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Testimony before House Federal and State Affairs Committee
SB 221 – CMB growler bill
Mike O'Neal, Walmart
Neutral but Supportive if Amended

March 16, 2020

Mr. Chairman and members of the Committee:

Thank you for the opportunity to appear on behalf of Walmart on SB 221. While we are currently neutral on the bill, we would be supportive if the bill were amended to include CMB licensees.

Walmart, the largest retailer in America, serves over 160 million customers each week. Walmart has a unique vantage point for the experiences of American consumers as 90% of Americans live *within 10 miles* of their stores. Counting supercenters, discount stores, neighborhood markets and Sam's Clubs, Walmart has over 80 retail units in Kansas, employing over 20,000 associates and collecting on behalf of the state over \$375M in taxes. A key component of its retail business involves in-store grocery sales as well as in-home delivery and grocery pickup.

Our customers tell us every day that they want more convenience and opportunity to purchase full strength beer, wine, and liquor products in our stores. Modernizing this and other antiquated Kansas liquor laws would provide more consumer choice, less government regulation, more economic development and improve the shopping experience for our customers.

SB 221 allows for the retail sale of growlers in the state and has already been amended to include liquor stores. We believe that our customers should also be given the opportunity to purchase such a product in parity with liquor stores.

Walmart is a responsible retailer. We sell age restricted products like full-strength beer, cigarettes, & pharmaceuticals each day in Kansas. We take the responsibility of selling these products seriously and understand the importance of monitoring the sales to prevent sales to minors & theft.

We appreciate the opportunity to testify as neutral on behalf of SB 221 and will be supportive if amended to include CMB licenses.