

House Taxation Committee
Presented by Kevin Timmons
On behalf of
Nick and Jake's Restaurants
2.16.17

Mr. Chair and Members of the Committee:

My name is Kevin Timmons, I am an owner of Nick and Jake's in Overland Park, Kansas. I am submitting testimony in opposition HB 2315, which would raise the alcohol enforcement tax.

As an owner of three Nick and Jake's, two of which are in Missouri, I have regular opportunity to evaluate cost of sales on a broader scale. I see the extra pennies (and dollars) we make more on every drink in Missouri. I struggle in Kanas to keep our drink prices competitive with my own organization... not to mention with my local competition. The myth is that the "Johnson County consumer is unaware or unconcerned about value;" and let me tell you, that is not a myth! Our consumer is highly aware of our pricing as we receive calls daily inquiring about pricing, happy hour pricing and specials. The enforcement tax increase of 100% will not only be passed along to me, but we will have to pass it along to our consumer.

Nick and Jake's is located a little over a mile from border. More and more restaurant/bars are routinely opening up and our competition is growing. Kansas has always been a great state to do business. We want to keep it that way. We want to increase our guest counts and sales numbers. We do not want to be disadvantaged with this enforcement increase because it targets us and the restaurant industry.

Thank you for allowing me to submit testimony. I kindly ask for you to oppose raising the alcohol tax.

Sincerely,

Kevin Timmons
Partner