

**KANSAS ASSOCIATION OF BEVERAGE RETAILERS
BOARD OF DIRECTORS MEETING**

April 28, 2019 – Best Western Premier KC Speedway, 10401 France Family Drive, Kansas City, 66111

9:30 a.m. Meeting Call to Order *Brian Davis, President*

John Davis, Erna David, Martin Platt, Tom Kessler, Sarah McNeive, Aaron Rosenow, Amy Campbell

Minutes of the Previous Meeting approved. Platt motion, Rosenow second.

Financial Statement – Rosenow motion, Platt second.

Regional Vice Presidents Reports No reports.

9:45 a.m. Reports

Nomination of New Members

Credit Processing Program: Heartland Payment Systems has paid the Association over \$1500. Sean Peterson is regional director -

3x3 Insights – Three Davis stores are connected with data. It doesn't take much to get connected, but did take a while to be aligned with POS. Vern's is connected. Retailer can amend their own databar appearance, provides product data, cart sizes, and other information. Seems to be growing – want to get connected with KWSWA to see if we can generate interest through them.

10:15 a.m. Policy Issues and Discussion *Amy Campbell, Executive Director*

- Report on the 2019 Legislature

HB 2133 passed in SB 70 - Common Carriers required to report liquor deliveries

HB 2035 passed – Enforcement tax for cereal malt beverage products sold by liquor stores, relating to cereal malt beverages and enforcement of laws by local authorities.

SB 221 - KRHA – Growler sales for restaurants / drinking establishments – KABR request amendment

SB 70 Temporary Licenses restructuring – standardizing temp license rules and application processes, allowing sampling to the public by temporary licensees, and removing the requirement for temporary licensees to tag kegs.

Strategies and Partnerships

Kansas Beer Wholesalers Association and Kansas Wine and Spirits Wholesalers Association

Talk to them about membership promotion. There are retailers who don't like what has happened.

Preferred Vendor Information – True Brands, Kansas Tobacco and Candy,

Media Release – Kansas owned - you can still buy CMB, it is just not the dividing line any more.

Grocery/convenience does not sell the “same beer” as liquor stores. The liquor stores still sell everything plus more. Plus they continue to be Kansas owned. Grocery and convenience stores can only sell below 6% products. Liquor stores have more product options now. Still the source for knowledge and service. Call Jeff Grantham for his ideas. Remember the option to special order or make requests at your local store.

11:00 a.m. Old Business

Beverage Alcohol Retailers Conference June 10-12, 2019 Louisville, Kentucky

Brian, Blake, Sarah, Amy, Jeff

11:15 a.m. New Business

Kansas City Conference – April 27-28

Debrief – discuss future events

Friday evening reception? Do something different each year according to if it is a campaign year?

Could offer a behind-the-scenes tour of Boulevard? (Sarah's brother works there.) Worldwide Tasting?

Board Teleconference – August 11 – 9:30

Wichita Annual Conference – October 4-5

Doubletree by Hilton Wichita Airport

Tentative schedule – Friday reception

Seminars and Legislative Luncheon, GOLD

Annual Meeting and Banquet

12:00 p.m. Adjourn