

On The Rocks Discount Liquor

1818 Massachusetts street

Lawrence, Kansas

February 16, 2022

We are currently opposed to House Bill 2611 permitting home delivery of cereal malt Beverages up to 6% alcohol. My biggest concern about is this bill is how it may allow for easier access for minors to obtain alcohol. While we are not necessarily opposed to home delivery, the bill as written leaves more questions than answers. More study and time are needed to evaluate home delivery and how it would impact the consumer as well as local and national retailers.

The Pandemic has changed how many consumers buy everyday products. Convenience has been the biggest change as people were left at home and unable to shop at many retailers. Kansas Liquors stores adapted in many ways, providing safe shopping experiences as well as curbside pickup all while continuing to meet the high expectations of a regulated product. Holding a liquor license in Kansas is a privilege and comes with great responsibility in the communities we operate in. Allowing a third party out of state platform to market and deliver alcohol to Kansas homes without a great deal of study and research is a mistake.

Allowing this bill to move forward without more research into the possible consequences for all involved would be premature. I believe the many long standing Kansas Retailers should and will come to the table to offer their decades of experience and knowledge of the beer, wine and spirit industry to better understand consumer demand and local consumer concerns about home delivery. It's not as easy as delivering a pizza or a hamburger or a loaf of bread.

We stand ready to engage with our friends in the Kansas Legislature to study how other states have handled home delivery and to evaluate the real consumer demand for home delivery of alcoholic beverages in Kansas. We respectfully ask that this bill not move forward.

Sincerely,

Matthew J. Easley

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