contemporary	Religious: Gospel Glory	Sonic Tap: Rock en Espanol
Classical: Symphonic	Jazz	Religious: Hallelujah	Sonic Tap: Salsa
Country: Hit Country	Jazz: Big Band/Swing	Religious: The Spirit	Specialty: 8-Tracks
Country: Honky Tonk Tavern	Jazz: Classic Jazz Vocal Band	Rock: Adult Alternative	Specialty: Be-Tween
Country: Modern Country	Jazz: Smooth Jazz	Rock: Alternative	Specialty: Blues
Country: Red, Rock and Blues	Latin: Bailamos!	Rock: Classic Rock	Specialty: The Playground
Country: Traditional Country	Metro Blend	Rock: College Rock	Standards: Showtunes
Dance: Dance	Modern Workout	Rock: Full Metal Jacket	Standards: Silver Screen
Dance: Retro Disco	Oldies: 60's Revolution	Rock: Hair Guitar	Standards: Singers-Songwriters
Dance: SubTerranean	Oldies: 70's Hits	Rock: Ink'd	Tranquility
Familiar Favorites	Oldies: 80's Hits	Rock: Reality Bites	Urban: Classic R&B
Folk: Folk Rock	Oldies: Malt Shop Oldies	Rock: Soft Hits	Urban: Hot Jamz (Hip Hop)
Great Standards	Piano	Rock: Spike †	Urban: Hype †
Groove Lounge	Pop/Adult Contemporary: 90's Hits	Sonic Tap: Carnaval Brasileiro	Urban: Old School Funk
Health & Fitness: New Age	Pop/Adult Contemporary: Adult Contemporary	Sonic Tap: Fiesta Tropical	Urban: Silky Soul
Health & Fitness: Zen	Pop/Adult Contemporary: Hottest Hits	Sonic Tap: Hurbano	Urban: The Boombox †

† Contains explicit lyrics

REGIONAL SPORTS NETWORKS (ZIP code confirmation required)	PER UNIT
Altitude Sports and Entertainment ^{HD}	\$0.99
Comcast SportsNet California ^{HD}	\$0.99
Comcast SportsNet Chicago ^{HD}	\$0.99
In-Market Regional Sports Networks ^{HD} – where available	\$0.99
Sports Time Ohio ^{HD}	\$0.99
SportsNet New York ^{HD}	\$0.99
SportSouth ^{HD} (only available in certain areas of the U.S.)	\$0.99
YES Network ^{HD} : In Market – NY, NY DMA	\$1.75
Out of Market – Available to viewers in NY, CT, and portions of NJ and PA	\$1.50

INTERNATIONAL PROGRAMMING

PER UNIT

Azteca Azteca America and Azteca Mexico	\$0.15
Disha India*	\$0.15
FilipinoDirect™* Includes ABS-CBN News Channel, Cinema One Global, 101.9 for Life, DZMM Radio Patrol, The Filipino Channel, GMA Pinoy TV, BRO, MYX, GEM NET and GMA Life TV	\$0.35
HindiDirect®* II Includes Disha India, FILMY, MTV India, Star Plus, Star News, Star Gold, Star One, UTV Movies, Willow Cricket	\$0.30
Jadeworld®*** TVB1, TVB2, TVBS, TVB Entertainment, CCTV-4 and Tai Seng Entertainment	1-999 units-\$200 1,000+ units-\$400
KoreanDirect™ CTS, EBS, MBC, MBC Every1, MBN Plus, Radio Korea, SBS, SBS Plus TAN TV and YTN	\$0.25
MandarinDirect® III* Includes Charming China, Phoenix Info News, Phoenix North American TV, CTI Zhong Tian, TVB8, TVBS, Tai Seng Sat TV and CCTV4	\$0.15
RTR Planeta* "Kultura" and "Rossiya"	\$0.15
RussianDirect™* Channel One Russia Worldwide, Dom Kino, Muzika Pervogo, TVNanny and Vremya: Retro Channel	\$0.35
RussianDirect™ II* Channel One Russia Worldwide, Dom Kino, Muzika Pervogo, Rossiya 24, RTR Planeta, RTVi, TVNanny and Vremya	\$0.40
TFC Direct™* Includes ABS-CBN News Channel, Cinema One Global, DWRR 101.9, DZMM Radio Patrol, The Filipino Channel, GEM NET, Kapamilya Channel and MYX	\$0.25
Univision^{HD} & Galavisión	\$0.15
VietDirect™ HONVIETV* Includes HONIETV, SBTN, TVB Vietnam, Little Saigon Radio, Tai Seng Vietnam, Vien Thao	\$0.15
VietDirect™ VHN* Includes SBTN, VHN-TV, TVB Vietnam, Little Saigon Radio, Tai Seng Vietnam, Vien Thao	\$0.15
Bonus Channels: MHz Worldview, CCTV-9 and GEM NET Included with any International package with Multi-Satellite System	—

Complimentary Channels^{††} (Satellite 101: BYU TV, Christian Television Network, C-SPAN, Daystar, EWTN, Link TV, NRB Network, TBN, TCT Network, The Word, World Harvest Television. **Satellite 119:** Enlace, HITN TV, Hope Channel, Jewish Life TV, ONCE Mexico, V-me **Satellite 103† :** BabyFirstTV, Free Speech TV, GOD TV, Golden Eagle Broadcasting, NASA TV)

*Orbital slot 95. Must have DIRECTV® Multi-Satellite System to receive these channels. Procurement of equipment is customer's responsibility. **Orbital slot 101. Must have DIRECTV® Multi-Satellite System to receive these channels. Procurement of equipment is customer's responsibility. ***Orbital slot 119. Must have DIRECTV® Multi-Satellite System to receive these channels. † Orbital slot 103. Must have HD Access and HD equipment to receive these channels. Procurement of equipment is customer's responsibility.

††Free add-on with purchase of DIRECTV In-Room programming. Must have DIRECTV Multi-Satellite System to receive these channels. Procurement of equipment is customer's responsibility.

DIRECTV Residential Experience (DRE)

PURCHASING GUIDELINES: New!! No upfront equipment costs and bundled monthly pricing for the DIRECTV Residential Experience. Service requires a minimum in programming services equaling \$9.00 per room per month and requires IN-ROOM CHOICE package as part of the total services. Per agreement requirements are detailed below. Blackout restrictions and other conditions apply to sports programming. All programming and pricing subject to change.

BUNDLED EQUIPMENT MODEL**7-Year Agreement**

Equipment includes 1 receiver /remote per room, management control server, satellite dish, riser cables, SWM modulation equipment, Ethernet switches. Add programming rates to the equipment rates below for one bundled rate.

ROOMS	PRICE PER UNIT
20-49	\$5.80
50-99	\$3.76
100-149	\$3.15
150-199	\$2.98
200-249	\$2.79
250-299	\$2.67
300-349	\$2.60
350-399	\$2.56
400-449	\$2.52
450-499	\$2.47
500+	\$2.42

Additional Receiver Fee is \$2.00 per receiver per month.

5-Year Agreement

Equipment includes 1 receiver /remote per room, management control server, satellite dish, riser cables, SWM modulation equipment, Ethernet switches. Add programming rates to the equipment rates below for one bundled rate.

ROOMS	PRICE PER UNIT
20-49	\$8.12
50-99	\$5.26
100-149	\$4.42
150-199	\$4.17
200-249	\$3.90
250-299	\$3.73
300-349	\$3.64
350-399	\$3.58
400-449	\$3.53
450-499	\$3.46
500+	\$3.38

Additional Receiver Fee is \$2.25 per receiver per month.

TRADITIONAL EQUIPMENT MODEL

Property is responsible for equipment costs. Service requires a minimum in programming services equaling \$9.00/room/month. Must take IN-ROOM CHOICE package as part of the total minimum services. Plus, Receiver Software fee of \$0.25 per receiver per month is required.