

**First**, let me set the stage. Most clients don't have a clear idea of the cost of a Custom, nor on the impact of declining sales numbers on production losses. The average one-girl production costs almost \$500 when all the direct costs and equipment amortization is factored in. That's without any consideration of the large number of hours needed to organize, shoot, edit and then promote and distribute the film. A two-girl-at-a-time script adds another \$300 for her time, wardrobe, supplies and the extra time of everyone on the set. (\$800 total) A three-girl scenario adds another \$600 to that (\$1,400) because there are more people sitting around doing nothing while the third girl is getting made up as well as her fee, extra wardrobe, meals, travel, etc. You get the picture.

Secondly, sometimes customs are so unique in what is desired that they do not appeal to a broader audience. And that means that the ability to recover the portion of the cost not covered by the Custom Fee is limited. Determining that possibility is a judgment call, but it could explain why there is a higher fee proposed for certain custom concepts. On the other hand, one of the great advantages of customs is the ability to have something really important to you acted out with feeling, so there are great satisfactions in the process. And you're always welcome to any extra outtakes.

What all this boils down to, is that I think it is fair to split the cost and risk of a production that is done on a Custom basis. And I'm also prepared to split some of the returns if it happens to make some money, all-in. You'll see that described below. Also described below, and very important, is the timing of the editing process.

That said, here are the basics of Customs with Black Nylons:

#### **Basic Pricing:**

**Set-up: \$150.** This is discounted by \$50 to a flat \$100 for Private Collection members with at least one purchase on their account.

**Victim fees:** Actors get \$175 to \$200 per scene they do, with a one day minimum of \$500 and a ten hour cap to the day. Thus, if I have one girl on the set for a day, the 3 productions I generally can make cost \$500 in total plus the location, travel, meal, supplies and equipment cost. An assistant adds \$250 a day to that cost. The total is generally around \$1,200, or \$400 per project. Two actors on set cost \$1,000 plus double the meals, travel, and so on, but there are no additional productions. Thus, it is much less expensive to do a custom with two girls where each is filmed separately in the story compared to a situation where both are on set at the same time, even though it is more interesting to see both victims together. This has led me to the following pricing for customs:

	<b>Separate</b>	<b>Together</b>	<b>Plus Setup</b>
<b>1 Victim</b>	<b>\$150</b>	<b>---</b>	<b>\$250</b>
<b>2 Victims</b>	<b>\$300</b>	<b>\$400</b>	<b>\$400 / \$500</b>
<b>3 Victims</b>	<b>\$450</b>	<b>\$700</b>	<b>\$550 / \$600</b>
<b>4 Victims</b>	<b>\$600</b>	<b>\$1,200</b>	<b>\$700 / \$1,300</b>

**Non-Victim Paid cast members:** \$50 each

**Quick "Gun Fun" scenes added to a shoot day:** \$100 per actor per 30 minutes as requested.

**Note:** Special aspects of any script can add to final pricing as noted below.

#### **Profit Sharing:**

**If the production commissioned breaks even (Custom Fee plus net sales revenue less allocated costs), then up to 50% of your paid fee will be rebated in credits to the Private Collection account for future productions.** This will be

based on a 50/50 split of profits after costs. (So feel quite free to promote your custom on the boards..! And perhaps speak nice things about the process as well!) The good news is that more victims at a time sell better for obvious reasons and I think they are more erotic as well. So it is a trade-off. A big cast and body pile involves higher initial cost and risk, but perhaps a better rebate situation.

**Payment:**

**50% upon commitment (Basic story or script, actors involved, time schedule)**

**50% 1 week prior to shoot**

**Editing:** After a shoot, everyone wants to see his or her custom right away. I'd be equally anxious! The reality is, however, that each edit takes the better part of three weeks with everything else going on. This is particularly true with special effects, because I really do work them over and over to get them right. So, here's the basic schedule. Editing is done on a first-paid, first-edited basis, using the paid-in-full date of the various customs requested. I'll let you know where you are in the queue once I've gotten your final payment. Then, you basically multiply your position by 3 weeks to get an idea about when you'll have your piece. I will always try to do things faster than that, but it's tough with holidays, etc. And if you'd like a few quick snaps from the work, I'll be happy to provide them right after the shoot is done.

**Extra Cost Elements:** if any, based on the script. This might include specific wardrobe requests, shoes, special props, extended story set up (time), special locations, non-victim cast members, etc.

**Guarantee:** Shoot will happen on the committed day, plus or minus 7 days for unexpected timing issues, and editing will be based on first commitment deposit as first edit, second deposit second, etc.. If the commitment is not met, all money paid plus 10% will be refunded immediately on request.