



**Letter of Support — Maryland HB 77  
Focused on Resale Price Cap (Maryland-Specific)**

**Re: Support for the Resale Price Cap Provisions in HB 77**

Dear Chair, Vice Chair, and Members of the Committee,

On behalf of the **National Independent Talent Organization (NITO)**, we respectfully write in support of **House Bill 77**, specifically the bill's provisions establishing a **reasonable cap on ticket resale prices in Maryland**.

NITO is a national 501(c)(6) trade organization representing hundreds of independent talent agencies and managers whose members represent more than 5,000 touring artists performing nationwide, including regularly in **Maryland venues of all sizes** — from independent clubs and theaters to arenas and stadiums.

Artists and venues in Maryland make deliberate pricing decisions to ensure that live events remain accessible to local fans while supporting the real costs of touring, staffing, production, and venue operations. When tickets are immediately resold at excessive markups, those decisions are undermined, and Maryland fans are forced to pay prices that bear no relationship to the event's original intent or value.

In practice, resale tickets are frequently listed at **two times or more than face value**, often within minutes of an on-sale. These inflated prices do not support artists, venues, or promoters. Instead, they extract significant dollars from Maryland consumers and divert spending away from **local restaurants, bars, parking operators, and surrounding small businesses** that rely on live events to drive foot traffic.

The resale price cap in HB 77 strikes an appropriate balance. It preserves the ability for Maryland consumers to transfer tickets when plans change, while preventing excessive markups that function as de facto price gouging. By tying resale prices to the original ticket price plus a modest premium, the bill reinforces fairness, transparency, and proportionality in the resale market.

In NITO's report to the Maryland Attorney General's Office we found over the course of 20 shows in the state, resellers profited over \$6 million off Maryland concert goers. There was a

combination of six shows that had 19,573 tickets resold with one ticket sold below the lowest listed face value price. We believe the best way to stop this behavior is to take resale profit out of the equation.

From NITO's perspective, this approach protects Maryland fans, respects the pricing decisions of artists and venues performing in the state, and helps keep the economic benefits of live entertainment circulating within Maryland communities rather than being siphoned out by speculative resellers.

For these reasons, NITO supports the resale price cap provisions in House Bill 77 and respectfully urges the committee to advance the bill.

Thank you for your consideration and continued leadership on behalf of Maryland consumers.

Sincerely,

**National Independent Talent Organization (NITO)**