

Twisted H Liquor

109 W 5th St, Hugoton, KS 67951

Testimony to Oppose SB 253

January 31, 2024

Dear Chairman Thompson and Committee,

My name is Stacey Harlow and I am the owner of Twisted H Liquor in Hugoton Kansas. I am speaking to you today to ask you to oppose SB 253. I am also a member of the Board of Directors of the Kansas Association of Beverage Retailers. Last year, you heard from my friend Monica Tieben in Dodge City opposing this bill and I believe this issue is important enough to drive up to Topeka and talk to you in person.

The Kansas liquor market has undergone multiple big changes. The 2019 Beer Law puts me directly into competition with Walmart and convenience stores for sales of beer up to 6%. The changes to bar and restaurant laws created new competition for sales of alcohol out the door.

I hope you are aware that these changes have impacted my business in a smaller community and western Kansas especially. Rural liquor stores have been closing.

Many of the liquor store owners who live and work in the western areas of the state are discouraged that the Legislature would consider this kind of legislation designed to push more sales to online platforms. How will you educate customers what online delivery is legal and what isn't? Our communities are already feeling the harm of online purchasing habits for everything from groceries to auto parts. How much more of the consumer dollar needs to go to Walmart and Amazon?

It is even more frustrating to see the many articles about how alcohol delivery is barely regulated and leads to more underage purchasing while my license requires strict oversight and accountability.

Please value the importance of small businesses like mine. We are a part of the Hugoton community and I do my best to give back.

Thank you for listening. I am happy to answer questions. If any of you come to Hugoton, please come visit the store. We'd love to serve you!

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