

**Lobbyist:** \_\_\_\_\_

**Representing:** PassPass, the online ticket marketplace.

Have you ever found yourself unable to attend an event and simply wanted to re-sell your ticket to someone else who can make it? You can, but the law prohibits you from selling it for anything above the original price. Why is this a problem? There are a few reasons.

- Venues often charge significant fees in addition to the price of the actual ticket. You're not allowed to include the cost of those fees when you resell it. This is unfair to the consumer, who just wants to recoup the original amount he paid for the ticket.
  - It's your property. If you purchased one of a limited number of collector's edition knives, you would be well within your right to resell that knife on a secondary market and charge whatever you wanted for it. Why are tickets any different? If the seller wants to charge a certain amount of money and the buyer is willing to pay it, what's the problem?
  - Secondary markets like PassPass are not illegitimate businesses. This is how the free market works. Supply and demand ensure that goods and services cost exactly what they should. The government should stay out of it.
  - Some argue that scalpers snatch up tickets that could have gone to fans. But scalping can actually help fans by redistributing tickets to the people who want them the most. Many people are happy to pay more money to have access to high-demand events. It's a mutually beneficial exchange. Scalping gives fans options apart from the typical "mad dash" to order tickets the moment they go on sale.
  - Some say scalpers take money away from performers and venues, but that's not the whole story. Scalpers buy tickets at retail prices from these venues; they aren't stealing anything. Could the venue have charged more money for that ticket? Yes, they could have, but they didn't. That's their choice. The venue is getting exactly the money they asked for. But if the scalper doesn't sell his tickets, he might lose money. If anything, venues should be thanking scalpers for taking on all the risk of selling the tickets.
  - Lastly, there are so many ways to limit scalping that don't involve unnecessary legislation like this. People are quick to say "there ought to be a law!" without thinking about the long-term effects of over-regulation. Venues already have several methods to make sure tickets don't end up in the hands of anyone but dedicated fans who actually show up to the event.
1. Paperless tickets, which are tied to your credit card rather than a piece of paper.
  2. Online systems that force you to create a verified account before you can purchase tickets.
  3. Photo id can be printed on the tickets, preventing anyone but the purchaser from using them.
  4. Just schedule more shows! If scalpers are making money off an event, it clearly has a high demand. Why not meet that demand, making more money for the venue in the process?