

**March 5th, 2024**  
**SB 511**  
**Proponent**  
**Brad Portenier**  
**Founder**  
**Kansas Territory Brewing Co. & Bradford Built**

Chairman Thompson and Members of the Committee,

30 years ago, my wife and I started a manufacturing business. Make a good product, push hard, go without for awhile...eventually, Bradford Built grew into a successful business that now employs 75 people and continues to grow.

We are able to concentrate on promoting our product. In areas of the country where sales are not strong, we can make changes.

In 2015, we started a brewery. Put in the time, make a good product, it should be easy. We soon found out that we are not necessarily in charge. Most distributors are overwhelmed with vendors. Even with putting a sales force on the road, we are not assured of sales. We routinely get calls for our product, but are not able to satisfy these orders without breaking the law. Our investment, our labor, our product all left up to others.

Bradford Built operates in a free market, capitalistic way, and has thrived. Kansas Territory Brewing Co, a multi-million dollar investment, does not, and is dying on the vine.

I have a great feeling of responsibility for our employees and their families. I can't fix it without breaking the law.

Direct sales = jobs, paychecks, and taxes. We are all invested, hard-working citizens of the state. Direct sales would remove the barriers holding us back.

Brad Portenier