

Client Name Withheld

RESIDUALS SUMMARY

WWW.BEACONSINC.COM

PRESENTER: **BEACHWOOD
CONSULTANTS LLC**

2018

Oct 28



Intro – Your Data & Analysis

Your entire residuals history

What’s Inside

We recently performed an analysis on your residuals payments earned over a 30 year period. As a result, we can use the core data to give you some interesting views of your payment history.

This data is not focused on “missing payments”; rather it is focused on all of the payments you’ve received over this 30 year period.



Data includes residuals from **9/8/1987** through **4/20/2017**



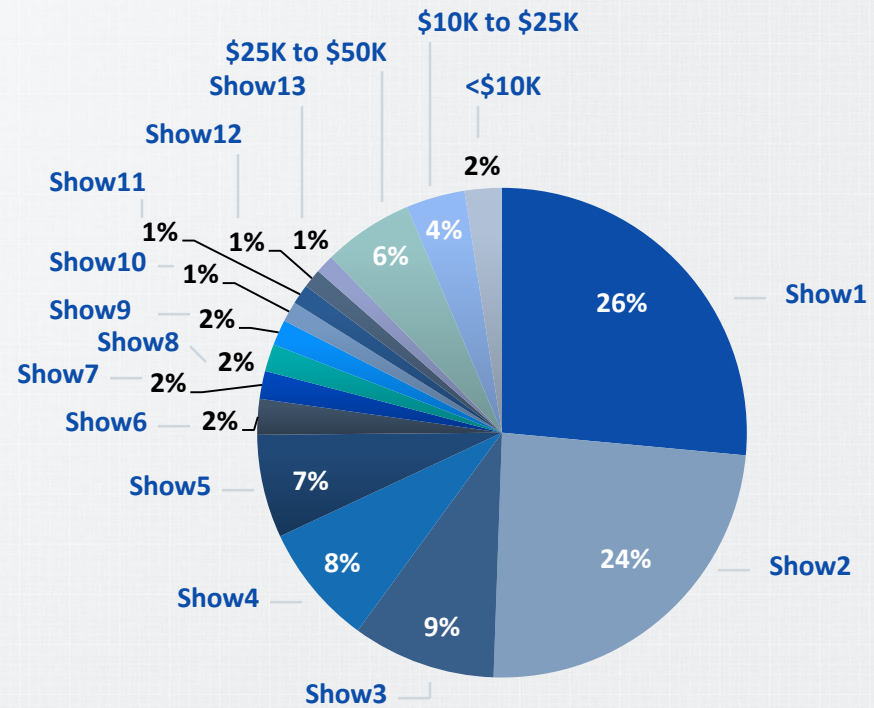
Data includes payments from **DGA** only

	2	18	03/04/05	2004	Foreign Free Television
	2	18	03/04/05	2004	Basic Cable
	2	18	03/04/05	2004	Home Video
	2	18	03/04/05	2004	Foreign Free Television
	2	18	03/04/05	2004	Pay Television
	2	18	03/04/05	2004	Pay Television
	2	18	03/04/05	2004	Basic Cable
	2	18	03/04/05	2004	Pay Television
	2	18	03/04/05	2004	Free Television
Tr	1	4	01/24/07	2006	Pay Television
Tr	1	4	01/24/07	2006	Ad-Supported Streaming
Tr	1	4	01/24/07	2006	Ad-Supported Streaming
Tr	1	4	01/24/07	2006	Basic Cable
Tr	1	4	01/24/07	2006	Pay Television
Tr	1	4	01/24/07	2006	Foreign Free Television
	1	5	01/31/07	2006	Pay Television
	1	5	01/31/07	2006	Ad-Supported Streaming
	1	5	01/31/07	2006	Ad-Supported Streaming
	1	5	01/31/07	2006	Basic Cable
	1	5	01/31/07	2006	Pay Television
	1	5	01/31/07	2006	Pay Television
	1	5	01/31/07	2006	Foreign Free Television
CE	?	?	Unknown	Unknown	Clips
IN	6	14	02/27/92	1991	Pay Television
IN	6	14	02/27/92	1991	Basic Cable
IN	6	14	02/27/92	1991	Basic Cable
IN	6	14	02/27/92	1991	Basic Cable
IN	6	14	02/27/92	1991	Basic Cable
IN	6	14	02/27/92	1991	Basic Cable
IN	6	14	02/27/92	1991	Basic Cable
IN	6	14	02/27/92	1991	Basic Cable
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IN	6	14	02/27/92	1991	Basic Cable
IN	6	14	02/27/92	1991	Basic Cable
IN	6	14	02/27/92	1991	Basic Cable
IN	6	14	02/27/92	1991	Basic Cable
IN	6	14	02/27/92	1991	Basic Cable
IN	6	14	02/27/92	1991	Foreign Free Television
IN	6	14	02/27/92	1991	Foreign Free Television
IN	6	14	02/27/92	1991	Foreign Free Television
IN	6	14	02/27/92	1991	Network Primetime
CY	6	4	11/07/91	1991	Pay Television
CY	6	4	11/07/91	1991	Basic Cable
CY	6	4	11/07/91	1991	Basic Cable

Residual Payments By Show

Total payments by production

Production	Total Amount
Show Name Withheld	\$1,117,997
Show Name Withheld	\$1,016,451
Show Name Withheld	\$399,969
Show Name Withheld	\$338,848
Show Name Withheld	\$287,498
Show Name Withheld	\$99,344
Show Name Withheld	\$77,632
Show Name Withheld	\$76,503
Show Name Withheld	\$71,678
Show Name Withheld	\$56,919
Show Name Withheld	\$55,397
Show Name Withheld	\$52,905
Show Name Withheld	\$52,092
\$25K to \$50K	\$251,556
\$10K to \$25K	\$163,762
<\$10K	\$103,697
TOTAL	\$4,222,249



To see detail,
open this file



Total Payments By
Show

Residual Payments By Show - Subcategories

Shows \$25K to \$50K

Production	Total Amount
Show Name Withheld	\$49,394
Show Name Withheld	\$44,724
Show Name Withheld	\$42,839
Show Name Withheld	\$31,322
Show Name Withheld	\$30,024
Show Name Withheld	\$27,974
Show Name Withheld	\$25,279

Shows \$10K to \$25K

Production	Total Amount
Show Name Withheld	\$22,886
Show Name Withheld	\$22,238
Show Name Withheld	\$20,850
Show Name Withheld	\$14,201
Show Name Withheld	\$13,677
Show Name Withheld	\$13,123
Show Name Withheld	\$12,829
Show Name Withheld	\$12,065
Show Name Withheld	\$11,008
Show Name Withheld	\$10,865
Show Name Withheld	\$10,022

Shows <\$10K

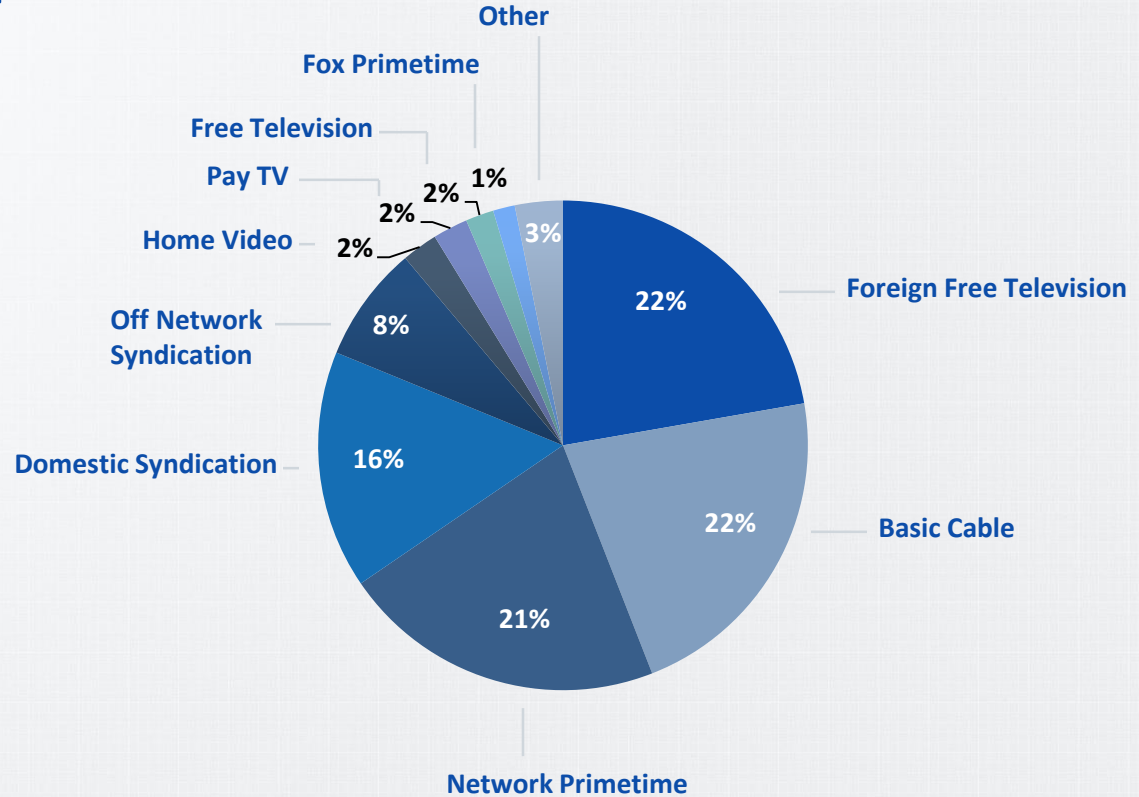
Production	Total Amount
Show Name Withheld	\$9,738
Show Name Withheld	\$8,910
Show Name Withheld	\$8,820
Show Name Withheld	\$8,796
Show Name Withheld	\$8,768
Show Name Withheld	\$8,440
Show Name Withheld	\$7,543
Show Name Withheld	\$6,260
Show Name Withheld	\$4,666
Show Name Withheld	\$4,598
Show Name Withheld	\$4,271
Show Name Withheld	\$3,960
Show Name Withheld	\$3,959
Show Name Withheld	\$3,771
Show Name Withheld	\$3,771
Show Name Withheld	\$3,771
Show Name Withheld	\$2,284
Show Name Withheld	\$777
Show Name Withheld	\$478
Show Name Withheld	\$114



Payments By Type

All payments by type of payment

Payment Type	Total Amount
Foreign Free Television	\$939,550
Basic Cable	\$921,045
Network Primetime	\$903,453
Domestic Syndication	\$663,705
Off-Network Syndication	\$323,860
Home Video	\$100,138
Pay Television	\$97,516
Free Television	\$78,510
Fox Primetime	\$60,858
Other	\$133,615
TOTAL	\$4,222,249



For "Other" detail, open spreadsheet
on top right corner of slide



Total Residual Payments by Year

For residuals between 1987 and 2016

2017 not included





Top Shows, Avg Residuals Per Episode By Show

All time

This table shows top average residuals **per episode directed**, by show

“Number of episodes paid” is based on episodes that show up in Guild payments; a show/episode with no payments will not be in count

Also, the Guild may occasionally incorrectly pay you for episodes you did not work on (usually very small payments); this may skew the # of episodes count

Obviously there are “point in time” considerations, as more recent shows have not had as much time to earn residuals

Conversely, residual base amounts are increasing over time, so more recent shows can earn more for the same payment type than shows made in the 90’s

Top table is shows that are 30 minutes; bottom table is shows > 30 minutes

Overall average residual payments per 30 minute episode is \$35K

Overall average residual payments per > 30 minute episode is \$20K

Shows 30 minutes

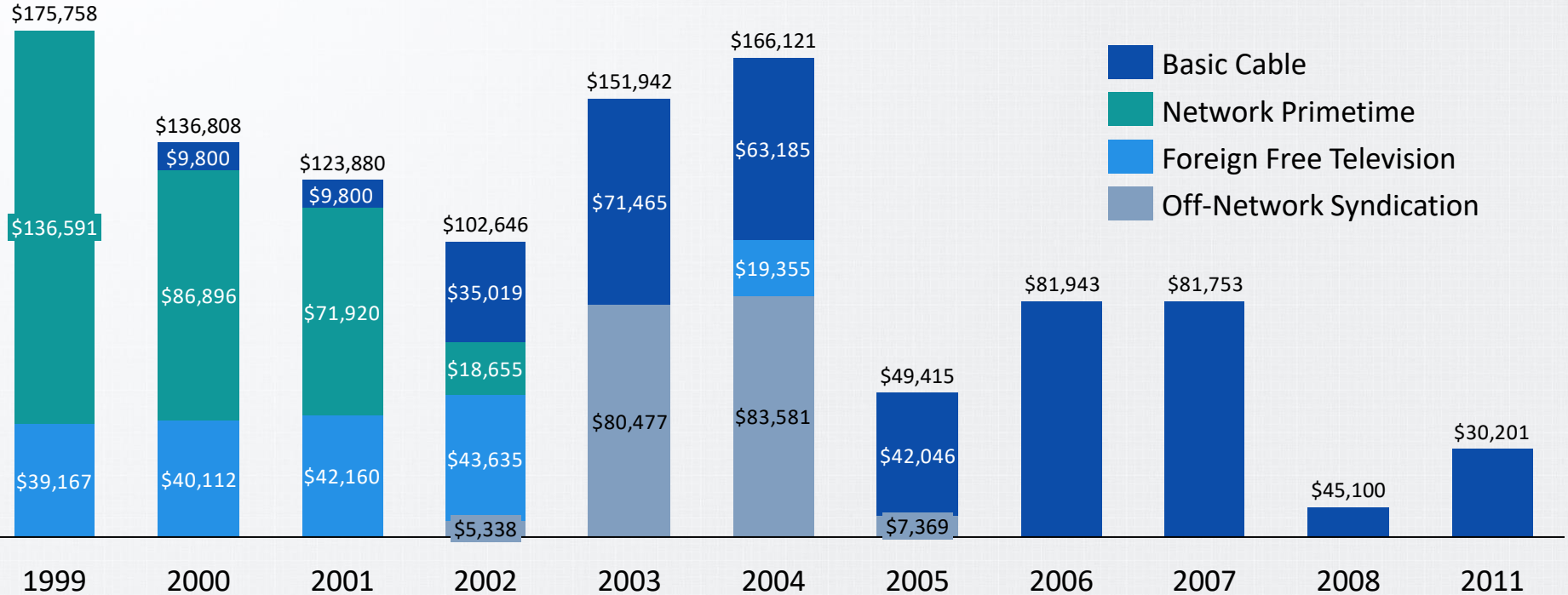
Production	# Eps Paid	Total Res. Paid	Avg Res Per Ep
Show Name Withheld	7	\$399,969	\$57,138
Show Name Withheld	18	\$1,016,451	\$56,469
Show Name Withheld	3	\$99,344	\$33,115
Show Name Withheld	1	\$30,024	\$30,024
Show Name Withheld	2	\$44,724	\$22,362
OVERALL TOTAL	50	\$1,733,393	\$34,668

Shows > 30 minutes

Production	# Eps Paid	Total Res. Paid	Avg Res Per Ep
Show Name Withheld	1	\$76,503	\$76,503
Show Name Withheld	1	\$56,919	\$56,919
Show Name Withheld	29	\$1,117,997	\$38,552
Show Name Withheld	10	\$338,848	\$33,885
Show Name Withheld	1	\$25,279	\$25,279
OVERALL TOTAL	121	\$2,473,616	\$20,443

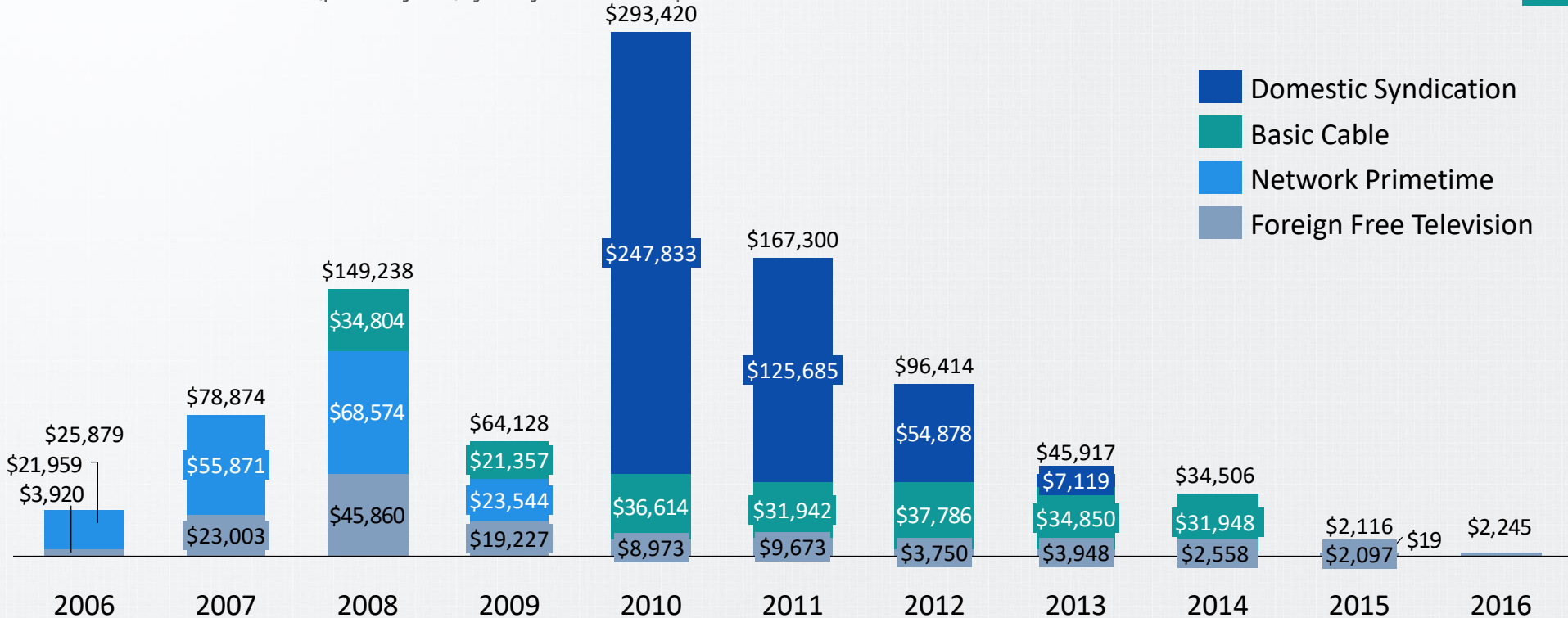
Show Name Withheld Residuals By Year By Type

2017 not included; yearly totals at top; does not include ~\$7K in "Other"



Show Name Withheld Residuals By Year By Type

2017 not included (partial year); yearly totals at top; does not include ~\$55K in "Other"





Other Analyses

These analyses were too large to display on a slide, so they are embedded as Excel sheets

Residuals By Show By Year

Payments by year for all shows; each show is a row. See how much each show earned over time.



Payments By Show
and Year

Film Date Cohort Earnings By Year Paid

This data can show you how each year of filming earns in residuals in each subsequent year. So, for example, you can see how much the shows you filmed in 1999 earned in 2010.



Payments By Year
Filmed and Paid



Questions?

Let us know...

Let us know if you would like to see any additional data cuts, and we would be happy to assist:



Brad Gilbert