



Terry Presta
President

Douglas Wald
Executive Vice-President

Amy Gordon
Vice-President/Corporate Buyer

Jean Burns
CFO

March 7, 2013

Chairman Kleeb and committee members:

My name is Terry Presta and for +30 years I ran Presto Convenience stores. Today, I am semi-retired, but I am still interested in this issue. HB 2206 would allow grocery stores and convenience stores to sell strong beer.

In my opinion this issue is important for the State of Kansas and the consumer. Since only 5 states still have the so called 3.2 or weak beer, a system of strong beer in convenience stores and grocery stores is indeed the common situation around the country for consumers. Last year, Uncork Kansas presented data showing unequivocally that consumers would benefit from and they would prefer to have one stop shopping on alcohol products. In the past, I operated two full liquor stores in Presto convenience stores in Missouri and I can tell you operationally there was virtually NO difference in running these two stores.

It is preferred by consumers because it affords them the most convenience and value day in and day out. This one change makes it more likely that new stores both grocery and convenience will be built in Kansas and hence bring needed economic development to our State.

This is no longer a financial issue for me. I merely believe that it is the right course for the State to pursue.

Thank you for your time and allowing me to testify.

Terry Presta