



## Corporate Office

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Dear Chairman Kleeb and Honorable Members of the Commerce Committee,

I own 2 liquor stores in Missouri and 10 convenience stores in Missouri, each which carries beer, wine, and spirits. I also own 1 convenience store in Kansas, but we discontinued our cereal malt beverage license because the product doesn't move.

In Missouri, one of my convenience stores sits next to one of my liquor stores. Both do well ... yes, a well-stocked liquor store and a well-stocked convenience store with alcohol next to each other and they both are profitable.

What happens when you don't restrict who can sell alcoholic beverages?

It's not the "sky is falling" scenario the liquor store owners and their lobbyists will try and sell you today.

I can attest to the reality. Liquor stores can and do co-exist in the market when they're competing against convenience and grocery stores.

As legislators, your job is to craft responsible legislation that protects Kansans without stifling business. It's to foster growth and increase tax revenues, not restrict expansion and development.

That's why HB 2206 is so important.

My partner and I have owned convenience and liquor stores since 1990. When determining our expansion, we're consistently selecting Missouri based sites in the metro area.

Why? Because we are selling 25% more in our Missouri stores because there are no restrictions on alcohol sales. We're not selling 25% more because we're selling to minors as the liquor lobbyists will try and lead you to believe.

We're responsible vendors of a legal product and people are purchasing it from our stores. Many are Kansans.

Would I like to sell in Kansas and expand in Kansas? Absolutely. Kansas is my home state. But until this body of government modernizes our laws to give Kansas an equal playing field, myself along with other investors like me, will continue to expand on the Missouri side, draining Kansas tax dollars from our state's revenue pool.

The time is right. Pass HB 2206 this session.

Respectfully,

Marty Klenda  
Co-owner, Fast Stop Convenience Stores