



February 16, 2022

Memorandum:

To: House Federal and State Affairs Committee  
From: Thomas M. Palace  
Re: Support HB 2611

Mr. Chairman and Members of the House Federal and State Affairs Committee:

My name is Tom Palace and I appear before you today representing the Retail Grocers Association in support of HB 2611.

**HB 2611** would authorize the delivery of cereal malt beverage by Cereal Malt Beverage retailers and alcoholic liquor by retail liquor stores using a third-party delivery service.

For the past two years Kansans as well as the entire country have been dealing with COVID 19. Consumers were reluctant to leave their homes, businesses opened with limited staff due to the potential of being infected with COVID.

As a result, businesses had to be creative. The “normal” way of doing business changed. To keep people safe liquor stores resorted to curbside delivery. With the bar business forced to close drive through restaurants stepped in were allowed to sell mixed drinks at the drive-up window.

In the grocery business home delivery is more prevalent now than ever before...all because of the effects of COVID. Consumers enjoy the convenience of calling the store, ordering their groceries and having them delivered.

HB 2611 would allow grocery stores to include Cereal Malt Beverage products (CMB), that is less than 6% ABV, with home delivery sales.

We have met with the liquor industry prior to the introduction of the HB 2611, and they wanted more time to research home delivery service. This bill does not require the liquor industry to do anything different than what they are doing now. The bill would allow liquor stores to provide home delivery when their research is complete. Liquor stores sell a wide variety of products with higher alcohol levels. CMB retailers sell a limited number of products with lower alcohol content.

We also discussed the home delivery concept with the Alcohol Beverage Control. It is my understanding that the ABC would like several changes to the bill:

- Reduce the 50-mile delivery distance to 30-miles,
- Make it clear that sales can only be made in Kansas.
- Clarify the permit process.

We support those changes and will work with the ABC to make sure we address their concerns.

We appreciate your time today and urge your support of HB 2611.