



March 5, 2013

The Honorable Marvin Kleeb, Chairperson
House Committee on Commerce, Labor and Economic Development
Statehouse, Room 286-N
Topeka, Kansas 66612

Dear Representative Kleeb:

I am writing this letter to you as a concerned owner of a small family business. Our company is a fourth generation family owned banking business focused in seven communities in South Central Kansas. We take pride in supporting our communities and the local businesses in our communities. Our customers for many generations have made us a successful small business. I see yet another threat to our customers that are in the liquor store business from larger outside corporate interests and feel compelled to write to you with my opposition to such expansion.

I have lived in Kingman for 17 years and have witnessed several of our businesses dwindle away after a larger chain store entered the market. This has happened to our gas stations, clothing stores, and grocery stores. Now it appears to be on the horizon for our locally owned and operated liquor stores. We have three independently owned liquor stores in town and one locally owned grocery store that sells low point beer. All four stores are doing a fair business and providing a living for numerous local families. I fear that this will change if large big box stores are allowed to enter the retail liquor business.

I have directly witnessed this impact on our local grocery store that is still operating in our market. The second store in our town closed because of the impact of a large grocery store chain that entered the surrounding market. Our remaining grocery store competes because they have good customer service and a buying power alliance with other grocery stores. We as a community cannot afford to lose any more business and each retailer is vital to our economy.

I encourage you to help our local communities keep our businesses open and competitive in the market and regulatory environment that exists today. We, as persistent and resilient Kansans have found ways to make a living operating small businesses and do not need expanded product lines from large box stores to wreck the efficient balance that exists today. You, Mr. Kleeb can help the families of Kansas stay competitive.

I thank you in advance for your time and consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Mark Keeny".

Mark Keeny
CEO
Citizens Bank of Kansas