

March 2013

Dear Representative Hutton,

First I would like to convey that this is not the typical letter from an owner of a Kansas small business liquor store owner. I appreciate you taking the time to read my views and please know that I appreciate what you do in your position, and thank you for your service as a legislator.

As you know, the proponents of HB 2206 are financing a well-run lobbyist group called UnCork Kansas. They actually were the second largest lobbyist group in last years session. They would like you and the public to believe that current Kansas liquor stores have a monopoly in the area of adult beverage retail sales. They are trying to get support with the public that only those against this proposed bill are liquor store owners who would lose their livelihood if this bill passes.

I have owned Anderson Liquor in Newton for thirty-two years. I started very small. I was the tenth liquor store in Newton and starting a new store, I had no customers the day before I opened. I negotiated my first lease with Richard Dillon, the son of the Dillon's founder. I was in a Dillon's plaza for twelve years and secured a location across from Dillon's in 1993. I worked for Dillon's before my entrepreneur venture, and I have always had respect for their organization.

My letter to you is with a different view than a request to save my business.

Having been in this highly regulated business for so long, I am very familiar with, and have utmost respect for the policing efforts at the Alcoholic Beverage Control division. Enforcement agents work very closely with licensed stores, and our license are at stake so that we comply with current laws.

I do agree that there will be some liquor stores that will survive in Kansas if this, or a future bill succeeds in passing. I plan on being one of those stores. I know that my sales will suffer, with so many more locations selling alcoholic products. However, I am prepared to continue to offer customers a wide variety of products, that they have come to expect and enjoy.

I am sure that the argument of the increased cost of additional personnel, and the tax transfer of the Cereal Malt Beverage tax to the local and county agencies will be discussed in consideration of this bill. The Division of Budget memo dated February 19, 2013, estimates that between the loss in state revenue, and the increased expenses, the state will see a cost of \$3.8 million dollars annually if passed.

My argument for you to not advance this bill is simple. Enforcement. Our state should not be convinced by out-of-state large corporations that just because other states allow liquor, wine and strong beer to be sold down the aisles of grocery stores, and behind the counter of every convenience store, that Kansas should follow.

We need to step back and realize that Kansas has a very well-oiled and productive system of checks-and-balances in this controlled area of retail sales.

I have two teenage children. I appreciate that the state has laws in place to protect my children. There is a stair-step drivers license process, knowing that young people need time to adjust to the importance of driving. Our schools do a good job of educating and protecting our children. There is no reason why Kansas needs to expose our youth with adult controlled products in thousands of locations, just because there are some other states that do.

If Kansas were ever to consider legalizing marijuana in the future, I can assure that the legislature would put in place very strict laws on how and where that controlled product would be available. It would not be available in grocery and convenience stores. Alcohol should be treated with the same strict controls, as it is now. We have a system that works. It drives the executives crazy at the out-of-state corporate headquarters that Kansas can't "move into the

twenty-first century.” This is the same bullying process large companies use over and over to intimidate government.

I ask that you send a message that we in Kansas, are fortunate and proud to have controls in place regarding adult alcohol sales. Liquor should be available in adult-only stores, as it is now. You should also be very proud of the Alcoholic Beverage Control division for in all my years, enforcing the laws that the legislature has been wise in maintaining.

I appreciate you taking your limited time available to read my letter, and I will be attending your committee meeting on Thursday and of course, would make myself available if you have any questions.

My best...

Murray Anderson

8 Circle Drive

Newton, Kansas 67114

316-288-0002

murrayanderson1@me.com