

## Kevin Mills

*Partner, Cooley, Washington*

**Background:** Mills has worked on more than 40 cable-related merger-and-acquisition deals valued at more than \$20 billion since 1995, when he joined Dow Lohnes's corporate department. He moved his practice to Cooley's business department when the firms merged in 2014. Mills has also handled franchise, regulatory, programming, technology and day-to-day operations issues faced by cable operators and networks. He is a graduate of The University of Chicago Law School.



**Notable Cable Deals:** Mills is currently advising the future management team of GreatLand Connections as it spins off Comcast systems into a new cable operator coinciding with the Comcast-Time Warner Cable merger. He represented Insight Communications as outside counsel for 15 years, starting with the initial formation of the partnership with Tele-Communications Inc. in 1998. He worked on Insight's Carlyle Group-sponsored going private transaction in 2005; the 2007 split of its partnership with TCI successor Comcast; and its eventual \$3 billion sale to TWC in 2012. Earlier, Mills worked on joint ventures and system roll-ups for cable operators including Falcon Cable and FrontierVision, and eventually the 1999 sales of those companies to Charter and Adelphia, respectively. In 2014, Mills represented Hasbro in amending its relationship with Discovery Communications for the companies' joint venture that operated the Discovery Family Channel (formerly The Hub). Earlier, Mills advised Hasbro in forming The Hub in 2009. He worked on the team that represented Oprah Winfrey in connection with the creation of its OWN joint venture with Discovery. Mills advised a Major League Baseball franchise during the negotiation of its media rights and also counseled groups bidding for MLB franchises regarding their media rights and regional sports network interests.

**2015 Outlook:** "Recognizing the regulatory and competition landscape, I expect cable operators to continue to evolve and adapt their business models to respond to how consumers want to watch content anytime wherever they are. Broadband connections and content will continue to be valuable assets. I expect distributors, networks and other content owners will continue to look for opportunities to build scale and vertically integrate. Operators may also look to rationalize the geography of their systems further. That could all lead to more deal activity."