

# Crowdfunding

Nico Ritschel, July 20<sup>th</sup> August 3<sup>rd</sup> 2018

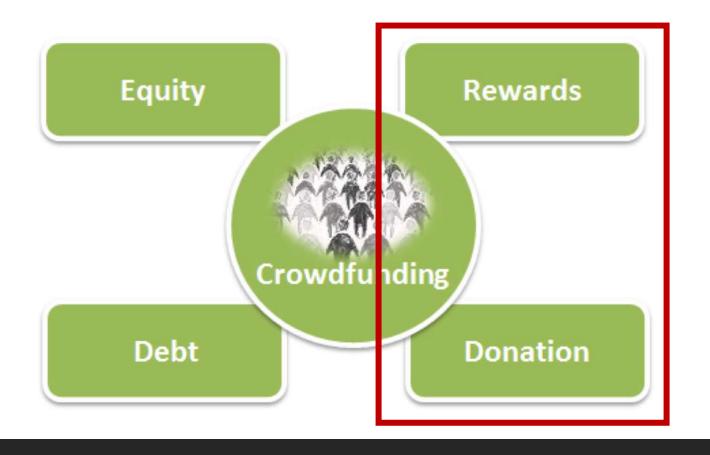






Progressive-Rock Band Marillion Pioneered Crowdfunding

# Some History ...



Some Theory ...







# What You Actually Think of ...







# Campaign-Based Funding



#### The Binding of Isaac: Four Souls

By Edmund McMillen First created

Follow Creator

The official Binding of Isaac multiplayer card game, about sacrifice, betrayal and hoarding.



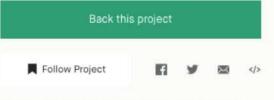
€1,235,872 ③

pledged of €42,911 goal

20,593

backers

days to go



All or nothing. This project will only be funded if it reaches its goal by Thu, July 26 2018 11:59 PM PDT.





#### Pledge US\$ 5 or more

ABOUT €4

#### Single Tear

'Spoil'er alert! Get ready to receive some digital poop as a token of our gratitude.

ESTIMATED DELIVERY

Nov 2018

56 backers

#### Pledge US\$ 25 or more

ABOUT €21

#### The Binding of Isaac: 4 souls

A copy of The Binding of Isaac: 4 Souls, which includes:

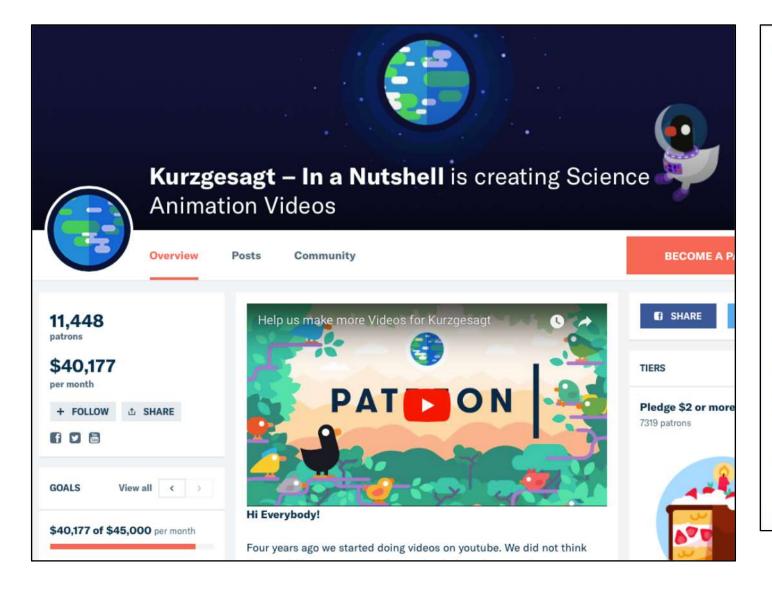
- \* 4 character cards for Isaac, Maggy, Cain and Judas
- \* 4 starting items for character cards
- \* 100 monster cards
- \* 100 loot cards
- \* 100 treasure cards
- \* 2 bonus soul cards

KICKSTARTER





# Continuous Funding



#### Pledge \$5 or more per month

2136 patrons



#### Your Name in the Video Description!

We'll put a list of everyone who funds us in the description of the "main" video at least one time!

+ all of the above

**JOIN \$5 TIER** 

#### We record your Voicemail

\$75 or more per month · 11 of 30 patrons



Steve will record a message for your voicemail in the distinct Kurzgesagt tone! (no corporate stuff)

Please note that you don't have to pay for this monthly, you can do it one time and get your voicemail recorded!

+ Certificate & Wallpapers & Music & Bird

**JOIN \$75 TIER** 

#### Star Citizen



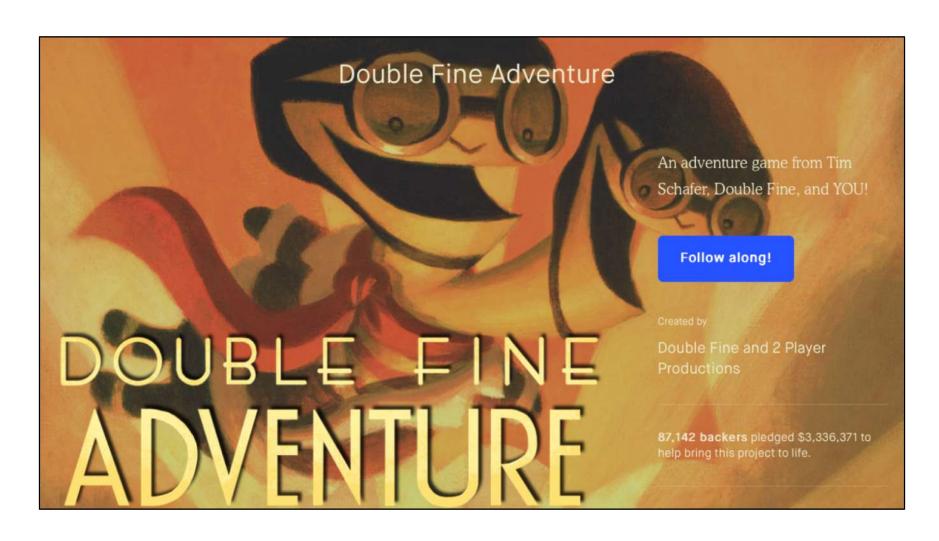
Reclaim the stars in the exciting new Space Epic from legendary game designer Chris Roberts.

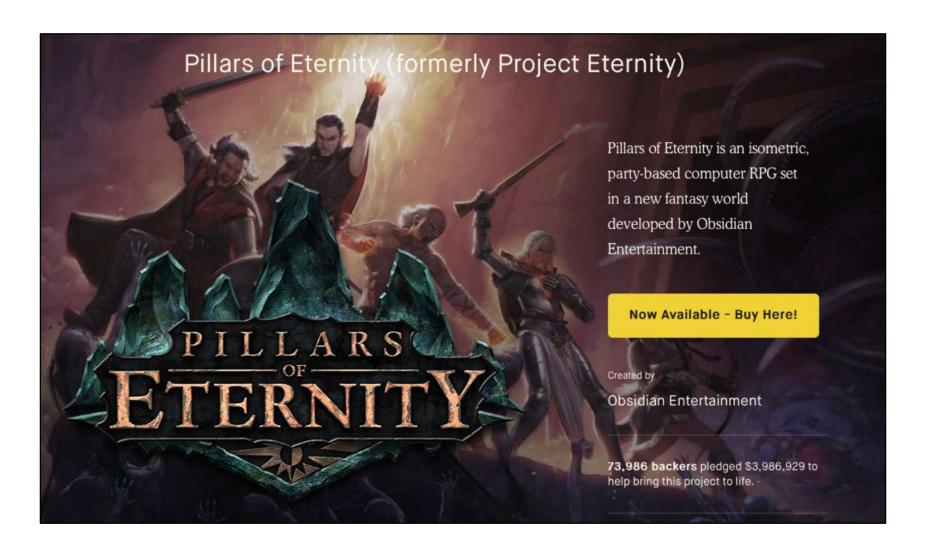
Created by

Cloud Imperium Games Corporation

**34,397 backers** pledged \$2,134,374 to help bring this project to life.









#### Gloomhaven (Second Printing)



Get the improved version of Gloomhaven, a cooperative card-driven game of combat in an expansive campaign. 1-4 players, 30 min/player.

Follow along!

Created by

Isaac Childres

**40,642 backers** pledged \$3,999,795 to help bring this project to life.

#### Pebble Time - Awesome Smartwatch, No Compromises



Color e-paper smartwatch with up to 7 days of battery and a new timeline interface that highlights what's important in your day.

Learn More

Created by

Pebble Technology

**78,471 backers** pledged \$20,338,986 to help bring this project to life.

#### OUYA: A New Kind of Video Game Console



Cracking open the last closed platform: the TV. A beautiful, affordable console -- built on Android, by the creator of Jambox.

Created by

OUYA

**63,416 backers** pledged \$8,596,474 to help bring this project to life.

#### The World's Best TRAVEL JACKET with 15 Features | BAUBAX



TRAVEL JACKET with built-in Neck Pillow, Eye Mask, Gloves, Earphone Holders, Drink Pocket, Tech Pockets of all sizes! Comes in 4 Styles

Check out Version-2

Created by

**BAUBAX LLC** 

**44,949 backers** pledged \$9,192,055 to help bring this project to life.

#### The Veronica Mars Movie Project

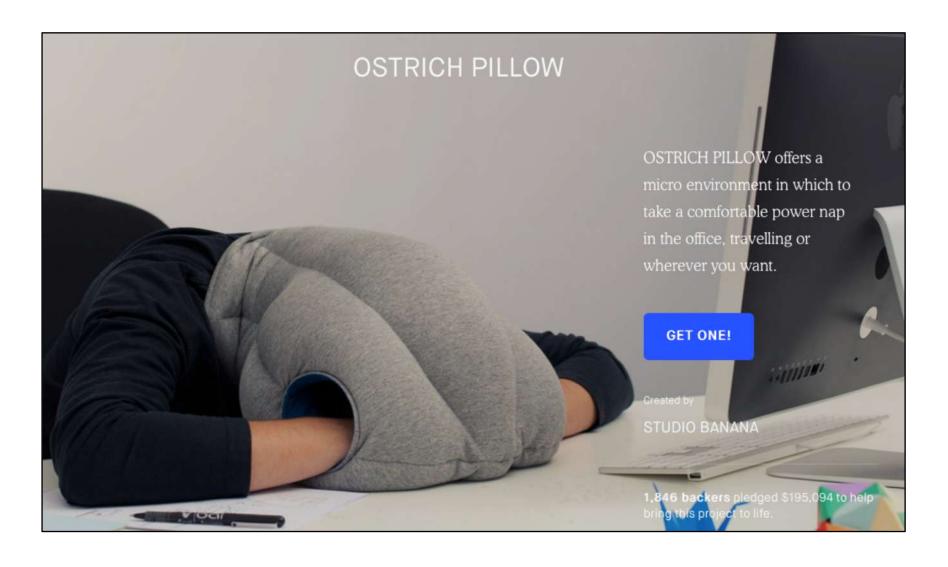


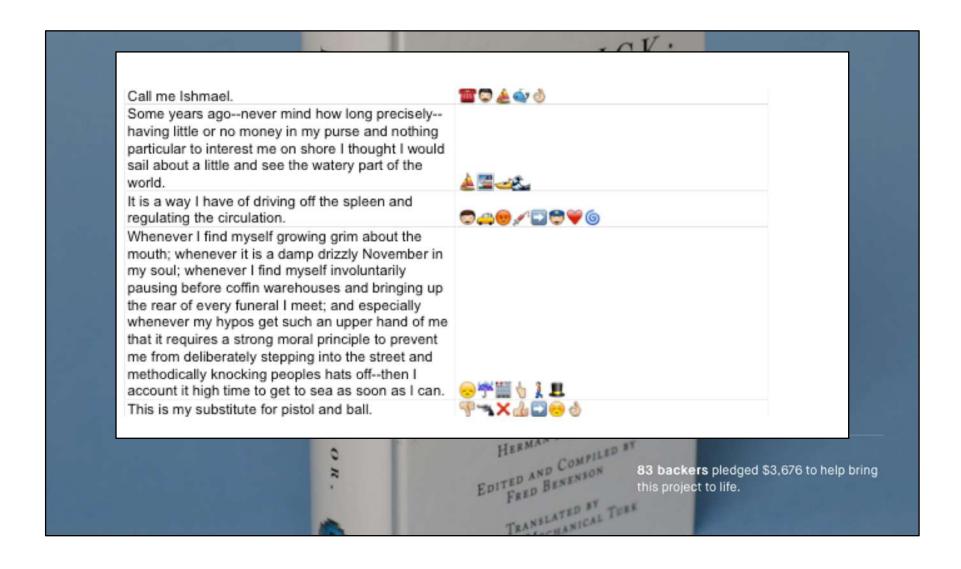
UPDATED: This is it. We're making a Veronica Mars movie! Now the only question is: how big can we make it? We need your help!

Created by

**Rob Thomas** 

**91,585 backers** pledged \$5,702,153 to help bring this project to life.





#### Meat Soap - Get That Bacon-Fresh Scent!



We love meat and we love soap.

We want to change your mind about what "clean" means by producing our collection of meat-scented soaps!

Created by

Alli Dryer

**42 backers** pledged \$1,905 to help bring this project to life.

#### Potato Salad



I'm making potato salad.

Follow ...

Created by

Zack Danger Brown

**6,911 backers** pledged \$55,492 to help bring this project to life.

#### About

Potato Salad

Columbus, OH 
 ✓ Food

\$55,492

pledged of \$10 goal

6,911

backers

Basically I'm just making potato salad. I haven't decided what kind yet.

#### **UPDATE: BEHIND THE SCENES**



#### Support

#### Pledge US\$ 1 or more

With your help, we'll be on our way to a successful potato salad. You will get a 'thank you' posted to our website and I will say your name out loud while making the potato salad.

ESTIMATED DELIVERY

Dec 2014

2,084 backers

#### Pledge US\$ 2 or more

Receive a photo of me making the potato salad, a 'thank you' posted to our website

#### Graphing the deliciousness of a chicken burrito!



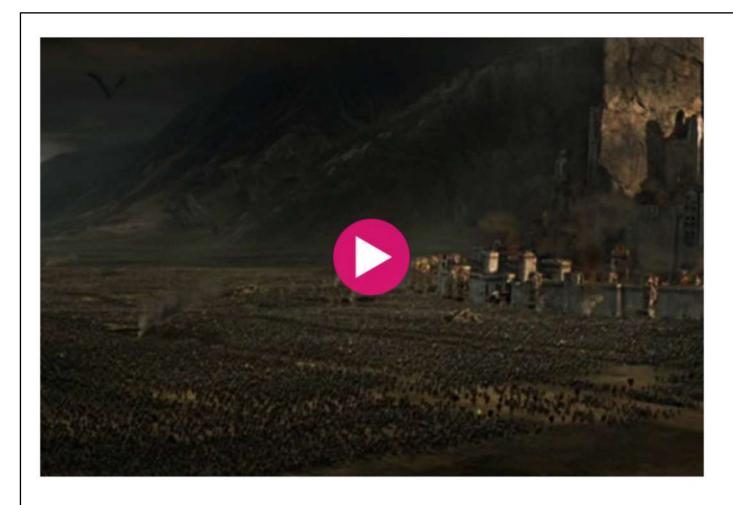
Just how delicious is a chicken burrito from my local Chipotle? I will find & display the answer in a creative presentation!

Created by

Noboru Bitoy

**258 backers** pledged \$1,050 to help bring this project to life.





CLOSED

#### **Destroy Minas Tirith**

Word has reached us that Minas Tirith will soon be a real thing. Help us destroy it.

PROJECT OWNER



Stom Tacey London, United Kingdom

1 Campaign | More

£32 GBP raised by 0 backers

0% of £1,000,000 fixed goal



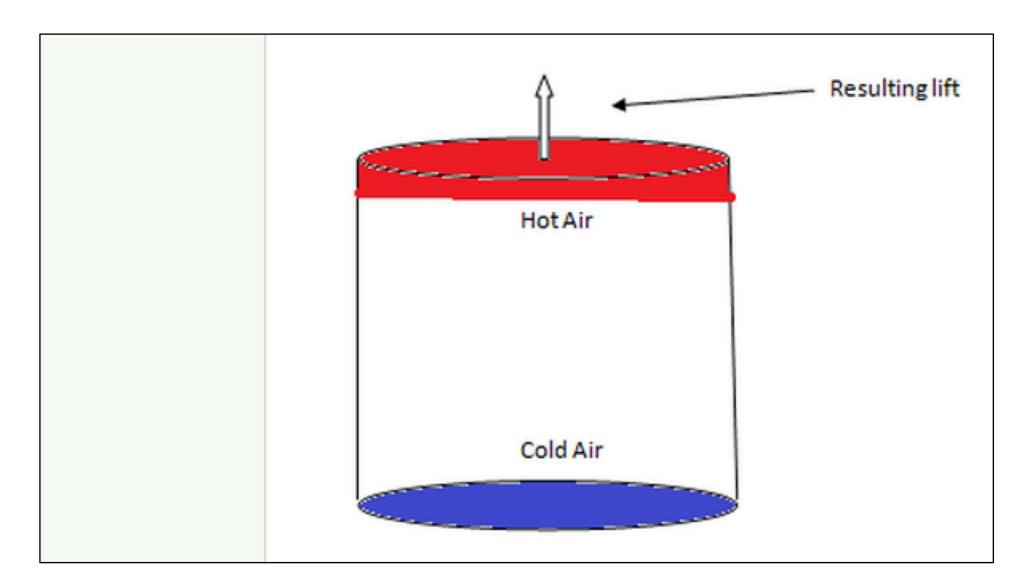












## Everybody wins



## Everybody wins?



### Issue: Scammers



CLOSED

#### The Skarp Laser Razor: 21st **Century Shaving**

The first ever razor, powered by a laser. For an irritation free, incredibly close shave.

PROJECT OWNER

**Skarp Technologies** SKARP Irvine, United States

1 Campaign | More

\$507,810 USD total funds raised 255% funded on October 25, 2015



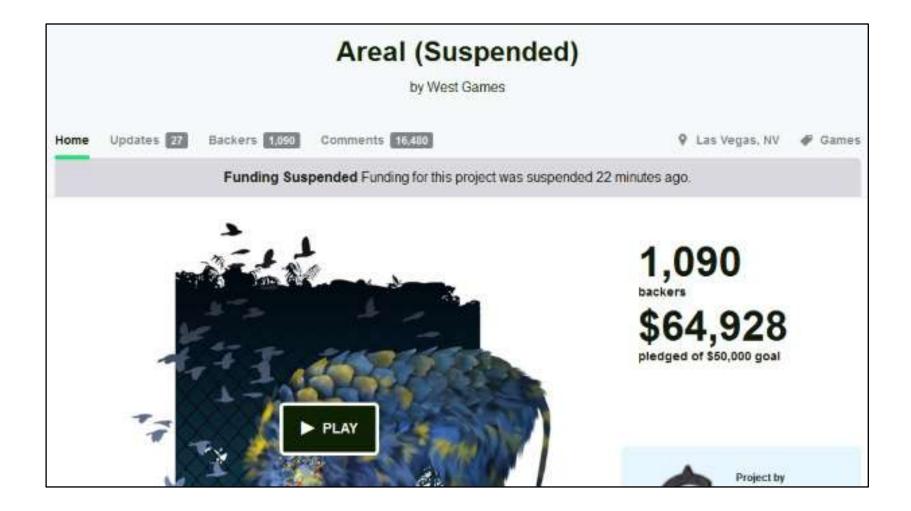








#### Issue: Scammers





### Issue: Overambitious Projects

Why OUYA failed - A list of the top reasons why OUYA failed. (self.ouya)

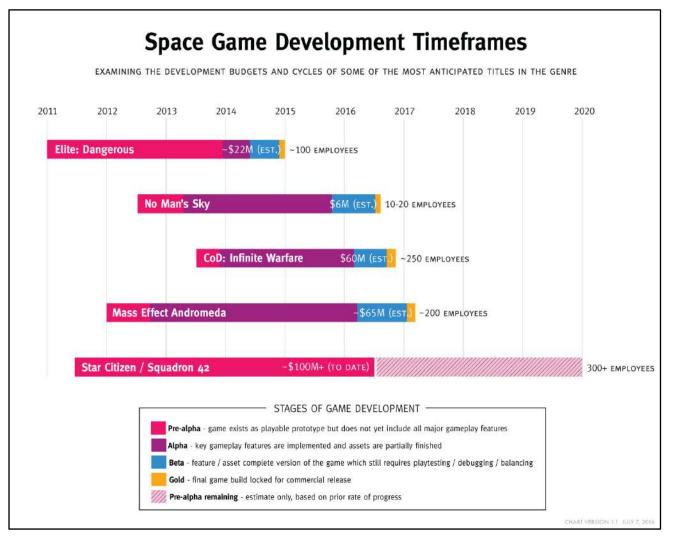
submitted 3 years ago \* (last edited 3 years ago) by 1chesich <

Hey OUYA redditers. As you all know OUYA is selling out. That being said, what happened? Why did the OUYA fail? Why did one of the must successful Kickstarter campaigns up and die. Here are my opinions and I hope the community adds their opinions. This way, other companies can learn from this experience.

NOTE: These are my opinions and so please do not waste anyone's time trying to nit-pick my listing. Post your own.

- OUYA Kickstarter sales-pitch video had Minecraft and a really cool looking UI. Both of which never made it to the final product.
- 2. Shipping DISASTER. No one received their OUYA by the time OUYA promised they would get it. This is not too bad, but the fact that OUYA NEVER apologized for the fiasco rubbed all of the Kickstarters the wrong way.
- 3. Terrible WiFi. The WiFi chip sucked so much that there are several REDDIT articles solely devoted to power-line adapters for the OUYA. I admit, I would never have bought a power-line adapter had it not been for the OUYA.
- 4. Terrible controller connectivity. The first batch of controllers had deadzones and sometimes would just not work. Then, OUYA recemmended we send them back for replacement, which TOOK FOREVER.
- Julie Uhrman left the building. When was the last time you EVER heard anything from her. She has totally given up on the OUYA as evidenced by her not responding to any REDDIT or any forumns for AGES.
- Julie never took responsibility and apologized to the Kickstarter backers for the crappy DHL shipping, crappy controllers, and if you're lucky enough the crapy fans that fell off the CPU during shipping.
- 7. User Interface (UI). The UI still is so freaking LAGGY that it takes my OUYA two minutes just to load the stupid thumbnails for the games in the Explore (or whatever it is called) menu.
- No ability to unbrick the OUYA. The OUYA should have come with DEV tools to be able to resurrect the OUYA in the event a flashed MOD went haywire.
- 9. Should have come unrooted right out of the box.
- 10. OUYA did not support the modding community. They should have supported and made easier the ability to flash

### Issue: Overambitious Projects



Nov 2014



### Issue: Crowdfunding vs. Marketplace

The World's Best TRAVEL JACKET with 15 Features | BAUBAX



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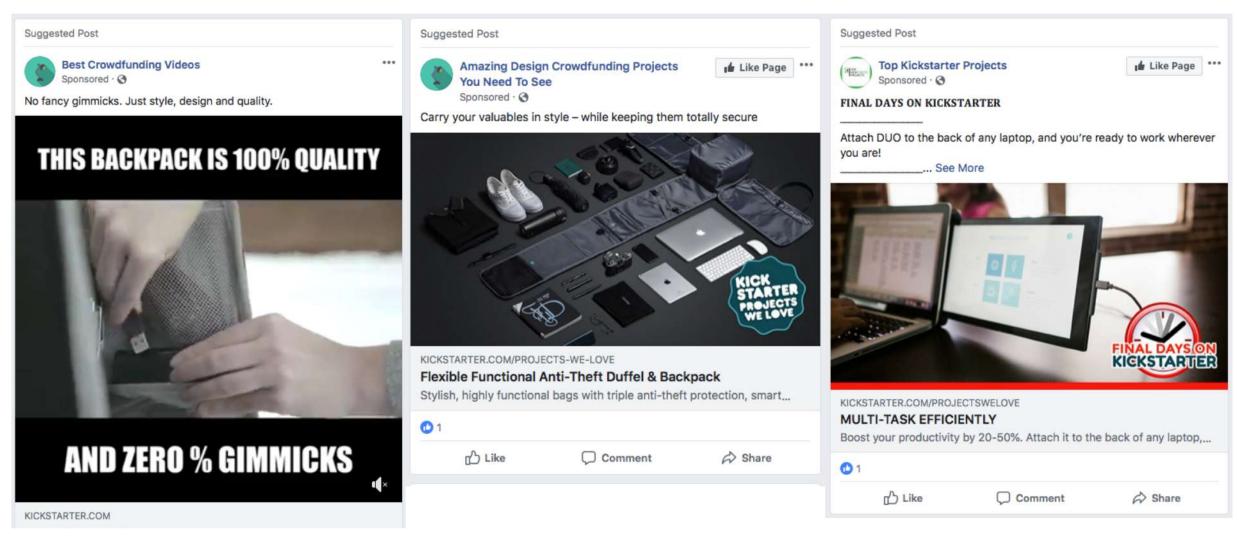
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## Issue: Crowdfunding vs. Marketplace



### Issue: Unreliable Platform Rules





### Issue: Unreliable Platform Rules



# Patreon Is Suspending Adult Content Creators Because of Its Payment Partners

The subscription crowdfunding platform Patreon confirmed that they are increasing efforts to review content, due to payment processor pressure.



\$35,528 per month Trials in Tainted Space is a free text game about exploring the universe, yourself, and its myriad inhabitants in fun and customizeable ways.

TIERS

### Issue: Unreliable Pledges



significant portion of her \$4,300 raise. Her goal was \$3,000. Heberling is the comic book creator behind *The Hues*, the third chapter of which she **funded on Kickstarter**.



Crowdfunding can enable new ideas, but it is risky for both sides and doesn't work for all projects.