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WHAT THE INDUSTRY READS FIRST

End of an Era: iNDEMAND to Shutter at End of 2025

The shifting video landscape has claimed another victim, with PPV/VOD aggregator **iNDEMAND** to shut down at the end of 2025 and transition its services to owners **Charter**, **Comcast** and **Cox**.

"It's never easy to make the decision to close a company, but with the rapidly evolving media landscape, the board determined this was the most sustainable outcome," President/CEO *Dale Hopkins* wrote in a memo to staffers Friday.

Formed nearly 40 years ago as a JV to manage PPV and on demand operations, a large part of iNDEMAND's business has included movies that MVPDs can offer to customers to rent and buy. In recent years, viewing windows have rapidly collapsed with more of that content shifting to streamers. The JV's closure essentially leaves it to **Charter**, **Cox** and **Comcast** to negotiate directly with studios. iNDEMAND also provides services for more than 90 cable and satellite operators in the U.S., Canada and Caribbean. It's not immediately clear what their transition will look like.

"The good news is we have 18 months to work with all of them to find solutions. That's the beauty of what the JV has done. The owners have said, 'listen, let's give ourselves a lot of time, so everybody can find solutions that work for them,'" Hopkins told **CFX**.

In her memo, Hopkins wrote that the company is committed to facilitating a seamless transition for its business

partners. "We will do everything in our power to minimize any disruptions to our partners, owners, affiliates, and, most importantly, the customers who have always been our North Star," she said.

Industry veteran Hopkins became head of iNDEMAND in 2017 after having most recently served as CMO and EVP, Distribution for **Game Show Network**. She has kept the company forward-thinking, creating **PPV.com**, a direct-to-consumer destination for pay-per-view boxing, wrestling and other events that don't require an MVPD subscription. The PPV app is expected to live on not only amongst the JV's owners, but it has deals in place with **Apple**, **Amazon**, **Roku** and others. Powered by live streaming firm KISWE, the app has built up a strong reputation since its launch in 2021.

iNDEMAND also handles sports packages such as MLB Extra Innings, NHL Center Ice, and NBA League Pass for MVPDs. It has about 100 employees, with Hopkins noting that there are no planned layoffs at the time. "Over the last four decades, the innovative, talented, and dedicated employees of iNDEMAND took a groundbreaking concept and built a solutions-driven company that is the gold standard of our industry today. I am proud of our continued achievements and service over the years," she said. "As we move ahead through this transition, I would like to express my heartfelt gratitude for your commitment and contributions to our company. While this decision marks the end of a chapter, I am so proud of everything we have achieved together."



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FAA BILL GOES FORWARD WITH NO ACP AMENDMENT

An attempt to use the must-pass **FAA** reauthorization legislation as a way to tackle re-funding the Affordable Connectivity Program fell flat, with the Senate approving the legislation 88-4 late Thursday without the amendment. Earlier in the day, amendment co-sponsor *J.D. Vance* (R-OH) [criticized](#) leadership for not allowing a vote on the bipartisan amendment, which also would have addressed the Rip & Replace shortfall and the **FCC**'s auction authority. Without an injection of funding, the broadband subsidy program will expire this month. "While the program's days are numbered, Congress still has a chance to save it. It doesn't matter whether funding is extended through an amendment to other measures or as a stand-alone bill. Leadership in both the House and the Senate must step up before it's too late. Without the ACP, more than 23 million households face the imminent loss of the support they need to afford their broadband bills," **Free Press** Action Internet Campaign Director *Heather Franklin* said.

AMC NETWORKS' STREAMING SUBS UP, AD REVENUE DOWN

Standing in the thick of an ultra-competitive media space is **AMC Networks**, which despite having some revenue decreases still found a way to increase its domestic subscriber count in 1Q24. Streaming subscribers were up 2% YOY to 11.5 million, which along with price increases played a role in improving the company's streaming revenue to \$145 million. When it comes to balancing what AMCN makes available on linear vs what it puts on its various streaming platforms, CEO *Kristin Dolan* stayed true to the company's motto of delivering everything it can to whomever, wherever. "We haven't actually scraped our linear programming to support our streaming services, so for us, we're somewhat agnostic to the platform on which we deliver the content because we give everybody all of our best stuff, regardless of where they want to watch," Dolan said on the company's 1Q24 earnings call. Though AMCN is seeing benefits of that tactic in streaming, it's hoping other financial segments rebound as 2024 rolls on. First quarter net revenue dropped 16.9% YOY to \$596 million, operating income fell 36.4% to \$110.18 million and adjusted operating income decreased 30.9% to \$149.12 million. Advertising revenues also fell 13% to \$140 million due to linear ratings declines and a challenging ad market, which was partially offset by digital and advanced advertising revenue growth. "In terms of marketplace dynamics, we've seen scatter show signs of improvement across linear and

digital as the year progresses," EVP/CFO *Patrick O'Connell* said. "As we look forward to this year's upfront, one thing we hear consistently is that buyers want more flexibility in how they transact, and we feel well positioned to meet their needs as a market leader with robust buying capabilities to support this market need." One positive point of momentum Dolan has been seeing is AMCN's new skinny bundles. The company has deals with **Charter**'s Spectrum TV Stream package as well as **Comcast**'s NOW TV. The bundle includes all five of AMCN's linear networks as well as **BBC News**. Though a positive, **MoffettNathanson** wonders if the rise of other streaming bundles could lead to AMCN getting lost in the noise. "Despite the forward-thinkingness of management to begin pursuing bundles, now that real streaming bundles are starting to emerge, the company in its diminutive size faces the risk that it may not be invited to the party," the firm said in a note. "Audiences finding AMC Networks' content when licensed to competitors demonstrates how the company's platforms can be decent compliments to any service. But AMC Networks has always been more about the quality than quantity, which limits how much they can move the needle on other streaming services."

NETFLIX MAKING NFL PLAY

A year ago, many wondered how (or if) **Netflix** would dive into live sports. Since then, it's done a live golf event and will become the home of **WWE Raw** in January 2025, but that may not be all. *Puck's John Ourand* [reports](#) that Netflix is in prime position to obtain two **NFL** games that'll be played on December 25, citing "a bevy of sources." Of course, the deal hasn't been officially signed yet so it could still break down, but it'd be the streaming service's biggest statement yet on its approach to live sports. Some questions remain, however, including how much Netflix will pay for the rights and who will handle production responsibilities.

FCC PROPOSE \$8M FINE FOR ACP VIOLATIONS

The **FCC** is proposing a more than \$8 million penalty against **K20 Wireless** and *Krandon Wenger* for "apparently willfully and repeatedly violating" agency rules relating to the Affordable Connectivity Program and the federal wire fraud statute. According to the FCC, K20 sought and received ACP Tribal lands support for subscribers who were not eligible for those benefits from at least June 2022 to May 2023, with more than 85% of those K20 claimed reimbursement for transferred from other ACP providers without the customer's

knowledge or consent. It claimed half of these subscribers saw their non-Tribal lands addressed changed to a false address on Tribal lands. The \$30 ACP subsidy climbs to \$75 on Tribal lands. The Notice of Apparent Liability for Forfeiture said K20 claimed funding from ACP totaling \$1,685,340 during its participation in the program. "We find that the proposed \$8,083,992 forfeiture penalty reflects the scope, duration, seriousness, and egregiousness of K20's numerous apparent violations and resulting harm to ACP," the notice said. The FCC also adopted an order to begin the process of formally removing K20 from the ACP, with the agency noting that K20 and Wenger are, for legal purposes, one and the same entity.

NAMIC'S LATEST ELDP GRADS

The National Association for Multi-Ethnicity in Communications (NAMIC) celebrates the latest cohort of Executive Leadership Development Program (ELDP) graduates. In partnership with Darden School of Business-University of Virginia, Class XXIII was recognized in a special ceremony on May 9. The full listing of the esteemed cohort can be found [here](#). ELDP's alumni ranks approach nearly 1,000 leaders of color. A 2023 study of former participants revealed that 80% of graduates were promoted within two years of completing the program. Applications for Class XXIV are now being [received](#).

PROGRAMMING

Sunday's edition of "Fox News Sunday" will be guest-anchored by **Fox News** correspondent *Benjamin Hall*. Hall, who was injured while reporting in Ukraine back in March 2022, will present a special featuring staff and patients at the Walter Reed National Medical Center in Bethesda, Maryland. He'll interview veterans who suffered major injuries and are undergoing the recovery process. The show will air on the **FOX** broadcast network. – **Prime Video** is giving an order for the drama series "Haven." It'll feature "Game of Thrones" star *Sophie Turner* as well as *Jacob Fortune-Lloyd*. Premiere date is still TBD.

CABLEFAX DASHBOARD

Social Media Hits



Research

(Source: CNBC and Generation Lab's "[Youth & Money in the USA](#)" survey)

- 44% of those ages 18-34 surveyed view the current job market as "pretty bad," while 11% called it "extremely bad." 42% are not saving or investing now, and 68% say housing is available but not affordable.
- 70% say the U.S. government should allow TikTok to continue operating as usual, with 30% saying it should be banned. Most young Americans (46%) say they are a bit concerned about data collection by TikTok vs only 18% that are very concerned and 36% who are not concerned at all.

Up Ahead

MAY 13-17: [National Science Foundation, Spectrum Week](#), Arlington, VA

MAY 17: [WICT Network Rocky Mountain Chapter Walk of Fame](#); Denver

MAY 23: [FCC Open Commission Meeting](#); D.C.

JUNE 4: [Regional Fiber Connect](#); Deer Valley, Utah

JUNE 13: [Cablefax American Broadband Congress](#); D.C.

Quotable

"The Chinese Communist Party actually said in the lawsuit that they filed today that [China] would not approve of TikTok being divested. They're trying to make it about free speech, but this bill was focused on national security. TikTok is a destructive tool pointed at the United States of America and especially our children. That's why Congress acted, and President Biden signed this bill that forces TikTok to divest from ByteDance, which is ultimately controlled by the Chinese Communist Party. I am just really encouraged that we were able to take get this bill signed into law to protect our homeland. This is a national security threat."

–House Energy and Commerce Committee Chair Cathy McMorris Rodgers (R-WA) on Fox Business this week discussing TikTok's lawsuit to stop a government ban.