



COMPLETE EVENTS & VENUE
MERCHANDISING SOLUTIONS



ABOUT PDS

Print & Design Solutions is a full-service event-based merchandise company that handles merchandise sales for concerts and special sporting events. From clubs, theaters, arenas, festivals, to stadiums, PDS has managed them all. With our vast infrastructure and resources throughout the country, we have the passion and experience to handle any scale and size event.



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The PDS formula results in increased sales of 15%-30% above the averages of a particular live event, which rolls into higher revenues for venues as well.



Over a combined 260 years of experience, PDS has built relationships with all the top merchandise companies as well as strong relationships with music artists and their reps. We work directly with them to guarantee a successful event while maximizing revenue. PDS is a pioneer in implementing today's latest technology with POS credit card systems and offering the latest in retail displays where available.

HISTORY

Our owner Brett Kaufman, son of the legendary music manager, Howard Kaufman (the Eagles, Jimmy Buffett, Aerosmith, Fleetwood Mac, and Def Leppard, just to name just a few) had a unique vision for event-based merchandise having grown up in the music business and working in every aspect of the industry.

For more than 20 years, Brett has specialized in the merchandise side of the industry, overseeing more than 50 venues in 22 states with 1800 shows and annual estimated attendance of 10 million patrons. Combined with his 38 years of experience in artist management, Brett is able to give his clients a unique perspective as a liaison through his industry relationships.



Today, PDS' focus has shifted from printing and production to providing retail merchandise services at live events, representing some of the biggest venues in the US.

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We understand the importance of merchandise revenue and we work with our clients directly to make sure that their merchandising exceeds their expectations. With our deep industry relationships and unparalleled professionalism, we help ensure that our clients will return to venues for years to come.

SOME OF THE ARTISTS WE'VE WORKED WITH

| | |
|-----------------|--------------------|
| Aerosmith | Elton John |
| America | Journey |
| Fionna Apple | Chris Isaak |
| Black Pink | The Killers |
| Mary J. Blige | KISS |
| Bow Wow | Lil Wayne |
| Michelle Branch | Madonna |
| Chris Brown | Maná |
| BTS | Stevie Nicks |
| Jimmy Buffett | Ozzy |
| Kenny Chesney | Osbourne |
| Chicago | Katy Perry |
| Def Leppard | Poison |
| Drake | Rammstein |
| Dua Lipa | The Rolling Stones |
| Eminem | Harry Styles |
| Fleetwood Mac | Justin Timberlake |
| Jamie Foxx | Twice |
| Jay-Z | Tyler, The Creator |
| Gorillaz | Ye (Kanye West) |
| Guns N' Roses | ZZ Top |
| Billy Joel | |



STAFFING

PDS is ready to provide merchandise solutions for any event. We pave the way to provide physical memories to your fans and guests for a full-spectrum experience of the event. We cover all the essential merchandising services to add to the event experience with full-service staffing, stalls, and management services. Our merchandising solutions are perfect for concerts, tours, multi-day events, sporting events, festivals, and more.



We provide trained staff to manage merch sales on your behalf. Large concerts and sporting events can get wild, so you'll definitely need experienced staff members who know how to handle rush hours and fans clamoring for merchandise.



Plus, our state-of-the-art POS system has built-in inventory management, so the staff is up-to-date. We can even provide professional drivers for merchandising trailers. We handle the details so you don't have to worry them.

ABOUT



FEATURES



EXTRAS



VENUES



PARTNERS



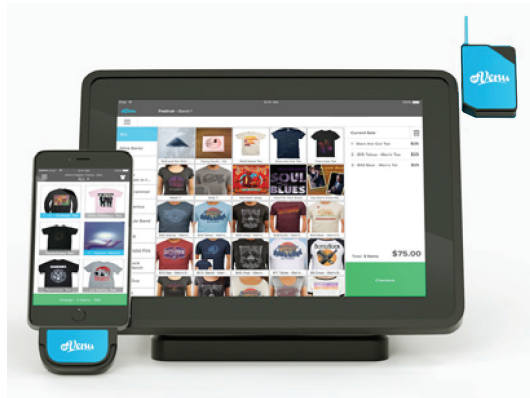
SUCCESS

POS SYSTEM

With credit card sales averaging 70% of all sales in today's event-based sales, we use the latest technology at all points of sales.

Our state-of-the-art system has inventory management built in so our team is always on top of inventory and disbursements to our locations making sure we never miss a sale.

- One POS Register per Vendor
- Fast WiFi Sales
- Inventory Management



IN-SUITE MERCHANDISE ORDERING

PDS is one of the first merchandise companies in the United States to offer an in-suite merchandise ordering feature on our POS systems. We currently offer this convenient feature through our POS System using a QR Code.

We understand the importance of suite holders to our venues' bottom line and we worked closely with our venues to get their needs met and to help offer the best service possible for suite holders. Thanks to this innovative technology, suite holders will never have to wait in merchandise lines again. They can simply scan the QR code, order from their suites, and have their merchandise hand-delivered to them.



2022 STATS

1,095

Artists Settled

\$97,000,000

In Managed Merch Sales

23

Venues

2,450,000

Merch Items Sold



MERCHANDISE

Through our years of experience and relationships in the music industry, we have had the great opportunity to design, print, and manage tour merchandise for some of the most iconic artists of our time. We strongly believe in giving our artists the personal attention they deserve, which is why from design to sale, we work extremely close with our artists and their team.

At PDS, we thrive on the challenge of merch design. We are proud to work with some of the most sought-after designers and manufacturers in the country to develop merchandise of incomparable quality for some of the biggest stars and sports teams around. Our professional merchandise design services can help you make a statement with your merch and reach more fans, too.



- | | |
|--------------------|-------------|
| T-shirts | Tote bags |
| Hoodies | Necklaces |
| Jackets | Magnets |
| Hats | Mugs |
| Tank tops | Posters |
| Long-sleeve shirts | And more... |

ABOUT



FEATURES



EXTRAS



VENUES



PARTNERS



SUCCESS

PDS SPORTS

PDS has handled all the printing and operated full retail stores and location-based retail operations for some of the world's top sporting teams and events. We understand the need for the "full retail experience" and have built and operated retail stores varying from full retail builds on various beaches for AVP's Pro Beach Volleyball Tour to a full retail stand on Fremont Street in Las Vegas for the Arena Football League's Championship game.

We have more than 20 years of sports experience with organizations such as the Milwaukee Bucks, Minnesota Timberwolves, Milwaukee Admirals (AHL Hockey), Mar-



quette University Basketball, NBDL, Arena Bowl Las Vegas, AVP Volleyball and Milwaukee Mile Race Track (NASCAR).

Some recent events include the 2023 Superbowl and Pro Bowl, the 2022 NCAA Division I Men's Ice Hockey Regional, Albany Empire (arena football) and Albany Firewolves (lacrosse) at MVP Arena, the San Diego Gulls (hockey team) at Pechanga Arena, and the 2021 Concacaf Gold Cup Final and 2021 Pac-12 Football Championship Game at Allegiant Stadium. We have also worked closely with the NFL, NBA, Copa América, NCAA, LBGP, NHL ALL-STARS, US SOCCER, and the ECHL.

With our vast resources, we are able to go into any location and create a great fan experience no matter the restrictions.

SOME OF THE SPORTS ORGANIZATIONS WE'VE WORKED WITH

Albany Empire
Albany Firewolves
Arena Bowl Las Vegas
AVP Volleyball
CONCACAF (FIFA)
Copa América
ECHL
LBGP
Milwaukee Bucks
Milwaukee Admirals
Minnesota Timberwolves
NASCAR
NBA
NCAA
NFL
NHL
San Diego Gulls
US Soccer



TRAILERS

We understand how difficult it can be to find a practical solution to selling merchandise at sporting events, concerts, festivals, and more. PDS brings the WOW factor you are looking for!

We offer a no-hassle experience to a customized experience for guests to buy beloved merchandise. Just park our merchandise trailer and start making money.

Merchant Trailers Available for Rent
PDS provides customizable 32-foot trailers, featuring plenty of space to feature your merchandise with its 180 cubic feet of space. It also comes with additional storage space and 120 cubic feet of wall space to highlight the best of the merch.

We also provide delivery and pick-up services to your location with professional and dedicated drivers available for tours.



- 32-foot merchant trailer for rent
- Customized branding option
- 180 cubic feet of space
- Additional storage space
- 120 cubic feet of wall space
- TV-DVD Stereo surround sound system
- Custom cabinets and display countertops
- Secure office
- Track lighting
- 3 ceiling fans

ABOUT



FEATURES



EXTRAS



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SUCCESS

STORAGE

It is important for event managers to properly store all merchandise to keep it safe before the event. PDS offers a great warehouse for storage in Las Vegas and Los Angeles at an affordable price that can keep every item safe.

We offer great warehouses in Southern California and Nevada to store merchandise and other items before your events. Our spacious Las Vegas facility boasts more than 7000 sq. ft. where all your items can be stored, with multiple loading docks to make it easier to move your merch in and out as needed. Our



warehouse in Inglewood has more than 5000 sq. ft of space and is perfectly located for three major venues.

We know it's vital to keep your merchandise secure. That's why we have cameras and a state-of-the-art security system installed to prevent theft or damage to your merchandise. The entire property has security cameras monitoring the warehouse 24/7. Plus, we have a fire sprinkler system as well to quickly put out any fire, protecting your merch.



Las Vegas Location
7200 W. Post Road #105
Las Vegas, NV 89113

Ideally located near the Las Vegas Strip.

**Los Angeles/
Inglewood Location**
234 W. Manchester Blvd
Inglewood, CA 9030

Centrally located within 1.2 miles of the Kia Forum, SoFi Stadium, and Intuit Dome.



VENUES

Over the years, PDS's clients have included more than 50 venues in 22 states and generated more than \$1.7 billion in merchandise revenue. We have contracts with many of the premier major event venues, stadiums, and arenas across the country, from California to New York. Some venues past and present include:

SOUTHERN CALIFORNIA

Kia Forum, Inglewood, CA
Rose Bowl, Pasadena, CA
LA Memorial Coliseum, Los Angeles, CA
Dodger Stadium, Los Angeles, CA
Hollywood Bow, Los Angeles, CA
The Greek Theatre, Los Angeles, CA
Toyota Arena, Ontario, CA
Shrine Auditorium, Los Angeles, CA
SoFi Stadium, Inglewood, CA
LA Sports Arena, Los Angeles, CA
Cal State Dominguez Hills, Carson, CA
Qualcomm Stadium, San Diego, CA
Pechanga Arena, San Diego, CA
Petco Park, San Diego, CA

NORTHERN CALIFORNIA

Oakland Arena, Oakland, CA

RingCentral Coliseum, Oakland, CA
Shoreline Amphitheater, Mountainview, CA
Save Mart Center, Fresno, CA

ARIZONA

Talking Stick Resort Amphitheater, Phoenix, AZ
Desert Diamond Arena (formerly

“

This is a company that understands how to represent our brand and deliver best in class results.”

— Dale Adams,
ASM Global

ABOUT



FEATURES



EXTRAS



VENUES



PARTNERS



SUCCESS

VENUES

Gila River Arena), Glendale, AZ
University of Phoenix, Glendale, AZ

COLORADO
Authority Field, Denver, CO

FLORIDA
Hardrock Stadium (formerly Miami Dolphin Stadium/Land Shark Stadium), Miama Gardens, FL

MARYLAND
Fed Ex Field, Landover, MD

MINNESOTA
University of Minnesota, St. Paul, MN

MICHIGAN
Comerica Stadium, Detroit, MI

NEVADA
Allegiant Stadium, Las Vegas, NV
The Cosmopolitan, Las Vegas, NV
Thomas & Mack Center, Las Vegas, NV

UTAH
University of Utah Football Stadium, Salt Lake City, UT

WASHINGTON
Lumen Field, Seattle, WA

WISCONSIN
Fiserv Forum, Milwaukee, WI

NEW YORK
MVP Arena (formerly Times Union Center), Albany, NY

TEXAS
Dickies Arena, Fort Worth, TX
The Woodlands Pavilion, The Woodlands TX
Dos Equis Pavilion, Dallas, TX

“

PDS has exceeded our expectations in every way possible. They are professional, experienced and very easy to work with in every aspect of merchandise sales.”

— Bob Belber,
MVP Arena

50+
venues

22
states

\$1.7 billion+
in merchandise
revenue



PARTNERS

At PDS, our partnerships are of the utmost importance to us. We have worked alongside wonderful companies over the years. Our growth has been a direct result of the partnerships we've developed over the years. As we expand our business we look forward to working with both new and old companies alike. After all great partnerships are essential to a successful business and a great life.

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SOCIAL RESPONSIBILITY

PDS is sensitive to equality in the workplace and especially within our company. Currently, our staff is composed of more than 40% minorities and over 25% females working throughout the United States. We work diligently to make sure we are employing women and members of minority communities. PDS will not discriminate against any employee or applicant for employment based on race, color, creed, religion, ancestry, national origin, sexual preference, disability, age, marital status, or status regarding public assistance.

We are also committed to serving the local communities in which we operate. In every city where we operate, we find the local homeless shelter and organize the donation of all excess merchandise. We also love to work with the building's charities whether it be donating financially or donating artist merchandise for auction. We feel a great need to give back to the community and work with our building's team to help make a difference in the local area.



30,000+

Merch items donated to charities

\$300,000

Donated to charity since 2003



STATS

2014-2022

3,618

Artists Settled

\$230,000,000

In Managed Merch Sales

30

Venues

5,448,000

Merch Items Sold

PDS outperforms the industry average in \$/head across all venue sizes

| Capacity Grouping | PDS \$/Head Average | Industry \$/Head Average |
|-------------------|---------------------|--------------------------|
| 5-10K | \$15.58 | \$11.61 |
| 10-15K | \$17.67 | \$14.59 |
| 15K+ | \$16.67 | \$12.77 |

Statistics provided by third-party vendor atVenu, Inc. Industry average is based on 2022 shows and combined Gross Merchandise Sales of all artists at show divide by attendance.

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AWARDS & ACCOLADES

In 2022, out of more than 2,000 vendors, PDS received atVenu's 1st place Top Seller spot for venues with 15,000+ capacity and 1st, 2nd & 3rd place Top Seller award for venues with 10,000-15,000 capacity!



Allegiant Stadium - Las Vegas, NV



Kia Forum - Inglewood, CA



Oakland Arena - Oakland, CA



Dickies Arena - Fort Worth, TX

#1

In \$/Head Averages per show for all atVenu partners*

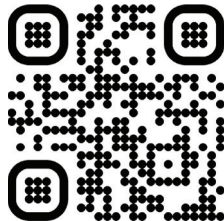
#2

In average transaction volume per atVenu Register for all atVenu partners*

#1

In fastest settlement process, ending the night efficiently and allowing artist and crew to wrap*

*In relation to similar sized venues in the 12K - 16K Capacity range as the Kia Forum



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