

## **MEDIA ADVISORY**

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### **KANSAS ASSOCIATION FOR RESPONSIBLE LIQUOR LAWS SPEAKS OUT AGAINST OUT-OF-STATE CORPORATE GIANTS SEEKING AUTHORITY TO SELL HARD LIQUOR, STRONG BEER AND WINE**

The House Commerce, Labor and Economic Development Committee will hold hearings on HB 2206 in the statehouse on Thursday, March 7. HB 2206 and its Senate counterpart, SB 208 would allow big box retailers, convenience stores and numerous other business entities to sell hard liquor, strong beer and wine, thus destroying a 60+ year partnership with retail liquor store owners who have responsibly sold these adult-only products under a highly-regulated framework designed to insure compliance with state and federal liquor laws.

Proponents of this legislative initiative include some of the largest corporations in the world working collectively as “Uncork Kansas.” Leading members of this coalition include Wal-Mart/Sam’s (Bentonville, AR), Kroger/Dillon’s (Cincinnati, OH), Hy-Vee (West Des Moines), Quik Trip (Tulsa, OK) and Casey’s General Store (Ankeny, IA).

HB 2206 and related legislation would dramatically increase the availability of intoxicating liquor products in Kansas to as many as 3,000 or more additional locations and have a devastating impact on existing retailers. By the proponent’s own study, more than half of the state’s retail liquor dealers would be expected to go out of business with the adoption of their proposal {*An Economic Case for Increased Competition in the Sale of Beer, Wine and Spirits in the State of Kansas* by Dr. Art Hall (2011)}.

*Uncork Kansas* would have legislators believe the public is demanding changes to the way liquor products are sold. That is simply not true. A February, 2013 statewide poll conducted by the national research firm *Public Opinion Strategies* shows that 66% of Kansans oppose allowing for the sale of wine, beer and spirits in grocery and convenience stores, compared to just 29% who support it. 81 % of those polled do not believe wine and hard liquor should be displayed and sold next to items such as milk and candy and 77% do not believe minors should be allowed to sell and handle alcohol in grocery and convenience stores.

*Uncork Kansas* continues its multi-year, multi-million dollar lobbying and marketing effort to do for Kansas retail liquor stores what they did for small town grocery stores – take market share and put them out of business. In one of their recent newsletters distributed to legislators, *Uncork Kansas* suggests their legislation will lead to a return of the small town grocery store. That position defies common sense and ignores the facts. In June, 2008, the KSU Center for Engagement and Community Development released a study entitled, *USDA RBOG Project: Rural Grocery Sustainability Project Owner Survey*, in which they sought the opinions of existing and former rural grocery store owners in Kansas. Respondents cited competition from chain grocery stores and Wal-Mart as among their most significant challenges to keeping their doors open. Nowhere in the survey did respondents suggest the ability to sell liquor would impact their ability to stay in business.

The sponsors of this legislation are the very ones who put the rural grocery stores out of business! If the rural grocery stores could not compete against Wal-Mart, Dillon's and Hy-Vee when they could not sell liquor products, exactly how will they compete against them if they could sell liquor products?

Kansas liquor retailers are the epitome of small business, which most everyone agrees is the lifeblood of our economy. Kansas retailers are true "mom and pop" businesses who use the services of local attorneys, accountants, insurance agents, business suppliers and more. They shop locally and profits are reinvested into the Kansas economy, while profits of the big box retailers and chain convenience stores leave the state, most likely as soon as the credit card is swiped or their local bank account is swept.

Make no mistake. This legislation is not about customer convenience. It is about market share and profit. *Uncork Kansas* charges Kansas retailers are a monopoly and do not want competition. That is another falsehood. There are more than 750 retail liquor stores in Kansas and there are no barriers to entry for those qualified under state law to hold a liquor license.

The proponents of this legislation indicate its passage will not result in any measurable increase in consumption of liquor products, yet the State of Kansas estimates this legislation will cost nearly \$2 million annually to regulate sales under the bill, with no increase in state revenues.

Other provisions of the legislation would:

- Allow teenagers to handle and sell liquor products (18 years and older) current law prohibits minors from handling or selling liquor products;
- Allow felons to invest, manage or participate in retail liquor sales as long as they owned less than 25 percent of the licensed business (current law is less than 5 percent); and,
- Allow corporations to have multiple stores and licenses (corporations cannot own retail liquor stores).

As important as the economic aspects of this legislation are, it is also important to keep in mind the Kansas Legislature unanimously passed the most comprehensive rewrite of its DUI laws ever in 2011 after two years of extensive study by a DUI Commission created in 2009. Authorizing more than 3,000 new liquor retailer locations would seem to be counter to this recent public safety legislative initiative.

*Uncork Kansas'* attempts to convince legislators of public support is nothing more than a highly-sophisticated sales job manufactured by the marketing divisions of these companies as evidenced by their website propaganda, which includes "draft letters to the editor" and "draft letters to legislators."

In summary, the *Uncork* proposal will pave the way for some of the biggest corporations in the world to destroy Kansas small business, kill careers and jobs, take profits out of state, stick taxpayers with a \$2 million annual regulatory tab while radically altering the sale of adult-only products to suit their own desire for market share and margin.

Kansas retailers are hard-working small business men and women. They have made significant investments into their businesses based upon more than 60 years of partnership with the state of Kansas. Legislators should tell the out-of-state grocery and convenience stores to stick to selling bread and butter; leave the sale of liquor products to those who agree to abide by the state's strict policies in regard to sales of adult-only products.

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For additional information, including a copy of the poll referenced in this media advisory, please contact Whitney Damron.

For more information on how this legislation will impact Kansas retail liquor dealers, please contact Whitney Damron or any member of the Kansas Association for Responsible Liquor Laws, Inc. Please refer to the list of members included with this transmittal.

For more information on the challenges faced by rural grocery stores and related issues, please see: [www.ruralgrocery.org](http://www.ruralgrocery.org)

Attachment: KARLL Membership Roster

**Kansas Association for  
Responsible Liquor Laws, Inc.  
(KARLL)**

Membership Roster by City

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**HAVEN**

All Sports Liquor  
Ty Miller  
(620) 465-2263

**HAYS**

Kaiser Liquor  
Randy Kaiser  
(785) 628-2161  
[rkaiser62@yahoo.com](mailto:rkaiser62@yahoo.com)

**HUTCHINSON**

DJ Liquor  
Mike Dick  
(620) 665-7483  
[mjdick10@cox.net](mailto:mjdick10@cox.net)

Egbert Liquor  
Roy Egbert  
(620) 662-4533  
[kingpin4@cox.net](mailto:kingpin4@cox.net)

Knipe Liquor  
Stanley's Liquor  
Ty Miller  
(620) 474-4111  
[tmiller@team-employment.com](mailto:tmiller@team-employment.com)

**KANSAS CITY**

Rogers Liquor  
Lance Vogel  
(913) 371-7372  
[rliquors@kc.rr.com](mailto:rliquors@kc.rr.com)

Village West Liquors  
Manu Rattan  
(913) 721-5288  
[manu@villagewestliquors.com](mailto:manu@villagewestliquors.com)

**LAWRENCE**

On The Rocks  
Jennie Storm  
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**LEAWOOD**

Ranchmart Wine & Spirits  
Walter Bethay  
(913) 381-9463  
[ranchmartwine@gmail.com](mailto:ranchmartwine@gmail.com)

**LENEXA**

Valley Wine & Spirits  
Leon Roberts  
(913) 393-3232  
[oldcat7@yahoo.com](mailto:oldcat7@yahoo.com)

**MANHATTAN**

The Fridge Wholesale Liquor  
Kevin Neitzel  
(785) 539-5052  
[kevinneitzel@hotmail.com](mailto:kevinneitzel@hotmail.com)

**MISSION**

Tipsy's Wine & Spirits  
Kelly Jennings  
(913) 371-7372  
[brownbagliq@sbcglobal.net](mailto:brownbagliq@sbcglobal.net)

KARLL Membership List (Continued)

**OLATHE**

Brown Bag Liquor  
Steve Nelson  
(913) 205-2277  
[steve@brownbagliquor.com](mailto:steve@brownbagliquor.com)

Metcalf Discount Liquor  
Brad Faust  
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Top Cellars Wine & Spirits  
Sue Flanery  
(913) 707-1183  
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**OVERLAND PARK**

Lukas Liquor Super Store  
Harry Lukas  
(913) 450-8030  
[boozebiz@aol.com](mailto:boozebiz@aol.com)

MDL Wine & Spirits  
Steve Faust  
(913) 558-7647  
[sfaust@mdlwineandspirits.com](mailto:sfaust@mdlwineandspirits.com)

**PITTSBURG**

Pairrott Head  
Richard Pyle  
(620) 231-2309  
[rapcol@cox.net](mailto:rapcol@cox.net)

**SALINA**

Brooks Liquor  
Bret Birdsong  
(785) 827-0975  
[bret@brookслиquor.kscoxmail.com](mailto:bret@brookслиquor.kscoxmail.com)

**SHAWNEE**

Missie's Discount Liquors  
Missie Scott  
(913) 962-4893  
[missiesdiscountliquors@gmail.com](mailto:missiesdiscountliquors@gmail.com)

**TOPEKA**

Devlin's Wine & Spirits  
Clayton Devlin  
(785) 221-6700  
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Vern's Retail Liquor  
Aaron Rosenow  
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**WICHITA**

ABC Liquor  
Rick Daugherty/Jason Webster/Neil Edwards  
(316) 304-2262 – Rick  
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(316) 706-1410 – Neil  
[richardcjd@aol.com](mailto:richardcjd@aol.com)  
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