

March 5th, 2024
SB 511
Proponent
Ken Gottschalk
President
Defiance Brewing Co.

Chairman Thompson and Members of the Committee,

My name is Ken Gottschalk and I am the managing member of Defiance Brewing Co. in Hays, KS. We opened our microbrewery in 2013 and signed franchise agreements with Budweiser distributors throughout the state. At first a majority of the distributors were supportive but it was soon obvious that they were not selling/promoting our products as promised. When we tried to dissolve the agreements the distributors wanted huge amounts of money to get out of the contract but yet they were not selling our beer. We are a small operation and the cost of products to make the beer has increased and yet we cannot set the price of the product – the distributor dictates that. We are like many other microbreweries in the state in that we may have to close our doors if we can't increase our sales. In order to do that we have to be able to increase our customer base and have more control of the distribution of our product. Wineries in Kansas are already allowed the option to sell direct or utilize wholesalers so I hope you will allow Kansas microbreweries to do the same. I would appreciate your support of SB511. Thank you for your consideration.

Ken Gottschalk, President
Defiance Brewing Co.
Hays, KS 67601