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**Testimony on SB 390
to
The Senate Federal and State Affairs Committee**

**By Jackie McClaskey
Assistant Secretary
Kansas Department of Agriculture**

February 21, 2012

Chairman Brungardt and members of the committee, thank you for the opportunity to testify in support of Senate Bill 390. The Kansas Department of Agriculture serves the entire agriculture industry – working for all farmers, ranchers and related agribusinesses in the state. We are pleased to work for and with the Kansas wine and grape industry, and believe this legislation will be beneficial to our grape growers and wine producers.

Last summer, our Agricultural Marketing team contacted each of the state's farm wineries to learn more about their businesses and to identify barriers to growth. Two barriers that were identified would be removed through SB 390. The first is the ability to sell bottles of wine at special events that are monitored and regulated by the Division of Alcohol Beverage Control. Farm wineries are allowed to sample their product during charity or other special events, but are not allowed to sell the bottles directly to customers at those venues.

The bill would also allow those farm wineries, on their premises only, to sell glasses of their own wine. Farm wineries are currently able to apply for a drinking establishment license that would essentially allow them to operate a bar on premise. This is an attempt to streamline the licensing procedure while allowing customers to purchase a single glass of wine at a time in order to sample the farm winery's products.

We are supportive of the intent of the bill, and appear before you today as a proponent of this legislation. However, we remain neutral on the provisions contained in Section 1 that would drop to 10 percent the amount of Kansas product contained in a farm winery's manufacturing operations.

Our agency has worked with ABC on these items. We intend to build a good working relationship with that division as we search for solutions to expand this important agricultural industry in our state.

Thank you for your consideration. I will stand for questions at the appropriate time.