



March 8, 2012

Representatives - thank you for allowing me to come before you today and speak. My name is Dr. Kristina Hennessy and I am a small business owner operating in the State of Kansas.

My ties and connections to the State of Kansas run deep. I am a graduate of Kansas State University College of Veterinary Medicine, I own and operate 2 businesses here in Kansas which employ 35 people. I also live in the State as well. What I'd like to talk to you about is Dark Horse Distillery - a distillery and event space I own that is located in Lenexa.

Presently, as you are all aware, the State of Kansas does not allow for samplings on the premises of a manufacturer. This puts manufacturers at a distinct disadvantage in comparison to other States, such as Missouri, that allow for samplings. By not allowing for samplings, manufactures of spirits within this State are unable to truly maximize the business potential of their respective spaces.

Furthermore, without a change to the law, distilleries within the State are forced to operate on an unfair playing field in comparison to farm wineries and breweries who are allowed to provide samplings to tourists and guests who visit their facilities.

This impact is felt most specifically in a manufacturers desire to provide tours of their facilities. Without a change to the existing law, providing a tour of the manufacturing facility without tastings or samplings is simply not appealing and this results in not only lost tax dollars to the State generated from this type of business but also a loss of the visitors who would travel into the State to visit such an attraction.

In order for manufacturers of spirits in this State to maximize the revenue potential of their own businesses - and to create a halo effect which would be felt by all other surrounding businesses - manufacturers of spirits should be allowed to provide a sample or taste of the spirits they produce.

As illustrated by the letter we have presented prepared by the Mayor of the City of Lenexa, allowing for manufacturers to provide samplings creates economic opportunities felt throughout the respective communities in which they are located. These benefits are not exclusive to the City of Lenexa. Throughout this State, the opportunity for increased tourism and business revenue is waiting to be collected and developed - all that's required is a simple change to the existing law.

In my opinion, I believe a change to this law makes not only fiscal sense but also common sense.

House Federal & State Affairs

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Attachment # 10