# NYSBA /EASL 2018

Peter Hamilton Consultants, Inc DocumentaryBusiness.com

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### PBS Science Audience: Non-NOVA Series & Specials. Top 5 (#3)

2017 NOVEMBER 27



PBS commissions Science specials and series in addition to the NOVA pipeline. Top 5 Non-NOVA Science: Context: PBS's average primetime rating is 1.41. That translates as an audience of 2,116,000 P2+. Recap: Volume of Originals / Year (Hours / Est) History: 70+ Science: 40-50 Natural History: 30-40 Total: 140-160 Event Strategy PBS combines thematic programs ...

Commissioning Process / Conferences & Markets / Documentary TV / Funding a Documentary / Network Profile / Public Television

#### "The Beatles: Eight Days A Week". Fab 4 Archive Case Study. Grammy and Focal Award Winner

2017 FEBRUARY 12

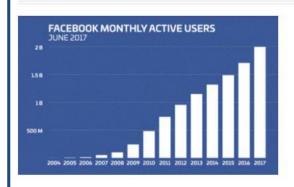
by Peter Hamilton



I was thrilled when I heard that Apple Corps is the force behind a major cinema release of an archive-based documentary on the rise of the Beatles. Then I saw a rough cut of THE BEATLES: EIGHT DAY A WEEK, and for this early boomer, it delivers one emotional hit after another, song by song [...]

# Facebook's Video Strategy: "Throw Lots Of Video Against The Wall. See What Sticks!"

2017 NOVEMBER 6



Wall Street to Facebook CEO Mark Zuckerberg:
"You have 2 billion monthly users and immense
monetization capability. "Your move into video will
have big knock-on impacts on producers, channels
and others in the video ecosystem." "So tell us:
What is Facebook's video strategy?" Zuckerberg:
"Well, I think the answer to that is we don't know

...

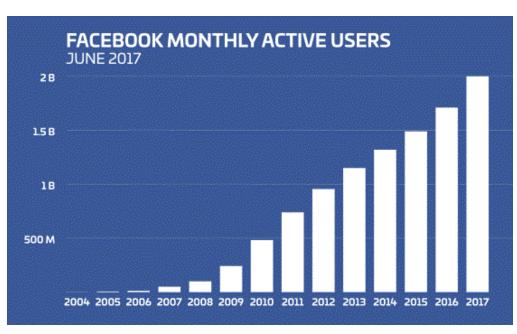
#### "Hands & Pans": Tasty's Cooking Format Burns the Food Network in the Online Video Economy

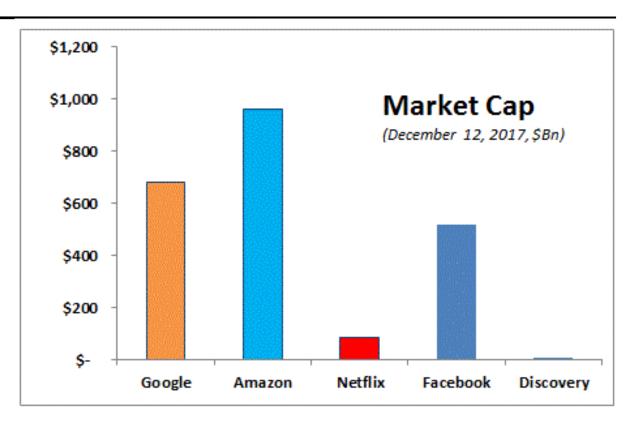
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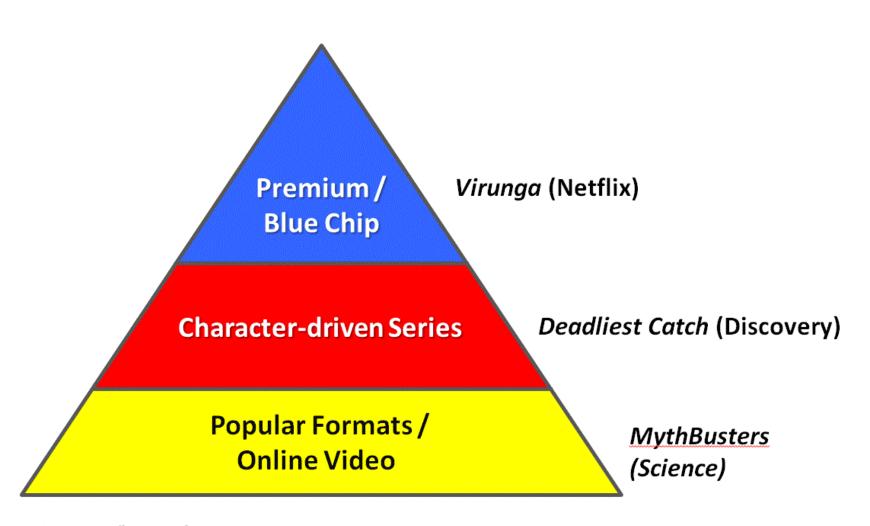
Tasty is enjoying a meteoric rise driven by its low budget, fixed-camera cooking format and Facebook distribution. It is a Case Study in how viewing on Facebook is hurting leading cable channels like the Food Network, and in turn, damaging Discovery's valuation. Hands & Pans: Tasty is a BuzzFeed division that produces and shares content related to comfort ...

# Scale, Scale, Scale: How can the channels compete?





#### Content framework: Middle is hollowing out...



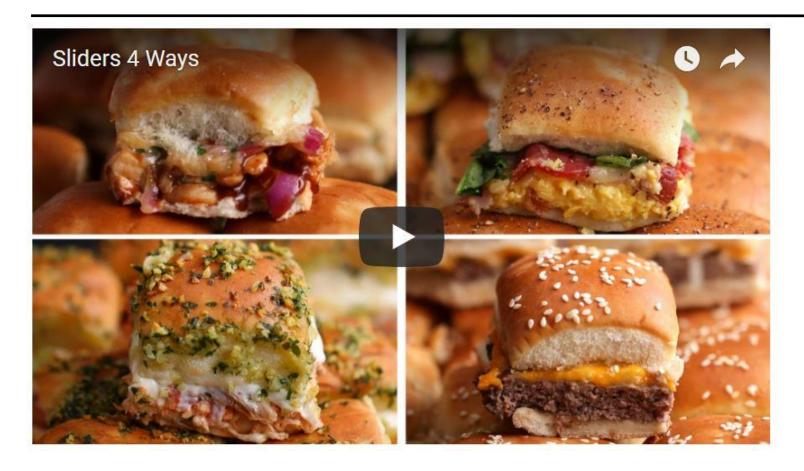
#### **Takeaways**

- **Premium** is taking off.
  - Director-led docs.
  - Big brands + A-celebs.
  - Netflix leads.
  - But volume shrinks.
- Middle-range:

   Special, limited series +
   repeatable series are
   shrinking fast.
- Online video:
   Value is evaporating.

   Free mostly.

# Sliders 4 Ways...



#### **Hands & Pans**

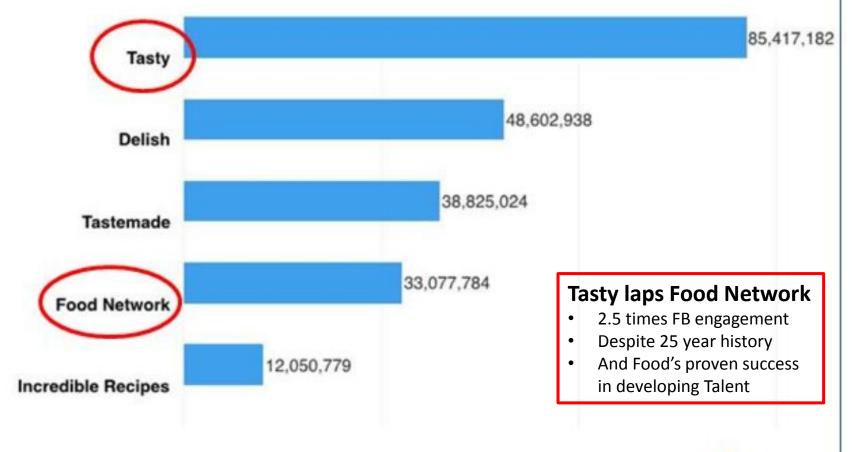
- Tasty: 2.5 YO online food brand.
- Developed a simple food video format.
- 90 million FB followers in US
- Sliders: 200 million FB views.

#### https://youtu.be/uRU7d0WjC3A



#### Food Publishers' Engagement on Facebook Video

A three month look at the virality of food videos

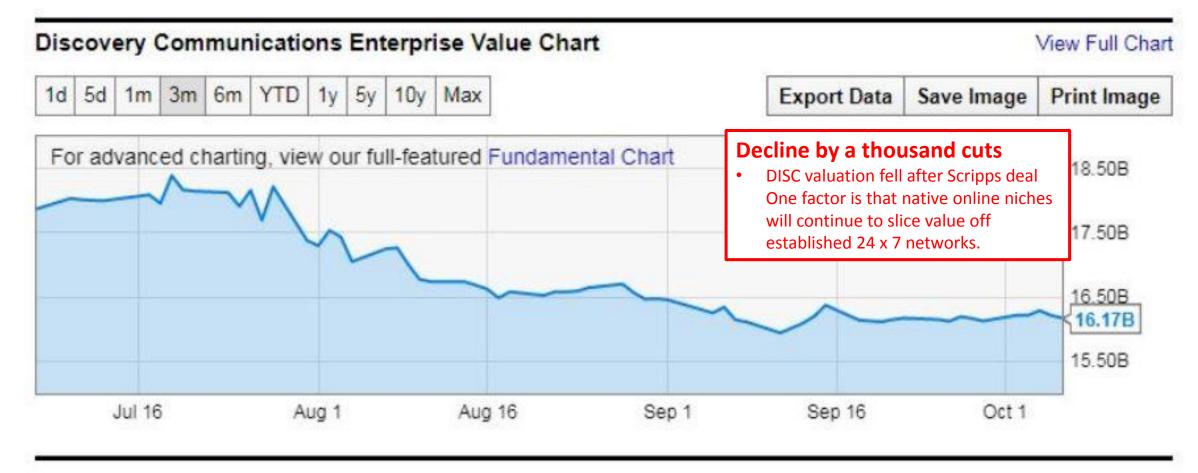


\*Based on Facebook likes, reactions, shares and comments to food publishers' Facebook pages for video only, October through December 2016.



# Does Tasty eat Discovery valuation??





Source: Y Charts