



October 31, 2023

Jessica Herron
Legislative Clerk
Subcommittee on Innovation, Data, and Commerce
House Committee on Energy and Commerce
2125 Rayburn House Office Building
Washington DC 20515-6115
Jessica.Herron@mail.house.gov

RE: David Touhey's Responses to Additional Questions for the Record

Dear Ms. Herron:

On behalf of the International Association of Venue Managers and the Fix the Tix Coalition I want to thank the Subcommittee for inviting me to appear before it on September 27, 2023, to testify at the hearing entitled "Proposals to Enhance Product Safety and Transparency for Americans".

Pursuant to the Rules of the Committee on Energy and Commerce, I am attaching my answers to the additional question for the record, in the required format.

Thank you again for your help, and please let me know if you have any additional questions.

Sincerely,

A handwritten signature in black ink, appearing to read 'David P. Touhey', is written over a light gray rectangular background.

David P. Touhey, CVE
Principal
Vice-Chair – Industry Affairs Committee
International Association of Venue Managers

Mr. David Touhey

Attachment – Additional Question for the Record

The Honorable Russ Fulcher

1. It is my understanding that hidden fees often mask the total price of a ticket. Can you provide for me how this would play out as we go from the vendor to the “ticket agent” firm, and then to the consumer?

To clarify, the fees not being disclosed can mask the total price that the consumer must pay for a ticket. The Ticket Act would require the all-in price of the ticket to be displayed at the start of the ticket purchase process so the consumer sees right away the total price they must pay.

In answering the question, I will assume for the sake of the answer that the vendor is the event, venue, or artist. In this case the vendor works with the “ticket agent” firm (assuming here it is the ticket sales platform) to establish the fees associated with the sale of tickets to the event. Those fees are set to cover the operational costs of the sales process, transactional fees, and other operating expenses. As it stands now the consumer sees these fees in addition to the ticket price.

The Ticket Act would allow the consumer to see all those things in one price, so they are less confused and more informed about their actual out of pocket cost.

What is not currently addressed in the Ticket Act but causes even more confusion is the use of speculative tickets on third party ticket sales sites. This practice is fraudulent and causes harm to the consumers, artists, and venues. This is why the banning of speculative tickets and deceptive URL’s must be included in any ticketing legislation. That is the only way to truly make a difference for consumers.