



Joe Gillis
Co-Owner of Northwest Navigator Luxury Coaches
Former President of the Northwest Motorcoach Association
6309 NE Columbia Blvd.
Portland, OR 97218

RE: Opposition to HB 2794

Dear Honorable members of the Consumer Protection & Government Effectiveness Committee,

On behalf of Northwest Navigator Luxury Coaches, I am writing you today to urge you to oppose HB 2794. HB 2794 is a misguided effort to protect consumers that will create and support ticket monopolies at the expense of the travel and transportation industries. Our company is currently Portland's premier charter bus rental company and we employ 48 people.

Travel and tour companies often book travel and entertainment packages for their customers that include tickets to live-entertainment and sporting events. Often, these tickets are purchased on secondary market sites that provide tickets to sold-out events. By empowering ticket issuers to decide who may resell tickets and what platform they can use, bus and transportation companies will face restrictions on the amount of tickets available. That will force us to use only specific resale platforms that charge high fees and put arbitrary restrictions on resale.

Since HB 2794 requires non-authorized resellers to have access to the venues current inventory of tickets, bus and tour operators that resell tickets do not have any way of accessing this information unless the venue is willing to release this information. Requiring this information is the same as requiring the original ticket seller's authorization prior to selling a ticket. Ultimately, this would force bus companies to comply with inventory restrictions with every ticket we sell. For every ticket the tour company has left over and needs to resell, or for every season ticket package these companies' own, they would have to provide a real-time inventory, which would be incredibly difficult, if not impossible, and cost these companies precious resources, including additional staff time.

By making any ticket sold to be counterfeit if it is sold by a non-authorized reseller, venues and ticket companies like Ticketmaster will likely target resellers and cancel their tickets. These cancelations would lead to huge financial burdens for bus and transportation companies who use tickets for any of their tour packages.

On behalf of my company, and many more like mine in the state of Oregon, I urge you to oppose HB 2794 and protect Oregon's bus and travel companies.

Sincerely,

Joe Gillis
Co-Owner of Northwest Navigator Luxury Coaches