

BEFORE PASSAGE OF HB 2200



MDL Wine & Spirits

8850 W. 95th Street

Overland Park, KS 66212

Owner – Steve Faust

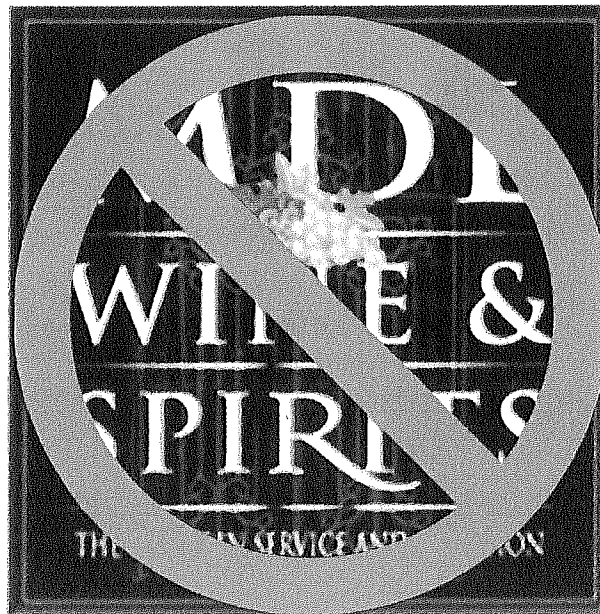
23,991 sq. ft.

Opened September 2009

Initial Investment \$2,000,000.00

- **23 Employees**
- **\$420,139 Annual Payroll**
- **\$40,971 Annual Payroll Taxes**
- **\$49,536 Annual Property Taxes**
- **\$245,388 Rent Paid to Local Property Owner**
- **\$31,463 Local Supply Purchases**
- **\$19,231 Local Repairs and Maintenance**
- **\$21,225 Local Accounting and Legal Representation**

AFTER PASSAGE OF HB 2200



MDL Wine & Spirits

8850 W. 95th Street

Overland Park, KS 66212

CLOSED

Owner – Steve Faust - UNEMPLOYED

- **0 Employees**
- **\$0 Annual Payroll**
- **\$0 Annual Payroll Taxes**
- **\$0 Annual Property Taxes**
- **\$0 Rent Paid to Local Property Owner**
- **\$0 Local Supply Purchases**
- **\$0 Local Repairs and Maintenance**
- **\$0 Local Accounting and Legal Representation**

BEFORE PASSAGE OF HB 2200



Metcalf Discount Liquor

7225 W. 91st Street

Overland Park, KS 66212

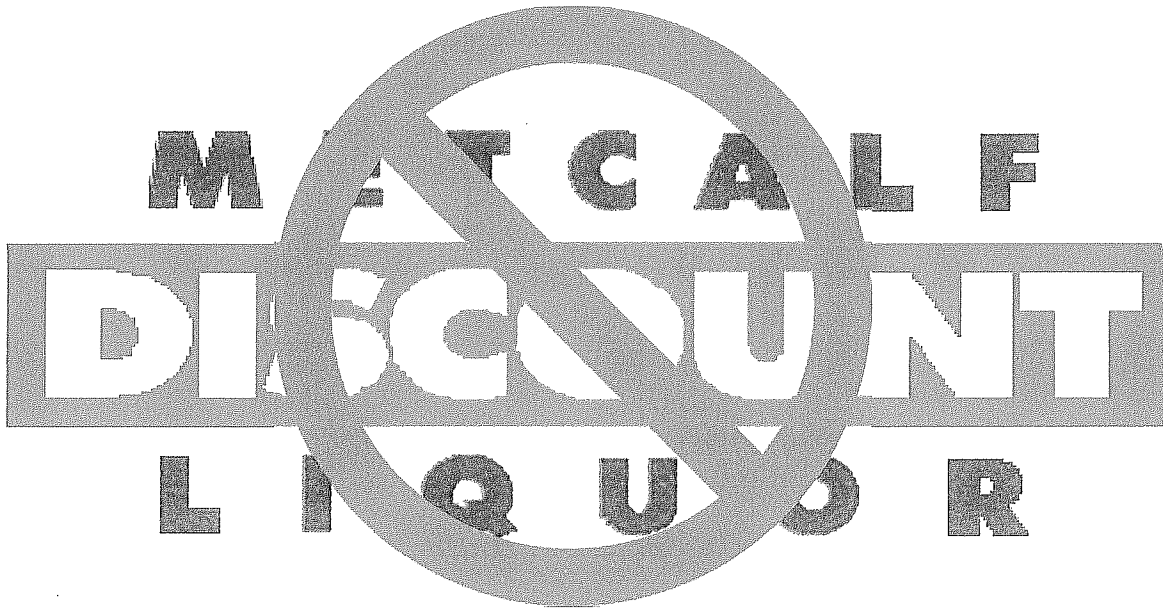
Owner: Fred Faust

Opened February 2003

Initial Investment \$950,000.00

- **12 Employees**
- **\$167,742 Annual Payroll**
- **\$18,209 Annual Payroll Taxes**
- **\$17,916 Annual Property Taxes**
- **\$13,605 Local Supply Purchases**
- **\$9,783 Local Repairs and Maintenance**
- **\$15,593 Local Accounting and Legal Representation**

AFTER PASSAGE OF HB 2200



Metcalfe Discount Liquor

Owner: Fred Faust – Unemployed

Initial Investment \$1,000,000.00 – LOST

Opened February 2003 – Closed July 2018

- **0 Employees**
- **\$0 Annual Payroll**
- **\$0 Annual Payroll Taxes**
- **\$0 Annual Property Taxes**
- **\$0 Rent Paid to Local Property Owner**
- **\$0 Local Supply Purchases**
- **\$0 Local Repairs and Maintenance**
- **\$0 Local Accounting and Legal Representation**

BEFORE PASSAGE OF HB 2200



Metcalf Discount Liquor

13510 S. Alden

Olathe, KS 66062

Owners: Brad Faust and Jackie Faust

Opened October 2004

Initial Investment \$1,100,000.00

- **13 Employees**
- **\$248,295 Annual Payroll**
- **\$23,715 Annual Payroll Taxes**
- **\$246,000 Rent Paid to Local Property Owner**
- **\$52,020 Annual Property Taxes**
- **\$20,078 Local Supply Purchases**
- **\$6,067 Local Repairs and Maintenance**
- **\$12,328 Local Accounting and Legal Representation**

AFTER PASSAGE OF HB 2200



Metcalf Discount Liquor

Owners: Jackie Faust and Brad Faust

- **6 Employees**
- **\$115,000 Annual Payroll**
- **\$11,500 Annual Payroll Taxes**
- **\$52,000 Annual Property Taxes**
- **\$15,000 Local Supply Purchases**
- **\$6,067 Local Repairs and Maintenance**
- **\$12,328 Local Accounting and Legal Representation**

BEFORE PASSAGE OF HB 2200



Metcalf Discount Liquor

6882 W. 135th Street

Overland Park, KS 66223

Owners: Mary Jane Faust Trust, Kristen Faust

Opened October 1999

Initial Investment \$1,000,000.00

- **12 Employees**
- **\$182,552 Annual Payroll**
- **\$16,387 Annual Payroll Taxes**
- **\$31,209 Annual Property Taxes**
- **\$11,922 Local Supply Purchases**
- **\$19,982 Local Repairs and Maintenance**
- **\$15,126 Local Accounting and Legal Representation**

AFTER PASSAGE OF HB 2200



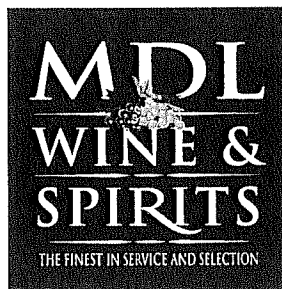
Metcalf Discount Liquor

Owners: Mary Jane Faust Trust, Kristen Faust – Unemployed

Initial Investment \$1,000,000.00 – LOST

Opened October 1999 – Closed July 2018

- **0 Employees**
- **\$0 Annual Payroll**
- **\$0 Annual Payroll Taxes**
- **\$0 Annual Property Taxes**
- **\$0 Rent Paid to Local Property Owner**
- **\$0 Local Supply Purchases**
- **\$0 Local Repairs and Maintenance**
- **\$0 Local Accounting and Legal Representation**



Chairman Hutton and members of the committee I would like to thank you for the opportunity to speak today.

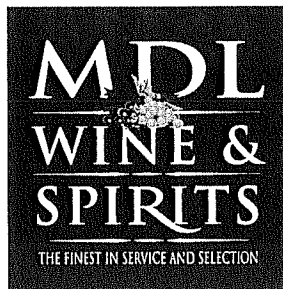
My name is Steve Faust and I have been a retail liquor store owner in Johnson County since 1990. I am here today to speak in opposition to the latest version of Uncork Kansas legislation and its potential impact on Kansas retailers and their families. I am not only representing myself, but also my wife, brother, sister-in-law and my father as we are all retailers in Kansas. We feel that Uncork Kansas legislation would destroy our businesses, business investments, savings, and futures simply to benefit the bottom line of out-of-state multi-billion dollar retailers like Wal-Mart, Hy-Vee, Kroger/Dillons and Quik-Trip.

In 2009, I opened a new store, MDL Wine and Spirits next to a Hy-Vee superstore in central Overland Park. I secured financing through a local banker familiar with my business and invested my life savings, pledged all my business and personal assets and guaranteed a 10 year lease on a 23,000 sq. ft. space. When I made the life changing decision to make an investment of over \$2 million dollars, I gave significant consideration and weight to the existing state law that limits the sale of liquor, wine and strong beer to retail liquor stores only. By doing so, I was acting in reliance of Kansas liquor laws that date back to 1948. I NEVER would have made that decision knowing that five years after opening, I would not only be competing with Hy-Vee, but a CVS, Walgreens, 7-Eleven and Phillips 66, all located at my intersection.

While Uncork Kansas likes to portray their latest bill as a compromise and offers a "soft landing" for existing retailers, nothing could be further from the truth. On the surface, the 3 year phase-in may seem like a compromise from their previous stance, but the reality is beginning in July 2018 Uncork Kansas members will seek out the worst operated and least profitable retail stores in their respective counties to solicit a sale. After securing a license for the lowest price they will transfer that license to their location and immediately begin competing with the best retailers who invested the most money, took the biggest risk and made the smart decision to place their store next to the big box or grocery store because it made economic sense based on current Kansas liquor laws. While I can't speak for all 754 retailers statewide, I can say with all certainty that since I still have 5 1/2 years of debt to service, I will be unable to compete with Hy-Vee. I feel that passage of HB2200 in its current or

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a modified version would be a betrayal of the business partnership I made with Kansas and would be grossly unfair.

I'm sure most if not all Kansas retailers realize that you were elected to represent all Kansans and make tough decisions that are in the overall best interest of Kansas. While we would be personally disappointed and financially devastated if Uncork Kansas proposed legislation were enacted, we could understand the decision if it was going to create 1000's of new jobs and generate 10's of millions of new revenue for the state, but that just isn't the case. In fact, it's just the opposite. Industry experts estimate that under the proponents plan roughly 70% of all retail transactions for off-premise consumption will be done by corporate chains. This means that today, 100% of all profits generated under the current system are earned by Kansas small business owners and reinvested in the Kansas economy. Kansas liquor retailers employ over 3500 people statewide, use local bankers, accountants, lawyers, service and supply companies and live and pay taxes in their community. Under the proponents plan, 70% of those profits would be diverted to their corporate offices to be distributed to their shareholders with no resulting economic benefit for Kansas.

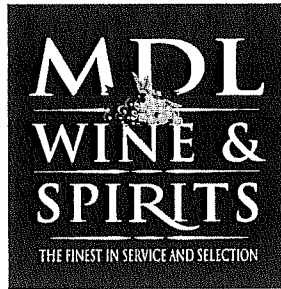
Last session, you, the legislators of Kansas made the decision to dramatically change tax policy to create a business climate that would result in the creation of new small businesses and job growth, the kind of businesses and jobs that we provide. While the jury is still out on how these policies will work, Governor Brownback addressed the resulting revenue shortages and his desire to not change course during his State of the State address and I would like to quote a passage from his speech. Quoting the Governor, "Kansans know the importance of a promise, whether to friends, family or a business". Well, Kansas made a promise, to Kansas families that invested hundreds of millions of dollars in private equity in this industry, a promise that I counted on. My question to you, members of the committee, is "Can I count on that promise, or am I and my business somehow worth less than other Kansans and their businesses"?

Like all retailers in the State, my family made decisions about the size of our stores and locations based on the laws that have been in effect for over 60 years. The fact is, if HB2200 is passed, every business decision I have ever made concerning every aspect of my business will have been wrong and leave me out of business and bankrupt.

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I feel it is the responsibility of this committee and the entire legislature to ensure that if and when there is change to the economic model for the sale of adult beverages that you take into consideration the concerns I have raised. If you are a supporter of Uncork Kansas, I expect you to require them to come forward with a plan that includes a long and fair transition period with reasonable protections included for the hundreds of families whose financial existence depends on this industry. HB2200 does not come close to meeting those criteria.

In closing, I would ask that you review the information packet that I submitted with my testimony. In it you will find all relevant data concerning my family's stores, including our number of employees, annual wages paid, payroll taxes, property taxes, and expenses for supplies, repairs, and accounting/legal, all of which is spent with local service providers. After reviewing this info I think you will start to understand the magnitude of the negative impact HB2200 will have on our state and local businesses. I strongly urge you to vote no on any legislation introduced by Uncork Kansas.

Thank you,

A handwritten signature in black ink, appearing to read 'Steven F. Faust', is positioned above the printed name.

Steven F. Faust
MDL Wine & Spirits

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8850 W. 95TH STREET
OVERLAND PARK, KANSAS 66212

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Fred W. Faust
15549 S. Blackfeather Street
Olathe, Kansas 66062
February 4, 2015

To: Honorable House Members

Subject: HB2200

My name is Fred W. Faust. I would like to present to you in this letter my opposition to the above house bill HB2200.

I own a liquor store in Overland Park, Kansas. I have lived in Kansas for over 38 years.

My career was in the pharmaceutical business working for Marion Laboratories under Mr. Ewing Kaufman as Vice President. I went to college, work hard in every job I had and was very successful in my career at Marion. I learned many things from Mr. Kaufman about life such as to treat others as you want to be treated, share the success of the company with the employees and take care of the customers.

In 1989 the company was sold to Dow Chemical company. After working for Dow for two years I felt that this large company did not share the values that Mr. Kaufman had instilled in me and the other employees. As a result I left the company in 1993 and invested my life savings to open a retail liquor business in Kansas. I did so based on the liquor laws in effect since 1948.

My store has been successful and I have been able to maintain a living for several years. I am now 75 years old and a few large companies who don't care about the well being of small retailers are now threatening my financial being. My company, as well as many other small liquor retailers, has provided outstanding customer service to our customers and provided well paying jobs in a good working environment to many Kansas residents. I provide salaries above what Walmart and other big box stores pay their employees. I provide them with insurance plans and other benefits.

If you and your fellow legislators allow this bill to be passed my retail store will not be able to compete with Walmart, Dillon/Kroger, HyVee, QuickTrip and other large stores. Walmart will destroy the small

family owned retail liquor stores, just as they have other retail businesses throughout the country.

For the first time in my life I will have failed through no fault of my own. I will lose everything I have worked for all these years and will go bankrupt.

Please considerate the true pros and cons of this bill as you ponder your decision on whether or not to support this bill.

First of all, the negatives include the following:

1. It will destroy a very effective liquor distribution system that has worked well in Kansas for over 67 years and minimized the negative effects of alcohol sales.
2. Most of the small family owned retail liquor stores would be driven out of business leaving those families devastated financially.
3. It has provided the liquor customers in Kansas with a large variety of products including a large selection of high quality wines, liquor and micro beers. Grocery stores and big box stores only have a small section of their store allocated to alcohol and only offer the customer a small variety of products. For example, distributors now offer a over 20 different flavors of vodka, of which a big box store would only carry one or two. Kansas customers would be subjected to a limited selection and have to drive out of their shopping area to find these products.
4. This bill is a negative for the Kansas liquor distributors who will have to deliver products to thousands of outlets instead of the current 750 or so small retail liquor stores. This will add cost to the product delivery system due to the need for the distributors to add additional trucks, drivers, insurance and other associated costs.
5. It will put many employees out of work as many stores go out of business. These large box stores will not hire additional employees as the extra workload will be distributed over the work force they already have.
6. This bill will result in vacancies in shopping centers as these liquor stores close their doors. These owners will be obligated to fulfill lease contracts, and in many cases will be forced into bankruptcy, leaving the landlords with loss of income.

7. It does not increase the total volume of liquor sales in the state. It only redistributes the current volume among additional outlets resulting in no tax benefit to the state.

NOW LET'S CONSIDER THE BENEFITS OF THIS BILL:

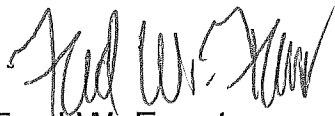
1. First of all, the bill was written and submitted by Uncork Kansas for the sole benefit of providing additional sales and profits to the Uncork Kansas members. The headquarters for these large corporations are not in Kansas. They do not spend their profits in Kansas supporting other businesses, but take it back to other states and distribute to their stockholders.
2. The only other argument I have heard from those favoring this bill is that it supports a free market system. I guess their philosophy is to let the giants destroy the small businessmen. I believe in the free enterprise system but only if the playing field is level. Allowing Walmart to destroy small retailers is not what I believe the free enterprise system promotes. Passing legislation to wipe out small retailers, financially destroying them with debt and real estate obligations, should not be an action of Kansas government.

I ask you as a representative of Kansans to imagine yourself in the shoes of a small retailer in Kansas who has made every business decision based upon laws that have been in existence for over 60 years. Wearing those shoes, consider that you are now threatened by potential legislation that was written and submitted by a group of large corporations who are not interested in improving Kansas or helping the people of Kansas. Please ask yourself, "How would I want my representative to vote on this bill that offers no real benefit to Kansas or its citizens?"

I urge you to protect your citizens and not the large corporations by not moving forward on this piece of legislation.

Thank you for your consideration.

Sincerely,



Fred W. Faust

Dear Representative,

I am Jackie Faust. I am a lifelong Kansas resident and along with my husband, I have owned retail liquor stores in Kansas since 1990. I am writing to express my opposition to HB 2200.

Here we go again. We've seen the same thing year after year. The corporate giants behind Uncork Kansas want us, Kansas Retail Liquor Store Owners, to go out of business, forcing us to change our lifelong careers so that they, the out-of-state multi-billion dollar retailers, can increase their bottom line. After years of proposing essentially the same bill, they have yet to propose anything close to a solution that wouldn't wipe out hundreds of small business owners, their families and their employees.

My husband, Steve, and I opened our first retail liquor store in Leawood in 1990. Young and newly married, we were motivated to provide a good income for ourselves as we began a family. At that time, I was a computer programmer for PARS/Worldspan. I worked the store on evenings and weekends.

My career progressed over the next 20 years, as did our family. By 2009, we had three children in high school and I had moved my way up the Information Technology ladder to an IT Program Manager Position with Zurich Insurance, with a salary and benefits well over \$100,000. Our liquor store business was growing as well, and we were on the brink of opening a new store. Three months before our store's grand opening, I was shocked to learn that my job, along with 300 others at Zurich, was outsourced to India. I received a minimal severance package.

Although I had lost a great job through no fault of my own, we tried to look at this in a positive light. We decided that I would devote my time and skills to our liquor store business and to spend more time with our three high school boys.

We opened MDL Wine & Spirits in September of 2009 in a redeveloping area in Overland Park. The location was chosen based on the knowledge that Hy-Vee was planning to open a big new-concept store across the street. Based on the Kansas laws that have been in effect since 1948, the best strategy is to open a liquor store as close as possible to a grocery store. This provides the greatest convenience to the consumer. There was no threat at that time of those laws changing. We pledged all of our assets to the 10 year loan and the 10 year real estate lease. In addition, I invested my severance package and my 401K into the store, incurring large penalties and tax burdens. We were, and still are, "all in".

Our store is a success. We have a large and constantly growing customer base, and we hear constant positive feedback about our beautiful store, friendly and knowledgeable staff, great prices, selection and tasting events. We are paying the debt load as scheduled.

If HB 2200 is passed as written, success will be short-lived. Hy-Vee will open a liquor store across the street from our store and will immediately take 50% of our business. Revenue will not be enough to pay the bills.

If you and your peers vote to pass this bill, within the next three years...

We will be forced to close MDL Wine & Spirits.

We will let go of 23 valued employees.

We will file bankruptcy.

We will default on the balance of a \$1.3 million loan to our local bank, Freedom Bank.

We will default on a 10-year real estate lease to a local developer.

My husband and I will be unemployed and forced into the job market close to retirement age.

Our three sons will take on student loan debt to finish college.

My family will be financially and emotionally devastated.

If you and your peers vote to kill this bill...

My husband and I, along with over 700 other retail liquor store owners, will still support our families with hard-earned small business profits, will still be paying taxes in Kansas and will still be spending our profits in Kansas.

We will still provide jobs, great working environments and insurance benefits to our employees.

Kansas consumers will still be able to purchase beer, wine and spirits in convenient locations with large selections and competitive prices.

The world's largest corporations behind Uncork Kansas will still be in business and will still be exporting their tremendous profits out of Kansas to their home states.

This is the story behind only one store. There are over 700 other stores in Kansas with their own stories. Many of them will have the same ending. Stores out of business, real estate leases defaulted on, business loans defaulted on, employees out of work, families devastated. More money being shipped out of Kansas.

But billion dollar corporations including Walmart, Hy-Vee, Kroger/Dillons and Quik Trip will make a little more money.

As a legislator voted in to represent the people of Kansas, you have to ask yourself,
"Is it worth it?"

Sincerely,
Jackie Faust
14527 Beverly St.
Overland Park, KS 66223

Bradley R. Faust
Metcalf Discount Liquor
13510 S. Alden Street
Olathe, KS 66062
W: (913) 780-4420
C: (913) 484-6352
bfaust4420@yahoo.com

February 4, 2015

Subject: HB2200

Dear Members of the Economic Development and Commerce Committee:

My name is Brad Faust. I would like to tell you why I oppose house bill HB2200.

I own a liquor store in Olathe, KS. My wife owns a liquor store in Overland Park, KS. I have lived in Kansas my entire life.

After high school, I began working for a corporation in the Kansas City area, CompUSA. I learned the business management skills to progress in that corporation until holding my last position as Purchasing Manager in 1994. During this time period, my brother opened Faust Wine and Spirits in August of 1990. My sister-in-law and father opened Metcalf Discount Liquor in 1994. After seeing the success of these stores, I decided to use the business skills that I had gained at CompUSA and apply them to opening a business in Kansas.

In 1996, I opened Metcalf Discount Liquor in Olathe, KS. To open my first store, I approached my uncle for a loan and paid back that loan over the next 8 years at a 12% interest rate. As you can tell, I put my future on the line to build this business. I worked hard, and my family and I made sacrifices throughout these years to build a successful retail business in the state of Kansas.

My wife and mother opened a store in 1999 by Hen House in Overland Park, KS (135th & Nall). Also, as Olathe began to grow, a Wal-Mart was built at the intersection of 135th & Blackbob. In 2004 I decided it was time to expand and we moved to our new store location in front of that Wal-Mart.

My family and I made life altering decisions to open these stores with full consideration given to the existing Kansas laws that limit the sale of liquor, wine and strong beer to retail liquor stores. We acted in reliance to those laws when we made the decision to invest our savings and pledge our personal assets to lenders and landlords. We made decisions about store location (next to Hen House and Wal-Mart), size, layout and product mix based on these laws.

We run a good business. We care about our employees and their families. We provide good wages and health insurance for our employees. We care and support our communities that our stores are in. We use local bankers, real estate agencies, vendors and accountants.

We strongly enforce underage drinking laws, participating with local law enforcement to make sure we are adhering to those laws by allowing them access to our stores at any time. They have worked behind our counters to assure that underage drinkers do not participate in any unlawful activity. We run our liquor stores based on the safe and responsible distribution of liquor to adults. Based on our life experiences, and as parents of two teenage children, that is more important than the bottom line. Our focus is entirely different than that of the large corporations.

The passing of HB2200 would harm our family personally. Everything we have invested and worked for will be decimated. Our children will have an uncertain future; college plans for them will be altered. We have taught them that if you work hard and follow the rules, you can have success in your life. You will be taking that lesson away from them. Having built my career based on investing in Kansas and building a successful retail establishment, I will be reduced to an hourly wage employee.

The passing of HB2200 would harm the state of Kansas. This bill was written and is being submitted by Uncork for the benefit of Uncork members. The headquarters for these big box stores are not in Kansas but in other states. They do not spend their profits in Kansas. This bill will leave vacancies in shopping centers, cause many Kansas workers to lose their jobs, as well as take money that is reinvested in local communities out of state.

We strongly urge you to vote no on HB2200 introduced by Uncork Kansas.

Regards,

A handwritten signature in black ink, appearing to read "B Faust", with a stylized, cursive script.

Bradley R. Faust

Owner

Metcalf Discount Liquor

February 6, 2015

Dear Representative,

My name is Sarah Hickox and I am the retail manager of MDL Wine & Spirits at 8850 W. 95th St in Overland Park, KS. I am 35 years old and a lifetime resident of the state of Kansas. I have been employed with Metcalf Discount Liquor going on 9 years. I began my employment with Metcalf Discount Liquor as a part time employee, a second job, and over the last nine years it went from being an chance for a extra income into an opportunity to make a career move into management.

One if the main reasons I have enjoyed working for Metcalf Discount Liquor is that is a small family owned business ran and operated by Kansas residents. During my time while working for Metcalf Discount Liquor I returned to Johnson County Community College and received my Certificate in Baking & Pastry, with the hopes of owning my own business one day. Two and a half ago, I was made store manager and the opportunity to learn how to run a business. I am thankful everyday for the opportunities I have been given by working for the Faust Family.

I have read the purposed HB2200 and I have no doubt that if HB2200 would pass that it would either put my store out of business or cause cutbacks that could lead to loss of jobs for the employees at my store and also my own. This bill and the changes to the Kansas Liquor Laws are largely in favor of chain grocery stores and big box stores. As it is now, every liquor store in Kansas is owned and operated by a Kansas resident. If HB2200 passes not only mine, but thousands of Kansas livelihood is in danger. I plead to you to vote NO on HB2200.

Thank you,

Sarah Hickox

8138 Mackey

Overland Park, Ks 66204

Dear Representative,

My name is Geoff Makin and I am a Manager at MDL Wine & Spirits located at 8850 W. 95th St. in Overland Park, Kansas. I have lived in Kansas my entire life. I graduated high school from Shawnee Mission South in Overland Park and from Kansas State University in Manhattan in 2000. I have been a loyal Kansan since day 1 and it pains me to hear that issues like this are even being brought up to the State of Kansas for debate. In a time where the job force should be expanded not depleted, passing HB2200 would definitely lead to the loss of jobs, particularly mine. I chose to remain at MDL for the past nine years because it is a family run business. Too much of today's society is based on a global corporate structure and the passing of HB2200 will send dollars that would normally be recycled back into the community to corporate headquarters not based in Kansas. Please remember Kansas is supported by its citizens/voters not by corporate bigwigs. I urge you to vote NO on HB2200 and help Kansas support local business in a local economy.

Sincerely,

Geoff Makin

Dear Representative,

My name is Amanda Jones and I am a shift supervisor at MDL Wine & Spirits located at 8850 W. 95th Street in Overland Park, Kansas. I have had the pleasure of working for this family owned business for nearly a year. I moved to the Kansas area in January 2014 and began employment with MDL in March.

I came here desiring a break from large corporations as I had formerly worked in the hotel and hospitality industry for a number of years. I found that much needed reprieve with my team at MDL. Our family is huge on building product knowledge, relationships – both in house and with our guests, skill development, and offering a flexible and fun environment each and every day. It is truly wonderful to build relationships with our Kansas community – be it through our in house tastings which bring in hundreds of our local residents or just daily interactions with our loyal customers. Those were the best parts of the hotel industry and I am grateful to get the opportunity to develop these relationships in a new field. Asking guests how a spouse is, how a vacation was, or how they liked a wine we recommended, greeting them by name upon arrival – those are luxuries we can offer our clientele because we are a locally owned and operated business.

Many of our team may have other jobs, but being a family owned and operated business allows us that privilege. The Faust family afford us the flexible scheduling and above average pay that make working for this local company an ideal situation for our college aged team mates to those that are retirees and everyone in between. For the welfare of myself, our team, and our loyal guests I would ask you to vote no on HB2200. Please help your local mom and pop stores stay alive, vote no.

Regards,

Amanda Jones
MDL Wine & Spirits

February 4, 2015

RE: HB2200

Dear Representative,

I wanted to take this opportunity to address you regarding HB2200 "Uncork Kansas". I have wanted to express my opinion of opposition on this bill.

My father, Jim Pitts and his wife Elsie, opened the first liquor store in Lindsborg, KS on Dec 31, 2002. My father was nearing retirement at the time and needed to find a source of income for his retirement years. He and Elsie opened Swedes Liquors and the business was a SUCCESS! It would not have been a success if the local grocer was able to sell wine & spirits. This is not the only success story in rural Kansas. There are not many opportunities as it is for people to start small business in rural Kansas in today's economy.

I myself for over the past year have had the opportunity and pleasure to work for MDL Wine and Spirits located at 8850 W 95th Street in Overland Park, KS. I am a mother of 4 children (14, 12, 11 and 9 years of age); my husband and I are both employees in the public sector who rely on the Kansas and Missouri legislatures to determine whether we will get a cost of living wage increase or a raise. Since we have not received either, I have had to find employment outside of my fulltime job to make ends meet. I chose MDL due to the fact that it is a family owned business that I know would be willing to give me a set schedule. A set schedule was critical if this was going to work for me and my family. The big box stores and grocery stores would have an ever changing schedule and that simply was not an option for me and my busy family. Working for MDL for the past 14 months has provided me the opportunity to keep up with the increased costs of foods and utilities. If this bill was to be passed it is likely that my 2nd job would be eliminated.

Small businesses are the backbone of our economy. MDL Wine and Spirits has been providing jobs for our community for over 5 years now. Currently I am working with associates who have been promoted to higher paying jobs within MDL. I am working with young adults who are paying for their higher education while working both full and part time at MDL. I am working with parents of young children who are needing additional income so that one parent can stay home full time with their child(ren). I am working with retired associates who are working at MDL to supplement their retirement or to stay active. We are a family just like any other family. We look ut for each other in time of need. We come together in a time of need. And most importantly we want each other and the owners of MDL to succeed.

I urge to vote NO for HB 2200 "Uncork Kansas. Let me know if you need any further information.

Sincerely,

Kimberly D Schultz
7614 W 95th Terrace
Overland Park, KS 66212
(816)820-8250

February 4th, 2015

Greetings!

I truly enjoy my part time position at MDL, 8850 W. 95th St. Overland Park, KS. We have a friendly family here of people looking for a little bit of extra money and a job to keep them involved. I have left my larger, more corporate positions, to work in a very cool store.

I ALWAYS choose to support local business and this issue will affect me directly. I graduated from KU and have only worked for local, family owned businesses since then.

We can sell the wine and the grocery stores can sell groceries.

I like Mom and Pop. Please vote no for HB2200.

Amy Graves

Dear Representative,

My name is Darrell Jarman and I work for MDL Wine & Spirits at 8850 W 95th St in Overland Park, KS. I am a 67 year old Kansas resident and am retired. Like many retired people I have the need for additional income. I have worked on a part-time basis with MDL for almost three years.

I like the work environment, the people contact with regular customers, and working with a family owned business. I feel strongly that if HB2200 is passed it will impact MDL in a negative way. Possibly forcing them to close their doors, cause a serious cutback or loss of employment for my position.

Please vote no on my behalf regarding HB2200.

Sincerely,

Darrell Jarman

February 6, 2015

Dear Representative,

My name is Nick Gorman, a life time Kansas resident, and I am employed by MDL Wine & Spirits located at 8850 W. 95th St. in Overland Park, KS. I have been employed by this family business for 10 years. I work on the Wholesale side of the business, meaning I deliver liquor to Bars & Restaurants in the Johnson County area. I really enjoy what I do. I take pride in the quality of customer service that we provide to the accounts we service.

If HB2200 is passed, it could cause cut backs to me and my fellow coworkers and possibly the loss of our jobs.

I strongly believe that Alcohol should be sold separately as it is now. Extending the sale of Alcohol is not in the best interest of the state of Kansas or the future of children. I encourage you to VOTE NO on HB2200

Sincerely,

Nick Gorman

February 6, 2015

Dear Kansas State Legislator,

The purpose of this correspondence is to urge you to vote NO on HB2200, as it relates to the allowance of selling of wine, liquor, and “strong beer” in retail grocery stores.

My name is Victor Hernandez, and I am employed by Metcalf Discount Liquor (MDL) located at 8850 West 95th Street in Overland Park, Kansas, and if HB2200 is allowed to become law, MDL and other liquor stores operating as small businesses will be devastated and many forced to close because of the associated ramifications. Mere competition should not be the crux of a justification for the passage of HB220, as most small business liquor stores cannot compete with large grocery and “box stores” with significant financial leveraging positions and substantial financial reserves and security.

It is also because of the financial positions of these large grocery and “box stores” in support of HB2200 that lawmakers must beware; the general public may perceive that with their strong financial positions, that large grocery and “box stores” can and will unfairly influence legislators to support passage of this legislation.

The argument to squelch HB2200 is simply to support small businesses, those private endeavors that have long been the backbone of the American Dream, and of American capitalism. In much recent political discourse, small businesses have been touted as the American effort necessary to protect and preserve for the health of the American economy; but HB2200 flies in the face of this meaningful dialogue, and to that end HB2200 must not be allowed to become law.

Regards,

Victor L. Hernandez

Dear Representative,

My name is Greg Brown and I work at MDL Wine and Spirits located at 8850 W. 95th St. in Overland Park, Kansas. I am a 30 year old, Kansas resident and a graduate of the University of Missouri-Kansas City. At the end of my college career I took a part time job at MDL; after graduation I started working full-time. I enjoy working for a small, family owned business where I can put my expertise as a home beer brewer to use by interacting with our customers. I do not feel like I would have the same opportunity to interact and talk directly to the public at a large, chain grocery store. I strongly feel that if HB2200 is passed it will lead to the loss of my employment. I encourage you to vote no on HB2200.

Sincerely,

Greg Brown

Dear Representative,

My name is Erin Jantz and I work for a business that would be greatly affected by HB2200, if it were to pass. I am writing to encourage you to vote no on this bill, as the bill has the ability to endanger the livelihood of thousands who are employed by small, family owned businesses- myself included. I began working for MDL Wine & Spirits at 8850 W 95th St. in Overland Park in March of 2012. I also work for a major U.S. Corporation, which has been known to move me from days to nights with very little notice. As someone who depends highly on both of my jobs, I have found myself scrambling to find ways to adjust my schedule in a matter of weeks when demanded. During these times I've applied for several other jobs, but the current state of our Economy has always made this difficult. During these times I did not want to have to quit my job at the store, because it is the first job I've had in a long time where I felt my work was appreciated. Thanks to my co-workers, a solution has always been found that allowed me to stay working at a place I love. I have been with my corporate job for 5 years and have yet to have the sense of family I do working for MDL. It is a blessing to finally be working for a company that appreciates its employees and doesn't treat them like another number. If HB2200 moves forward, you wouldn't just be causing small, family owned businesses to collapse, but you would be tearing families of co-workers apart. I strongly feel that HB2200 would jeopardize the future standing of my employment, should it pass. Again, I urge you to vote no on this bill. Please protect the small, family owned businesses in Kansas not just for myself, but for my co-workers and for all of those businesses who fear the passing of this bill.

Sincerely,

Erin Jantz

Dear Representative,

My name is Steven Allison and I am the assistant manager at MDL Wine & Spirits located at 8850 W. 95th St. in Overland Park, Kansas. I am 27 years old and have been a Kansas resident my entire life. I am currently going to school full time and working full time. I chose MDL because I have an interest in wine and thought it would be a good opportunity to learn more about it while finishing school. I also like the work environment of a small family owned business over the corporate atmosphere of the big box stores or chain grocery stores. I have no doubt that if HB2200 is passed it will either put my current employer out of business or cause cutbacks that will lead to my loss of employment and numerous others. I encourage you to vote NO on HB2200.

Sincerely,

Steven Allison

Dear Representative,

My name is Tyler Chenoweth and I work at MDL Wine & Spirits at 8850 W. 95th St. in Overland Park, Kansas. I am a resident of Kansas and took a part time job with the company to supplement my income while looking for full time work. After working for MDL for over a year now I have switched over to a full time position and now work in our Wholesale side of the business. While working here I have found that not only do I like the work and industry it's self but I also like the fun atmosphere and the fact that MDL Wine & Spirits is a small family owned business. Working in our wholesale division at MDL isn't just a job, it's how I support myself. I have no doubt that if HB2200 is passed it will either put my current employer out of business or cause cutbacks that would lead to my loss of employment. I encourage you to vote NO on HB2200.

Thank you for your time,

Tyler Chenoweth

Dear Representative,

My name is Dustin and I work at MDL Wine & Spirits located at 8850 W. 95th St. in Overland Park, Kansas. I work part-time at this location a few days a week. I work full time for a large retail corporation. One of the reasons I love working for MDL is because it's not a large corporation. This store is a part of the neighborhood, if HB2200 passes it will be detrimental to not only all the jobs lost but also to the areas in which each MDL runs their local business. I think you should ask yourself if letting big box retail grocery stores win this how is this any better. Are you going to continue to let them push everyone around? What happened to the American dream of owning your own business and or supporting small business in your community? The American thing to do is vote NO on HB2200 I don't want to see my fellow peers lose their jobs and see a small business owner lose everything he built from the ground up. I have no doubt that if HB2200 is passed it will either put my current employer out of business or cause cutbacks that will lead to my loss of employment. I encourage you to vote no on HB2200 and

Sincerely,

DUSTIN LURVEY

Dear Representative,

My name is Luke Physioc and I am a part-time supervisor at MDL Wine & Spirits located at 8850 W. 95th St. in Overland Park, Kansas. I am 34 and a Kansas resident who is currently working on my Master's in Social Work at the University of Kansas. I am a 10 year veteran of the US Army and the US Air Force and the US Army Reserve with four deployments overseas, including Iraq and Afghanistan. In 2013, I was still working on my Bachelor's of Arts and Science and paying for it with Tuition Assistance while I was still in the US Army Reserve. The US Government had their shutdown in 2013 which prevented me from receiving any money for school and I was really in a bind. Coincidentally, MDL is nearly located across the street from my house and I noticed they had a Help Wanted sign. That week I started working as a part time cashier.

MDL has been extremely flexible with my schedule, both when I was still in the Reserves and now that I am taking 16 hours a semester at KU. I also like working for a small family owned business with a lot of difficult to find product over the corporate atmosphere of the chain stores where the clerks may not have any interest in what they're selling.. I have no doubt that if HB2200 is passed it will either put my current employer out of business or cause cutbacks that will lead to my loss of employment. I encourage you to vote no on HB2200.

Sincerely,

Luke Physioc

February 9, 2015

Dear Representative,

My name is Melissa Hickox and I work at MDL Wind & Spirits located at 8850 W 95th St in Overland Park, Kansas. I am a 40 year old Kansas resident who has lived in north Overland Park my whole life and work for McCarthy Auto Group. Like many people today the cost for my health insurance premiums has sky rocked over the last couple of years. Due to the rising cost of these premiums I had no choice but to sign up on my company's high deductible health plan. I have always been a healthy person and thought this would not be problem. However, I did run into a health problem and now I am having to pay the \$2500.00 deductible. It was necessary for me to obtain a part-time job to pay for this deductible and make payments to my doctors. I chose MDL because I have lived in the area my whole life and I try to frequent and patronize locally owned business. I was able to obtain shifts that worked well with my full time job. I have no doubt this if HB220 is will either put my current employer out of business or cause cutbacks that will lead to my loss of employment. I encourage you to vote no on HB2200.

Sincerely,

Melissa Hickox

Dear Representative:

My name is Brian Lambert and I work at MDL Wine & Spirits located at 8850 W. 95th St, Overland Park, KS.

Previous to working at MDL I had been out of the work force for a number of years. MDL gave me the opportunity to ease back into the work place on a part time basis while looking for full time work. Since working at MDL I have been able to update my work skills and people skills. Also, I have made friendships within the company that will last for many years.

MDL is a small family owned business that has made a positive influence in my life. Unlike large corporations, MDL treats its workers like family. I have no doubt that if HB2200 is passed that it will have a negative impact on small businesses like MDL and benefit big box stores such as WalMart and large grocery chains such as Hy-Vee. Please vote no on HB2200.

Sincerely,

Brian Lambert

Dear Representative:

My name is Jay Johnson
I am 65 years of age.

I am a part time employee
of Metcalf Discount Liquor
7225 W. 91st St in Overland, PK.
KANSAS.

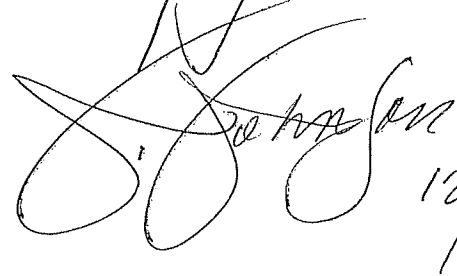
I've been employed with
MDL for 12 years... A very
good 12 years for part time
work. I've read the UNCORK

Ks. Bill... (HB2256) and
understand the effects that
it would have on Ks. Small
Liquor Businesses.

MDH is a staple in our community. part time work is for us who needs to supplement our income. And MDH stands at the top of the throne...

We have over a dozen employees part time that enjoy that pleasure. We are able to learn and help customers with their purchases. if this Bill passes would deprive us of that pleasure. and help, that we now enjoy. Consider our livelihood before passing this Bill.

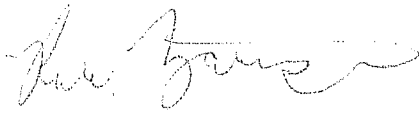
We have a Wonderful Business
that gives Back to the Community
Please allow this to Continue...
Thanking you In Advance.

 John
12/6/2015

Dear Representative,

I work at Metcalf Discount Liquor in Overland Park, Kansas. This is a small business that may be adversely affected by Kansas Bill HB 2256. I am a lifelong resident of Kansas. Please protect Kansas's small business owners and vote against "Uncork Kansas."

Sincerely,

 Robert Zinner

February 7, 2015

Dear Representative

My name is Caitlin Boswell and I work at Metcalf Discount Liquor located at 7225 W. 91st St in Overland Park, KS. I am a 26 year old, lifelong Kansas resident who is currently working towards their Associates in Graphic Design. Like many in my generation, I've had to take several detours on my path to success. As I'm sure you are well aware, we 'Millennials' have had to adapt to the current economic situation. As such, I've had to pick up a part-time job at MDL to help me get by while I continue my search for a full time job. One of the main reasons I've enjoyed working at MDL is that it is a small, family owned business, which provides a wonderful atmosphere to both shop and work.

I have read the proposed HB2256 and I have no doubt that if it passes it would negatively impact small businesses like the one I work for. Perhaps the '3.2 law' in Kansas is a bit outdated but I'm sure that there has to be some way to update Kansas liquor laws without damaging small businesses like MDL in the process. The bill and proposed changes to the Kansas liquor laws are largely in favor of chain grocery and big box stores. Currently, every liquor store in the state of Kansas is owned and operated by a Kansas resident. If HB2256 passes, my livelihood as well as thousands of other Kansans will be in danger. I plead that you vote NO on HB2256.

Sincerely,

A handwritten signature in black ink, appearing to read "Caitlin Boswell", written in a cursive style.

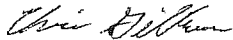
Caitlin Boswell

February 6, 2015

Dear Representative,

My name is Chris Gilkerson and I work at Metcalf Discount Liquor (MDL) located at 7225 West 91st Street in Overland Park, Kansas. I am 23 years old and have been a lifelong resident of Kansas. I have just graduated from the University of Kansas with a major in Finance and MDL is helping me get by as I search for a full-time job. I truly enjoy working with this small business which provides a wonderful atmosphere to both shop and work in. I hope you agree that the "Uncork Kansas" Bill (HB 2256) is bad for small businesses, like the one I work for. The "3.2 Law" may be outdated, but I am sure that there is a way to keep Kansas liquor laws up-to-date without damaging small businesses like MDL in the process. We need the government to protect the interest of individual business owners. I urge you to vote against HB 2256 and save small businesses by keeping Kansas small businesses strong.

Sincerely,

A handwritten signature in cursive script that reads "Chris Gilkerson".

Chris Gilkerson

February 4, 2015

Dear Representative Davis,

My name is Grant Aasmundstad and I live in the 15th District. I am writing to you regarding the proposed legislation that would change the Kansas liquor laws. I'm 64; my family and I moved to Olathe from Michigan in 1994 and have lived here ever since. I have worked at Metcalf Discount Liquor (MDL) at 7225 W. 91st Street, Overland Park, KS since 1999.

I originally started working at MDL in order to build a small wine cellar. Following retirement from my full time job in 2014, I continued to work for the Faust family on a part time basis. Aside from providing a little extra income to supplement my retirement, I have continued to work there because of my interest in wine and craft beers. I have also established a relationship with many of the customers I have met over the course of the last 16 years.

MDL is a small, independent business owned and operated by Kansas citizens. During the years I have worked at MDL I have seen it provide the opportunity for scores of people much younger than I to earn extra money to pay for college, save for down payments on homes, buy cars, pay off debts or simply provide a little extra income to get them through a rough patch.

As I'm sure you are aware, small businesses provide an economic multiplier effect to the communities in which they operate. Not only do they pay wages to their employees and taxes to the state and local governments, but these wages and taxes are in turn recycled back into the community. The proposed legislation to allow the sale of wine and spirits in grocery and convenience stores will result in dozens of small businesses closing their doors. This will not only hurt the owners, but also their employees.

As I see it, the main beneficiaries of the proposed changes to Kansas' liquor laws, are going to be businesses like QuikTrip, Costco, Hy-Vee and Walmart – convenience stores, chain groceries and big box stores whose headquarters are outside the state. The additional income these establishments will realize if this proposed legislation is passed will, for the most part, leave the community and the state.

I don't see how this proposed legislation is going to help the state of Kansas. I *can* see how it will hurt entrepreneurial Kansans and their employees while aiding large, out of state businesses who will "take the money and run." I urge you to vote against these proposed changes.

Respectfully,

A handwritten signature in cursive script that reads "Grant Aasmundstad". The ink is dark and the signature is fluid, with a long, sweeping underline.

Grant Aasmundstad, Olathe, KS

February 6, 2015

Hello,

My name is Megan Boudi and I work at Metcalf Discount Liquor (MDL) located at 7225 W. 91st St. in Overland Park, Kansas. I have been employed by MDL for approximately 4 months. Like many people my age, I've been forced to take several detours on my path to success. As I am sure you're well aware, we 'Millennials' have been forced to adapt to the current economic situation. As such, I've had to pick up a part-time job at MDL to help me get by as I continue a search for a suitable full-time job. I've always been interested in learning more about wines, spirits, beers – art forms unto themselves – and working at MDL has been a fantastic learning experience. What's more, MDL is a small business which provides a wonderful atmosphere to both shop and work in. I hope you can understand the importance, the gravity of what that means, not only to our customers but to the employees as well. I truly enjoy the life experience I have gained by my employment at Metcalf Discount Liquor.

I hope you agree that the 'Uncork Kansas' Bill (HB 2256) is bad for small businesses, like the one I work for. Perhaps the '3.2 law' in Kansas is outdated, but I am sure that there is a way to keep Kansas liquor laws up-to-date without damaging small businesses like MDL in the process. We don't need the government protecting the interests of big-box or large chain stores. We need the government to protect the interests of individual business owners, those rare few that are willing to take big risks, people willing to go out and be true job creators. We don't need government protecting companies that will only rest on their laurels as they gain more capital while forcing small businesses to lay off workers, or shut down. MDL has become an *institution* in Overland Park. It would be a sad day indeed to see another fixture of the community to become tomb and testament to shortsighted legislation. I urge you to vote against HB 2256 and save small businesses from a fate that befell so many during the recession. Part of your platform is to keep jobs in Kansas, so please keep Kansas small businesses strong.

Sincerely,

A handwritten signature in black ink that reads "Meg E. Boudi". The signature is fluid and cursive, with the first name "Meg" and last name "Boudi" clearly legible.

Megan E. Boudi

February 6, 2015

Dear Representative,

My name is Tyler Bradshaw and I work at Metcalf Discount Liquor located at 7225 W. 91th St. in Overland Park, Kansas. I am a 28 year old Kansas resident who works and goes to school full time. Since I am still working hard towards my degree it is hard to find work, and I have bills to pay as well as my education. I decided to take on part time job at MDL to help put me through school. I have been working there since February of 2013. While working at MDL I have broadened my education and gained experience that has real world applications. Already being interested in beer, I have learned vast knowledge about a lot of the products we sell. I have also learned valuable customer service skills, and this family owned business has helped me develop a personal experience that I prefer over cooperate owned businesses. It would be a tragedy if the money didn't stay here in Kansas and went out to the cooperate offices of big businesses. I have no doubt that if HB2256 is passed it will either cause cutbacks that will lead to the loss of my employment, or worse put my current employer out of business. Therefore I encourage you to vote no on HB2256.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tyler Bradshaw', with a long horizontal flourish extending to the right.

Tyler Bradshaw

Friday, February 06, 2015

Dear Representative,

My name is Shelby Wheat and I work at Metcalf Discount Liquor located at 7725 W. 91st Street in Overland Park, Kansas. I have resided in Kansas for my entire life. I work two part time jobs while getting myself through school. My job at Metcalf Discount Liquor is very valuable to me not only finically but also due to the fact that it's prepared me for the customer service industry. Most of our staff are students furthering themselves, parents working hard to better their children's futures, or working multiple jobs to make ends meet in our economy. Since Metcalf Discount liquor is a family owned business they have been more than willing to work with my school schedule and even allowed me to take time off in order to visit family. If I were working at a large chain I feel my school would have suffered by now and I would not have been able to see my family. Not only is our small store beneficial to the employees but also the customers. Customers are well taken care of and are known in our store.

I personally believe that if the "Uncork Kansas" Bill also known as HB 2256 would be devastating to locally owned small liquor stores like Metcalf Discount Liquor. This bill would favor the chains and grocery stores while crushing the small businesses. When 99.7 percent of the national economy is small business, imagine what amount of Kansas' economy is made of small business. If HB 2256 was passed a large of amount of small businesses would be shut down creating a ripple effect in our economy. You campaign on keeping jobs for the residents of our fair state, so in order to keep that promise vote NO on HB 2256. Keep our economy thriving and people like myself in our jobs. Sincerely,

Shelby Wheat

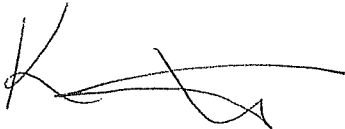
February 5, 2015

Dear Representative,

My name is Kaeli Swartz and I have worked for Metcalf Discount Liquor, located at 7225 W. 91st in Overland Park, KS, for almost 8 years. I started my work at the liquor store as a part-time employee while attending college. The liquor store was close to my parents' house and I thought it would be a temporary job until I graduated from school. Over the course of a few years I learned a great deal about the retail liquor industry and developed a passion for the products and the people I worked with. Soon after earning my bachelor's degree, I was given the opportunity to become the assistant manager and I have developed a truly vested interest in my store's success ever since.

I have a great deal of pride in my store and the customers I serve, and I know that many of them prefer to shop locally and keep Kansas businesses going strong. We could not compete with the big box chains for low prices and I believe our state's selection of products would suffer. I recognize that some of the laws in Kansas are outdated, but I do not think that passing "Uncork Kansas" bill HB2256 will solve our problems. The passing of this bill will create a hardship for the small business owners in our state and the employees who rely on them. Simply put, passing this bill could cost me my job and I can't accept that our Kansas state leaders want to put any of their residents' livelihoods in danger. I urge you to vote no on HB2256.

Thank you,

A handwritten signature in black ink, appearing to be 'Kaeli Swartz', with a large, stylized 'K' and a long horizontal stroke extending to the right.

Kaeli Swartz

February 6, 2015

Dear Representative,

My name is Ann Simien and I have worked for Metcalf Discount Liquor, located at 7225 W. 91st in Overland Park, KS, for six years. I started working here as a part-time employee in 2010. This job has helped me support my daughter and my family since moving here. Over the course of the years, I have acquired a great deal of knowledge of the alcohol industry and the customers that I have gotten to know. After six years I, became manager of the store and have developed a true investment and pride into the store's success and the customers I serve. I know that the customers we serve would prefer to shop locally, keeping their money in Kansas. If you were to pass HB2256, I know that you would be raising prices and sending our money outside of Kansas, as well as putting a lot of Kansans out of business. I love my job, the family I work for, and the customers I serve. Knowing if you pass HB2256, I would lose my job and the family I work for would also be out of business. There are several areas around town that are ghost towns. If we continue to shut Kansas businesses down, we will continue to look like ghost towns, except for the big box stores that are taking Kansans' money out of state. Please, I urge you to vote NO against HB2256 and keep Kansans in business.

Thank you,

A handwritten signature in cursive script that reads "Ann Simien". The signature is written in dark ink and is positioned below the "Thank you," text.

Ann Simien

To Whom it May Concern,

I would like to address the
PASSAGE of Bill — which is now
BEING CONSIDERED. I DON'T FEEL THAT
PASSING THIS BILL IS A GOOD IDEA.
I FAIL TO SEE WHY BIG BUSINESS
NEEDS TO MAKE MORE MONEY AT THE
EXPENSE OF THE SMALL BUSINESS
OWNER. I FEEL THAT PASSING THIS
BILL WOULD END MANY SMALL BUSINESSES
AND PUT A LOT OF PEOPLE OUT OF WORK.
AND WHY? SO THE LARGE SCALE SUPER
MARKETS AND WALMARTS OF THE WORLD CAN
MAKE MORE MONEY? WHAT ABOUT THE
HOPES & DREAMS OF THE SMALL BUSINESS
OWNER? I MOVED FROM KANSAS TO
MISSOURI 8 YEARS AGO AND ONE OF THE
1ST THINGS I NOTICED WAS THE LACK
OF SMALL LIQUOR STORES IN MISSOURI.
WHY? BECAUSE EVERY GROCERY STORE
AND WALMART SELLS LIQUOR. THE
SMALL BUSINESS IS ALIVE AND WELL
IN KANSAS. I FEEL YOU SHOULD KEEP
IT THIS WAY, IT IS PART OF WHAT
MAKES KANSAS UNIQUE. PLEASE DON'T

Sell out to Big Business
AND HELP KEEP RANTS ALIVE
AND WELL, MANY OF US DEPEND ON
THESE JOBS. THANK YOU FOR
YOUR CONSIDERATION.

FRANK BAUMANN
214 7th ST.
FERRISBURGH, MA 64163
816-719-5804

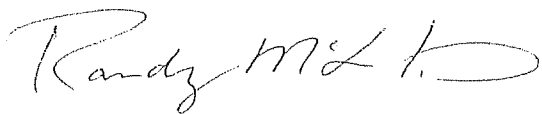
Dear Representative,

My name is Randy McIntosh. I am 55 years old and have been a resident of the State of Kansas for most of my life. I hold a Bachelor's Degree from the University of Kansas in Human Biology and an Associate Degree from Johnson County Community College as a paramedic. Health, family dynamics, and constantly changing economic conditions have caused many Kansans to adjust their career paths from time to time. I am no exception.

Businesses such as Metcalf Discount Liquor (MDL) in Olathe, Kansas, help individuals such as myself to make these transitions. Not only is it an enjoyable place to work with a good family atmosphere, but MDL is able to focus solely on satisfying customers interested in learning about and enjoying the many fine wines, spirits and beers that are available today. As a small business we are able to provide the time and experience in the industry that customers rely on to make their decisions. Nationwide chain stores cannot say the same.

HB 2200 would surely have a negative impact on a store such as this by reducing customer satisfaction, store profits, and ultimately leading to employee terminations. As you sit down to discuss this bill, please consider the individuals who make their living in small business. Their future is in your hands.

Sincerely,

A handwritten signature in cursive script that reads "Randy McIntosh". The signature is fluid and stylized, with the first name "Randy" being more prominent than the last name "McIntosh".

Randy McIntosh

10909 W. 116th Terrace

Overland Park, Kansas 66210

February 6, 2015

The Honorable Mark Hutton, Chairman
House Commerce, Labor and Economic Development Committee

Dear Representative Hutton,

My name is Tom Kutey and for nearly two years I've managed Metcalf Discount Liquor in Olathe, KS. I'm fortunate to receive a nice salary and good health insurance coverage from this family owned business. I'm also proud to call Kansas home for the past 28 years.

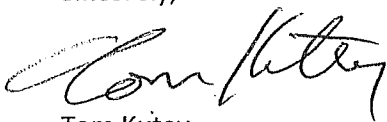
Over the past 13 years, I have held full-time and part-time jobs at several other retail liquor stores in Johnson County. I've appreciated the opportunities that these small businesses have provided for me and my co-workers.

In regards to HB2200, I feel confident that if passed, my current employer and 100's of other small businesses throughout the State of Kansas will be adversely affected. Specifically:

- **Loss of income** for Kansas family owned businesses
- Corporate profits **leaving** the State of Kansas for Arkansas (Walmart), Iowa (Hy-Vee), Ohio (Kroger/Dillon's), California (Trader Joe's), Oklahoma (Quick Trip), Texas (7-Eleven)
- Reduction in part-time and full-time jobs that will **not** be replaced by big grocery stores
- **Closing** of established, **customer focused businesses** in small and suburban communities throughout the state

I encourage you to vote no on HB2200.

Sincerely,

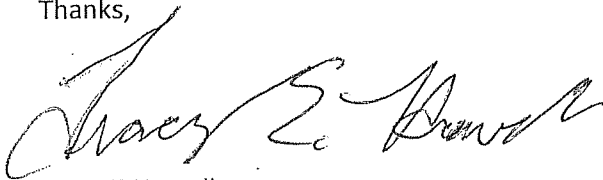
A handwritten signature in cursive script that reads "Tom Kutey".

Tom Kutey
Metcalf Discount Liquor
13510 S. Alden
Olathe, KS 66062

Dear Representative,

My name is Tracy Howell and I am an employee of Metcalf Discount Liquors located at 13510 S Alden St in Olathe, KS. I am a lifelong resident of the state of Kansas. I have been employed by Metcalf Discount Liquor for 5 years now. Working part-time for a small business provides me the opportunity to further my education and still augment financial support for daily life. I urge you to vote no HB2200 because after reading it I feel it would negatively impact my life and others across the state of Kansas.

Thanks,

A handwritten signature in black ink, appearing to read "Tracy E. Howell". The signature is fluid and cursive, with the first name "Tracy" being the most prominent.

Tracy E Howell

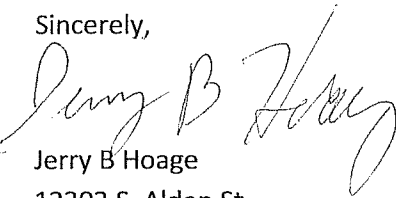
February 6, 2015

Dear Kansas State Representative,

I am one of twelve people employed by Metcalf Discount Liquor in Olathe, Kansas. Passage of HB2200 will force the owner to drastically down size his business. Passing HB2200 will not increase tax revenue or sales; it will increase the number of stores selling liquor from 753 currently to over 3500, according to the Kansas Alcoholic Beverage Control Division. This would increase the states cost of enforcing laws associated with alcohol sales and increase the risk of sales to underage persons due to lack of proper training and monitoring.

I'm proud to be a Kansan, we don't need out of state corporations telling us how to run our state, please VOTE NO ON HB2200!

Sincerely,

A handwritten signature in black ink, appearing to read "Jerry B Hoage", written over a faint, illegible stamp.

Jerry B Hoage
12302 S. Alden St.
Olathe, KS. 66062

Dear Representative,

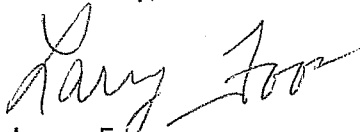
My name is Larry Foos, and I am the General Manager of Metcalf Discount Liquor, 13510 S. Alden, Olathe, KS. I have lived in Kansas my entire life, attended Kansas public schools, and graduated from a state university in Kansas. In my 14-year career with MDL, I have found the work enjoyable and rewarding. It is nice to be part of a family owned business where decisions are made locally. Employee income and income from the business remain in the local community, and does not get sent out of state.

I am writing in reference to HB2200, which in my opinion, will have a detrimental impact on locally owned liquor stores in the state. If this bill becomes law, the result will be the closing of a significant number of liquor stores, while also leading to reduced employment levels at the remaining stores.

Based on my belief that this bill will be harmful to small business owners who provide employment and support for their local communities, I respectfully ask that you vote NO on HB2200.

Thank you for your time and consideration.

Sincerely,



Larry Foos

16324 W. Briarwood Ct.
Olathe, KS 66062

Mr. Brandon Thomas

Metcalf Discount Liquor

13510 South Alden Street
Olathe, KS

CC/BCC Block:

Enclosure:

To whom it may concern,

My name is Brandon Thomas and a part-time employee of Metcalf Discount Liquor. I am a resident of Olathe, KS and a teacher in the Hickman Mills C-1 School District in Kansas City, MO. As with most teachers, I am forced to take on a part-time job to supplement my income and provide for my family. I have been working at MDL for 3 years and it has provided me with many benefits, financially and socially.

This letter is to urge you to vote no on HB2200. The strength of our community comes from small businesses like MDL, not the big box stores. Our customers appreciate the family atmosphere and the one on one service that we provide. Although we are providing a service to our customers, we are also building a stronger community.

The negative impact of such a bill will go far beyond just the economic impact. It will impact families, my family. Small businesses deserve protection from large corporate infringement. Your job as legislators and representatives of the people of your state, your community, require you to protect your constituents. Take this opportunity to do the right thing for the small business owners of Kansas.

Sincerely,

Mr. Brandon Thomas

15142 W.147th Street

Olathe, KS 66062

Metcalf Discount Liquor

February 6, 2015

The Honorable Mark Hutton, Chairman
House Commerce, Labor and Economic Development Committee

Dear Representative Hutton,

My name is Lon Neofotist and I have worked for Metcalf Discount Liquor in Olathe, KS for 7 years.

In regards to HB2200, I feel confident that if passed, my current employer and 100's of other small businesses throughout the State of Kansas will be adversely affected. Specifically:

- Loss of income for Kansas family owned businesses
- Corporate profits leaving the State of Kansas for Arkansas (Walmart), Iowa (Hy-Vee), Ohio (Kroger/Dillon's), California (Trader Joe's), Oklahoma (Quick Trip), Texas (7-Eleven)
- Reduction in part-time and full-time jobs that will not be replaced by big grocery stores
- Closing of established, customer focused businesses in small and suburban communities throughout the state

I encourage you to vote no on HB2200.

Sincerely,



Lon Neofotist
Metcalf Discount Liquor
13510 S. Alden
Olathe, KS 66062

Dear Representative,

My name is Michael Freeman and I am an employee at Metcalf Discount Liquor located at 13510 S. Alden, Olathe, KS. I am a 44-year-old resident of Kansas and a Marine Corps veteran. I have been employed at MDL for 5 years. I am a part time employee to supplement my income, and I also work a full time job. I enjoy working at MDL for the main reason that I get to interact with the general public. I also enjoy being associated with a hardworking crew that cares about doing their job well.

I have read HB2200, and believe it will result in a negative outcome for small businesses such as MDL. If this bill passes, it could affect business at MDL, as well as other small businesses that specialize in beer, wine, and spirits. These cutbacks could result in loss of hours, or worse, loss of employment. Large chain stores will not suffer the revenue loss if not allowed to sell wine and spirits, but the small business owners will lose their livelihood.

I know your decisions are hard enough. Please vote no on HB2200. Ladies and gentlemen, Kansas jobs are on the line.

Sincerely,

Michael Freeman
12155 S. Blackbob Road
Apt. 202
Olathe, KS 66062

Kansas State Representative,

This letter is to urge you to vote against HB2200. If passed, the bill will put me out of work. The owners of my store, Metcalf Discount Liquor, 6882 W. 135th Street, Overland Park, KS, will be forced to sell or close the store. I have worked at this location for six years, and have worked for the Fausts for over nine years. Nearly a decade of my life and employment history will be all for naught if you allow non-Kansas business to run roughshod over locally owned businesses in the Kansas liquor market.

Furthermore, putting liquor for sale into the hands of teenagers is a terrible decision. How can they know when to stop selling to someone who is over-served? Is there not a huge potential for abuse of alcohol by underage drinkers? Do we as Kansas want pints of liquor next to candy and chewing gum? If we are going to deregulate alcohol and sell it in every outlet, what's next, legalized marijuana?

I believe that Kansas values local business and sound morality. Our state representatives should too. A vote for HB2200 is anti-Kansas values.

Thank you,

A handwritten signature in black ink, appearing to read "AR Watson", with a long horizontal flourish extending to the right.

Andrew R. Watson

6400 W. 82nd Street

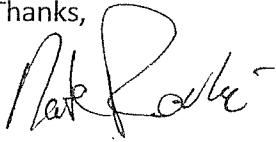
Overland Park, KS 66204

Hello my name is Nate Roche, I am a lifelong resident of Kansas and am writing this letter to tell you to vote NO on HB2200. I have been employed at Metcalf Discount Liquor in Overland Park, KS for almost 8 years, and I fear that if this bill is passed my job will be in jeopardy. During my employment I have moved from part-time, working a few nights and weekends, to a fulltime management position this past year. I believe that if this law passes many liquor stores in Kansas will be forced to close their doors because they will not be able to compete with the corporate giants. Growing up my family owned a few gas stations and a grocery store, so I know how important small business is to a community and its employees. I also know what it does to a family to lose their life's work when a corporation with deep pockets move in across the street and you have no chance to compete. Haven't we always been taught "that small business is the backbone of our economy"? So why does it seem like our government is always catering to the big corporations, and never helping out the little guy?

I know that our state is facing a tough time and the budget has been slashed to the bare bone. So why would we allow corporations that are not headquartered in Kansas to sell alcohol and take there profits out of our state? Right now you have to live in Kansas to own and operate a liquor store. This keeps all of the liquor revenue and all of the residuals right here at home. When you live in Kansas, you shop at stores in Kansas, you buy your gas, your food, and your clothing, etc.. Which supports other local business, and keeps all of the sales, income, and other taxes that we desperately need.

So again, please vote no on HB2200 to keep Kansas money in Kansas and help me keep my job!

Thanks,

A handwritten signature in black ink that reads "Nate Roche". The signature is written in a cursive, flowing style with a large initial "N" and "R".

Nate Roche

Paul Schultz
to paulschultz1980@gmail.com

Fri, Feb 6 8:22 PM

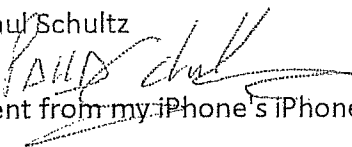
House Bill 2200

Dear Representative,

My name is Paul Schultz and I am a PT employee at Metcalf Discount Liquor in Overland Park, Kansas. This is a second job for me and I have been employed with them for almost a year.

I enjoy working for a small family owned business because of the culture it creates in the workplace. Here at MDL, you feel like an integral part of the team. In addition, we all feel more connected to the community in which we live and work. Our customers are also our friends and neighbors. With the passing of House Bill 2200, I am afraid this positive work environment would change. In bigger companies it's easy to become just another statistic.

Thank you

Paul Schultz

Sent from my iPhone's iPhone

Dear Representative,

My name is Scott Young and I am an employee at Metcalf Discount Liquor located at 6882 west 135th st in Overland Park, KS. It has recently been brought to my attention that bill 2200 is being brought up on the upcoming ballet. As a residence of the state of Kansas and a full time employee of a small business, I ask that you vote no on bill 2200.

Metcalf Discount Liquor is not just a "job" to me. It is a means of life. If house bill 2200 is passed, it will affect my family as well as many others. I have read the purposed HB2200 and I have no doubt that if it passes it would negatively impact my store and me. It could force my store out of business or at minimum would require us to make cutbacks that could lead to loss of jobs for myself and other employees. Currently, every liquor store in the state of Kansas is owned and operated by Kansas residents. Please help keep small business in operation. I plead that you vote NO on house bill 2200.

Thank you,

Scott R. Young

Dear Representative,

My name is Jeff Thurber and I am 30 years old, married, and a father of five. I have lived in Kansas my whole life and currently reside in Lenexa. About six months ago I took on a part-time job at Metcalf Discount Liquor in Overland Park to make some extra money. During my time there the management has worked with me on multiple occasions when I have had any scheduling issues come up. Being a father of five small children it is inevitable that my wife or I will have to miss work on occasion when there is a school function, or when someone gets sick. Due to the compassion and understanding of my manager, the duty of taking off from work usually falls on my shoulders. Being that the liquor store is a small family owned liquor store, I work with and around my managers on a daily basis. This close quarters working environment really breeds a family atmosphere, and we all come together and help out when needed. This is what's missing in the big corporations, people are just numbers on a spreadsheet.

I am writing this letter because I want you to vote NO on HB2200. I am afraid that if you pass this bill our owners will have to close the doors, and I will lose my job. It will be hard for me to find a place like this that actually makes family a priority, and doesn't view them as a hindrance. I also do not want liquor to be glorified in a places that I have my children. The grocery store should be a safe place that I can take my kids and not have to worry about "Captain Morgan" or "Jack Daniels" adds being thrown in their faces. Liquor stores are a place for adults, and taking your kids into one is a choice that each parent should be able to make.

So please vote NO on HB2200 and help keep my job!

Thanks,

Jeff Thurber

Dear State Representative,

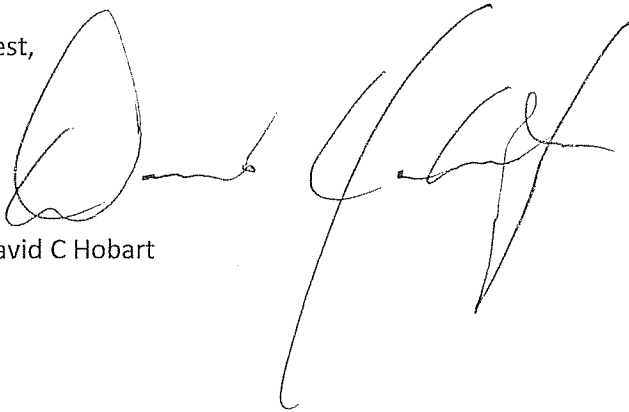
My name is David Hobart. I am 24 years old and a lifelong Kansan. I have been working at the 135th and Metcalf location of Metcalf Discount Liquor for 5 months, and before that I worked 3 years at a family owned liquor store in Lawrence, KS. Through working at family owned liquor stores, I have developed many professional and personal relationships which have helped me to advance my career in way that would not have been possible if I were to have worked retail at a corporate chain store.

Working in a small family liquor store helped me to support myself through college, and if HB2200 passes I have no doubt that it will be taking away jobs from not just myself, but other honest and hardworking Kansas residents. At every level of government in the United States there has been an emphasis on protecting and encouraging small business ownership. If HB2200 passes it would cripple hundreds of businesses. Liquor stores are owned by Kansas families, and their profits are used in Kansas to stimulate the economy. If large corporate stores control the liquor industry in Kansas there is no promise their profits will proliferate back into the local economy.

In conclusion, I urge that you vote NO on HB2200. People's livelihood depends on it.

Best,

David C Hobart

A handwritten signature in black ink, consisting of a large, stylized 'D' followed by a series of loops and a long, sweeping underline that extends to the right.

Dear State Representative,

My name is Brian Darrah and I am an employee at Metcalf Discount Liquor on 135th and Metcalf. I am 30 years old and was born and raised in Kansas. I have been with MDL for a year and a half, and before that I was employed at another small family owned Kansas liquor store for six years.

I enjoy working for a small business where I know all the employees and the owners. I have made some good relationships with my co-workers and customers. Everyone that works at my store are proud Kansas residents and their paychecks are going back into our community. Working for a small family owned business has always been good for me with opportunity for advancement and to better myself.

I believe the new proposed bill to change the Kansas Liquor Laws would negatively impact the business I work at and many other family owned Kansas businesses. Passing this bill could force my store out of business or to make cutbacks that could cost a lot of people their jobs. By taking revenue out of the state where larger corporations are headquartered would not help Kansans as that money would no longer be recycled into the community. This bill favors large big box stores and corporations that I believe don't have Kansans best interests at heart. For those companies it's all about the dollar for their own pocket, not how it affects the people of Kansas. So, please vote NO on HB2200, to save a lot of Kansas jobs and money for the community.

Sincerely,

A handwritten signature in black ink, appearing to read 'Brian R Darrah', with a stylized, cursive script.

Brian R Darrah

2/4/15

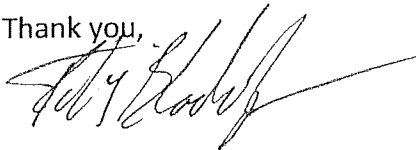
To whom it may concern:

My name is Peter Blochberger. I have worked for Metcalf Discount Liquor, located at 6882 W. 135th St. in Overland Park Kansas, for four years. I am a part-time employee. I enjoy working for a small local business because I know that the money spent at this business is recycled in the local economy.

If the "Uncork Kansas" bill is passed then there is a good chance this business and other small businesses like it will be forced to cut their work force or close. Large corporations that control the interests for "Uncork Kansas" will not keep all of the liquor sales money in Kansas like small owned liquor stores do. A large amount of separately owned stores ensures more competition, better pricing and better service. A state where we have a few corporations controlling the liquor market will lead to higher prices and worse service.

There must be a better way. Please vote **NO** to "Uncork Kansas".

Thank you,

A handwritten signature in black ink, appearing to read 'Peter Blochberger', with a long horizontal flourish extending to the right.

Peter Blochberger

To whom it may concern,

Hello, my name is Dan Lewis and I am writing to request that you vote no on HB2200. I am a lifelong resident of Kansas and have been employed at Metcalf Discount Liquor in Overland Park, KS for over 5 years. I am writing this letter because I would very much like to keep my job. During my five years as an employee of this family owned business I have come to know and love our owners because we are all treated like one of their own. This is the kind of relationship small business has with employees that giant corporations lack.

We are concerned that many unintended consequences will occur with the passing of this bill. As a lawmaker in the great state of Kansas your first priority and your obligation should be to your fellow Kansans, and not to the big money lobbyists. Allowing these corporate giants the right to sell and distribute wine and spirits takes local tax money out of the state on day one. The people that want the law to change do not reside in Kansas nor do the corporations that employ them. The small businesses in Kansas that currently hold the liquor licenses do live here, and they pay many taxes such as income, personal property, and sales tax. I have heard the argument that if "wal-mart" starts selling wine and spirits that sales will increase and that is how the state will make more money. When in actuality the only way to sell more product at any substantial level would be to increase the number of consumers of said product. So if the population remains relatively the same, there will be no noticeable gains on revenue for the state. If you pass this bill many of the small liquor stores will not be able to compete. They will have to close their doors and lay off their employees.

So please listen to reason and do the right thing for Kansas! Small business is the backbone of our economy!

Thank you for your consideration,

Daniel D. Lewis