

TO: The Honorable Steve Brunk, Chair  
House Federal & State Affairs Committee

FROM: William W. Sneed, Legislative Counsel  
Kansas Unified Development

SUBJECT: S. B. 288

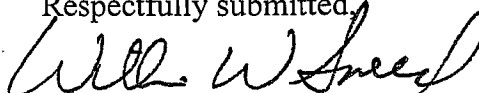
DATE: March 6, 2012

Mr. Chairman, Members of the Committee: My name is Bill Sneed and I represent Kansas Unified Development ("KUD") and KC American Sportservice, LLC, (KC American Sportservice). On behalf of our clients, we commend the ABC for bring this bill and we are strongly in support of S.B. 288, as adopted by the Kansas Senate. KUD is the owner of Livestrong Sporting Park - the home stadium of Sporting Kansas City Soccer Club of Major League Soccer. KC American Sportservice, a subsidiary of Delaware North Companies (a national concessionaire company), is the food and beverage concessionaire for the stadium. Livestrong Sporting Park opened in 2011, as a state-of-the-art, \$200 million, 18,500-seat, outdoor, soccer specific stadium, located in the Village West Tourism District in Kansas City, Kansas.

As adopted by the Kansas Senate, S.B. 288 has several positive aspects that help Kansas businesses compete with competitors in neighboring states. Of particular importance, S.B. 288 would allow for the sale of alcohol to persons at a lesser price than that charged all other persons on the same day. The primary reason for supporting this change is to allow Kansas businesses to compete with the bars / venues in Missouri that can attract people to their venue with special pricing and then keep them on premises. Importantly, it also eliminates the need to have multiple licenses per venue, which currently is the only way to have different pricing in different areas of the stadium.

In addition, S.B. 288 would remove the requirement that the price of a drink must be increased proportionately as the volume of alcohol liquor contained the drink increases. We agree with ABC that the proportionate price requirement of K.S.A. 41-2640(a)(5) is vague, and leads to confusion among both industry and regulators.

Respectfully submitted,

  
William W. Sneed

House Federal & State Affairs

Date: 3-06-12

Attachment # 10