

FOR IMMEDIATE RELEASE

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## BROWN PAPER TICKETS IS OUT TO FIX THE FRUSTRATING TICKETING INDUSTRY

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Brown Paper Tickets is out to fix the frustrations that so many people have with the ticketing industry. Service fees that tickets buyers have to pay have been climbing, while costs of doing business are actually shrinking. The level of human service has all but disappeared. The market is shifting from huge shows to medium and intimate events - yet the tools for ticketing haven't adapted. Brown Paper Tickets has stepped in to repair and undo these mistakes. By democratizing the tools, eliminating producer fees, and lowering ticket buyer service fees by as much as 90%, anyone can produce an event with a simple and powerful admissions tool set. Brown Paper Tickets can do all of this because they operate not just for profit.

With Brown Paper Tickets, ticket buyers enjoy a simple and consistent service fee of \$0.99 and 2.5% of the ticket's face value. A \$20.00 ticket is just \$21.49. The fee is the same if the ticket buyer calls the toll free phone number or orders online, uses the electronic ticket/will-call system or has the physical ticket mailed to them. Brown Paper Tickets makes ticketing events free of charge, so even very small events can afford professional, affordable ticketing services and tools. Event producers are not charged for setup, event changes or ticket fulfillment. Full 24/7 phone support for producers, as well as 24/7 phone sales for ticket buyers is also free of charge. All this is included in Brown Paper Tickets low price of nothing.

Would you rather see Led Zeppelin's last show or first? Brown Paper Tickets' free ticketing of events means that people will get access to a broader range of events like the first show of the next Led Zeppelin. The growth of the second and third-tier live events industry has been unprecedented and completely under-served. Brown Paper Tickets is centered on this emerging phenomenon. Brown Paper Tickets is the place to find tickets to RollerCon 2008, the international roller derby convention held in Las Vegas; comedian Doug Stanhope's shows around the US and in Montreal; Brian Copeland's "Not A Genuine Black Man" in California; Richie Havens performing in New York City; and The Melvins performing in Madison, WI.

Too good to be true? This is all possible because Brown Paper Tickets operates according to the Not-Just-For-Profit business model. Not-Just-For-Profit companies focus equally on 5 things: profit-making, the individual, environment, ethics, and community. Most companies focus on one of these - publicly traded companies generally spend their time on profits, while some non-profits primarily focus on ethics or community. Brown Paper Tickets, as well as other Not-Just-For-Profit Companies, give equal weight to all five:

\* Profit-making: Brown Paper Tickets has always and will always operate with low overhead, allowing for profit making while ticket buyers benefit from low service fees.

\* The individual: Brown Paper Tickets is committed to paying all employees a livable wage rather than minimum wage.

\* Environment: Brown Paper Tickets provides free bus passes for all employees.

\* Ethics: Brown Paper Tickets has a Ticketing Bill of Rights, an effort to increase transparency and ethical behavior.

\* Community: 5% of profits go to human rights, children, animals and environmental causes as voted by online purchasers.

For more information, or to schedule an interview with the founders of Brown Paper Tickets, please contact Steve Butcher by phone at 800.838.3006, ext 7011 or by email at [Butcher@BrownPaperTickets.com](mailto:Butcher@BrownPaperTickets.com).

#### ABOUT BROWN PAPER TICKETS

Brown Paper Tickets is the largest independent full-service ticketing company, offering a better and more affordable alternative for live event ticketing. Brown Paper Tickets is a Not-Just-For-Profit company.

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