



February 10, 2017

HB 2282 Testimony

Chairman Les Mason and Members of the House Commerce, Labor and Economic Development Committee:

My name is Tom Jacob and I am the owner of Jacob Liquor Exchange in Wichita. I am writing to you today to express my opposition to HB 2282. Unfortunately, not having the luxury of hearing the Uncork Kansas testimony before having to submit my own, I can only comment on the flyer below that was sent to their email list, which is filled with misrepresentations they hope no one will challenge.

**47 States**  
Sell Full Strength Beer  
or Wine in Grocery Stores

Why Not  
**Kansas?**

WANT CHANGE?  
TEXT UNCORK TO 555888

**45 States** currently allow Strong Beer Sales  
Oklahoma has an entry date of 10/1/2018 - pending lawsuit  
Colorado has an entry date of 2019.

15\* out of the 45 states **do not** allow wine sales in grocery and convenience stores.

\* Colorado has allowed grocery stores to hold only 1 liquor license for years. New law only allows a TOTAL of 20 licenses to be phased in between now and 2032, with unlimited licenses to be available after 2037.

The House Commerce Committee will hold a hearing on HB 2282 for Uncork Kansas. This bill would allow grocery and convenience stores to sell beer and wine, while allowing liquor stores to sell beer, wine, liquor, AND non-alcoholic items, plus they could own multiple licenses.

We know you're ready for more choices in the marketplace, greater convenience, and better prices. PLEASE let the committee know you support Uncork Kansas. They are receiving phone calls everyday from liquor store owners who want to continue to have government protection at your expense.

Your voice can help change the law!

As of this hearing date, **45** (not 47) states have strong beer, and only 35 states allow wine sales in grocery stores.

If the proponents of Uncork Kansas cannot even explain *existing* law correctly – let alone get the facts right - how can we, and *you*, as the decision-makers, trust that they can explain, and explain *truthfully* their proposal and what it will actually mean for Kansas?

This flyer was also sent with the following text: “We know you're ready for more choices in the marketplace, greater convenience, and better prices....”

Since Uncork Kansas is often so focused on “myths” versus “facts” in its campaign, allow me to add to their collection.

**MYTH #1: Passing Uncork Kansas legislation will result in more choices in the marketplace.**

**FACT:** This is an interesting observation since very few of the Uncork Kansas members will carry more than 200-300 sku’s, the average liquor store carries over a thousand sku’s (Jacob Liquor carries over 7,000 sku’s). More choice will come only by the introduction of their private label products.

**MYTH #2: Passing Uncork Kansas legislation will result in greater convenience.**

**MYTH #3: Passing Uncork Kansas legislation will result in better prices.**

**MYTH #4: Passing Uncork Kansas legislation will result in increased revenue to the State of Kansas.**

**FACT:** Expanding wine and strong beer sales into 3,000 more outlets will not generate additional revenue. When Jacob Liquor opened for business in 1979, Kansas was ranked 48<sup>th</sup> in alcohol consumption and *still* ranks in the bottom 10% of the United States. Allowing the Uncork Kansas legislation to pass will create a shift in sales, **not** an increase. It will be a matter of **where** the consumer will buy, **not** how much. In addition, the grocery chain and big-box stores will sell wine and beer at drastically discounted prices, which will actually result in a **loss** of revenue for the State of Kansas as the gross retail sales, will be reduced.

Jacob Liquor supports 43 employees and their families. In the end, all of us and all of the owners, employees, and families comprising the other 750 retail liquor stores are counting on you, **trusting** you to support your constituents, not the faceless national corporations that comprise Uncork Kansas.

Sincerely,

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