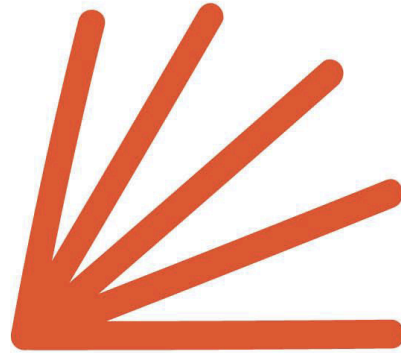


NITO

NATIONAL INDEPENDENT
TALENT ORGANIZATION



Chair Taylor

Vice-ChChair Bonham

Members of the Committee

Oregon State Legislature

900 Court Street NE

Salem, OR 97301

RE: Support for HB 3167A – Truth in Ticketing and Consumer Protection

Dear Chair Taylor, Vice-Chair Bonham, and Members of the Committee,

The National Independent Talent Organization (NITO) is a 501c6 trade organization of independent talent agencies and management companies, collectively representing over 5,000 touring artists nationwide. On behalf of NITO and the thousands of independent artists, agents, and managers we represent across the country, we submit this letter in **strong support of HB 3167A.**

For far too long, the live event ticketing ecosystem has been skewed by unchecked secondary market practices that prioritize profit over fairness and transparency. Industrial-scale scalpers use bots to sweep up tickets before fans have a chance, reselling them at inflated prices—often before the original tickets even exist. In fact, over **50% of secondary ticket sales** originate from speculative listings, where the seller does not yet possess the ticket. These practices mislead consumers and drive prices out of reach.

This is not a small problem. The U.S. secondary ticket market was valued at **\$9.3 billion in 2023**, with a significant share of that revenue generated through price gouging, fraud, and artificial scarcity. One study found that **85% of fans report paying above face value**, often due to deceptive platforms and opaque pricing structures. And while fans are being exploited, the artists and venues who create the experience are losing out—**independent venues and artists are estimated to lose \$2 billion annually** because of resale-driven market distortion.

HB 3167A introduces a thoughtful, balanced set of reforms that will:

- **Ban speculative ticket sales** that enable fraud and price inflation;
- **Mandate upfront disclosure of all fees**, ending hidden costs at checkout;
- **Prohibit deceptive advertising and impersonator websites** that mislead buyers;
- **Strengthen enforcement against bots** and other forms of automated ticket hoarding;
- **Require guaranteed refunds** for canceled events; and
- **Preserve artist and venue discretion** over how tickets are distributed and resold.

These provisions mirror the basic protections already present in industries like e-commerce, travel, and housing. Yet the platforms that dominate ticket resale have fought these safeguards at every turn, often hiding behind front groups falsely claiming to represent consumer interests. In reality, these platforms profit off fan exploitation while actively undermining fairness in the marketplace.

At NITO, we believe fans should be able to purchase tickets with confidence—not frustration or fear. Artists deserve the right to protect their work and their audience. And independent venues, which are essential cultural hubs in their communities, deserve a fair shot at thriving.

We urge you to pass HB 3167A and help Oregon set a national precedent for consumer protection and live event integrity.

Thank you for your leadership and consideration.

Sincerely,

Nathaniel Marro

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