



Senate Jacob LaTurner  
Kansas State Capitol  
300 SW 10<sup>th</sup> St., Room 136-E  
Topeka, KS 66612

February 14, 2017

Dear Chairman LaTurner and members of the Committee,

With more than 400 Kansas restaurants and bar and grills who are licensed Kansas Lottery Retailers, the Kansas Restaurant and Hospitality Association stands in support of Senate Bill 169.

SB 169 proposes allowing the Kansas Lottery to use of electronic dispensers to sell lottery products at licensed lottery retailer locations. Currently many restaurants and bar and grills who offer lottery products to their customers do not sell instant scratch tickets because of concerns regarding inventory control and product shrinkage.

Based on experiences by lottery retailers in states where electronic dispensers are allowed, KRHA believes electronic dispensers would greatly improve our members' ability to track lottery product inventory and sales as well as reduce customer wait times. This will lead to more members willing to sell instant scratch tickets.

Adding instant scratch tickets to their lottery product offerings will broaden the number of customers purchasing lottery products, again increasing sales, retailer commissions and transfers to the state.

Allowing electronic dispensers also will make selling lottery products more attractive and increase the number of restaurants and bar and grills who want to be lottery retailers.

We respectfully ask the Committee to recognize the many benefits in allowing the Kansas Lottery to continue its efforts to modernize and to send SB 169 as proposed by the Lottery to the Kansas Senate for its full consideration.

Sincerely,

Adam R. Mills

President & CEO