

B A L T I M O R E R A V E N S



February 22, 2021

Delegate Dereck E. Davis  
Chairman, Economic Matters Committee  
Room 231  
House Office Building  
Annapolis, Maryland 21401

RE: HB 1235 – OPPOSE - Commercial Law - Consumer Protection – Entertainment Events and Ticketing Practices

Dear Chairman Davis & Economic Matters Committee Members:

On behalf of the Baltimore Ravens, I am writing to **OPPOSE HB 1235 – Commercial Law - Consumer Protection – Entertainment Events and Ticketing Practices**. HB 1235 would be bad for ticket buyers, entertainment venues and the State of Maryland for the following reasons:

1. The committee has addressed this issue in previous legislative sessions, and we see no compelling reason to pass additional measure regarding event ticket sales.
2. We believe that the legislation has several problems. The subject is complex, and the bill muddies the water by addressing complex issues with confusing and imprecise language that will inevitably lead to unintended consequences and frivolous litigation.
3. This bill has consumer protection in mind, but it is not well-designed to do that. The bill creates protections for ticket brokers in the form of unrestricted access to ticket inventory that an artist or promoter may only want to sell to fans at face value and it will ultimately work against those consumers. Less than 1% of tickets sold in the United States even carry transfer restrictions.
4. Because this bill will impose burdens on event promoters, particularly concert promoters, that are not imposed in other states and would result in fewer events coming to Maryland, resulting in lost revenues to the state and the loss of economic benefits generated by large events. At the same time, the benefitting ticket brokers are often located out of state and do not pay taxes in Maryland.
5. The issue of restrictions to personal information included on tickets is more complex than the seeming intent of this bill and are only seeking to further reduce transparency in ticket sales in this case, which also benefits ticket brokers.
6. We do not see the issues addressed in the bill as problems for the Ravens or the industry and generate few, if any, complaints from fans attending concerts or Ravens games at M&T Bank Stadium and we don't understand why legislation is needed.

We appreciate Delegate Brooks discussing our concerns prior to the hearing and we ask that the committee give an unfavorable report to HB 1235. Should you require additional information, please do not hesitate to contact our representative in Annapolis, Nick Manis.

Sincerely,

Baker R. Koppelman

Sr. Vice President, Ticket Sales & Operations

CC: Economic Matters Committee Members  
Delegate Benjamin Brooks  
Mr. Nick Manis