



FORD COUNTY STATE BANK

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March 04, 2013

House Commerce Committee
Kansas State Capital
Topeka, Kansas

REF : HB 2206 – Deregulation Of The Kansas Retail Liquor System

Dear Commerce Committee Members,

As the President/CEO of a locally owned independent Bank in a small town in Southwest Kansas, population 865, I'm always amazed by the thinking and opinion of those in control of regulations to hold that bigger is better. It never has nor ever will be better.

The constant defending of the small mom and pop stores has to be maintained. Therefore, my opposition as well as all of my personal acquaintances to "Uncork Kansas" and to HB 2206.

If it isn't broke, don't try to fix it.

It appears it's only the large corporate giants who want this bill passed.

A recent article in the Hutchinson News, an open letter by the President of Kroger/Dillons, left this reader with the impression that bigger is better and that the little guys should get out of the way. His entire article sounded like the same attitude the large corporate Bank's have; we want it all, we are too big to fail, and we couldn't care less about the unimportant small businesses owners, employees and customers.

The locally owned Mom and Pop liquor shops support their communities greatly through employment, sales, property and income tax – both Federal and State; monetary contributions to schools, civic groups and other worthy causes.

Our local Walmart store contributes nothing. When students from our small High School solicit contributions for their year book, prom, field trips, or other school activities, it's the small locally owned business owners who make those contributions. The corporate giants are never there.

In a time of high unemployment facing the State of Kansas, why would you even consider killing jobs? If liquor sales are allowed in the grocery stores, large corporate stores and the numerous convenience stores, are any new employment opportunities created? Not likely.

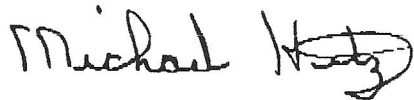
The owners/operators of liquor stores, and their employment staff, contribute greatly to our communities. A large percentage of the employment within retail liquor stores are part time, and are working at a supplemental job to help make family living means better. HB 2206 will kill this availability of a work place. Will these displaced workers find likewise employment at the large food chains and corporate business, not likely.

The integration of liquor sales in the large corporate businesses will only result in vertical inventory addition, which will be managed, stocked and sold by existing sales force. No new jobs or employment! Goodbye full and part time employment in the current mom and pop private retail liquor store businesses.

From a Banking aspect, how many of the corporate giants, corporate food chains and convenience stores will maintain banking relationships with local Banks either through loans for the business or checking accounts? None.

Mark me down as a tax payer with a NO vote to HB 2206.

Sincerely;

A handwritten signature in black ink that reads "Michael Hitz". The signature is written in a cursive style with a large, stylized "M" and "H".

Michael Hitz
President/CEO