



To: The Members of the House Commerce, Labor & Economic Development Committee
From: Todd Klaus, owner of Off the Vine Wine Shop
Date: March 7, 2013

Dear Members of the House Commerce, Labor & Economic Development Committee,

My name is Todd Klaus. My wife Trisha and I own Off the Vine, a wine shop in Overland Park, Kansas. We opened our business in 2005, and offer a selection of light to fuller bodied wines from small and boutique vineyards. We also have a wine club and host special events.

We do not understand why liquor and wine shops are in opposition of an effort that would make the purchase of adult beverages...and the products that go with them...more convenient for our customers. Next door to our wine shop, we own another store where we sell wine glasses, carafes, corkscrews, and other similar merchandise. The fact that there is a wall between these products that are all legal and go hand in hand together is completely ridiculous.

We will be able to provide a much better service for our customers when HB 2206 passes. Right now if a customer wants to purchase a wine gift basket for someone, they currently have to make stops in both of our shops. They have to purchase gift basket items in two separate transactions, with two separate credit card swipes. Also, we currently do wine tastings for our customers. Current Kansas law does not allow us to serve wine or crackers at these tastings. Again, it's just a ridiculous law that needs to be changed.

As a small business owner, we also look forward to the day when we don't have the overhead of two separate shops, POS systems, phone systems, staffs, and more expenses. We look forward to the day when we can tear down the wall between our two shops.

Consumers win when retailers compete. That's the beauty of the free enterprise system. We believe dictating where adult beverages can—or can't—be sold goes against the basic tenets of our economic system: free enterprise, fair competition, and consumer choice.

Thank you,
Todd Klaus, Owner, Off the Vine
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