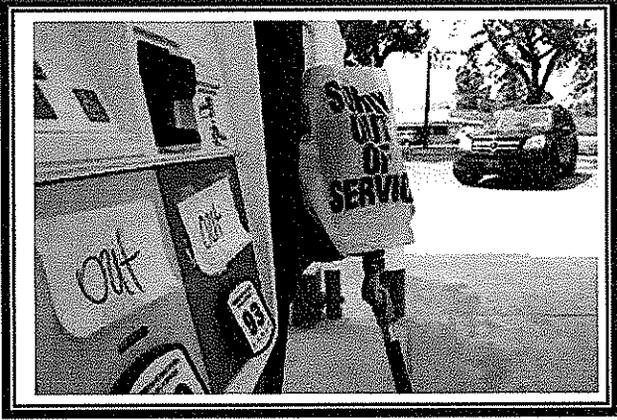


**GASOLINE & AUTOMOTIVE SERVICE
DEALERS OF AMERICA, Inc.**

18 Liberty Street, 2nd Floor Stamford, CT. 06902

OFFICE 203-327-4773 FAX- 203-323-6935 Web Site – www.gasda.org

Our Members are responsible for selling over 60% of the gasoline sold annually in the State of Connecticut!



SBA Report: Small Business Continues To Fuel the Economy!

President Obama - Small Business must be the Forefront of Recovery!

Gov Malloy: As Mayor of Stamford, I worked every day not only to create jobs in the city, but also to provide economic security by promoting a thriving economy as Gov I will make sure Connecticut Becomes Competitive!

THIS IS THE OPPORTUNITY TO PROVE IT!

GENERAL LAW COMMITTEE

By Michael J. Fox, Executive Director

February 08, 2011

Senator Doyle and Representative Taborsak and members of the General Law Committee, my name is Michael Fox, Executive Director of the Gasoline and Automotive Service Dealers of America, a Trade Association whose members are responsible for selling over 60% of all the gasoline sold in Connecticut. We come before you today in support of the concept SB-864 An Act Concerning grocery Store Beer Permits as this bill is simply a jobs creator for our industry. Our Small Businesses owners in Connecticut create jobs and this bill if passed will help create those jobs! While some will say these are not very high paying jobs, we disagree, as these jobs are NOT minimum wage, keep those employed off unemployment thereby reducing the cost to the State and employed consumers help produce much needed tax revenue for the State of Connecticut thru income tax and residual money spent by those employed consumers, rather than sitting home collecting unemployment checks. The national average shows the number of single store operators in the US is 57.5%. Here in the State of Connecticut is actually much larger than the US Average with single store ownership approximately 1000 of the 1500+ total stations operating in the State. It is not unusual for our State to have an arcane anti-competitive law on the books, the last one that comes to mind was when ATM machines were not allowed in Gas Stations or Convenience Stores and only allowed at Banks. Unbelievably, Connecticut was the last State to remove that restriction and our hope is we will not be last to allow beer sales in Gas/Convenience Stores. This may come as a surprise too many members of this committee but

nearly 80 percent of convenience stores sell beer, accounting for nearly one-third of all beer purchased in the United States, about 93 percent of which is sold cold. In fact, the U.S. convenience store industry sells more than 2 billion gallons of beer a year – roughly one-third of all the beer purchased in the United States. (In 2007, U.S. consumption was 6.7 billion gallons.) But, very limited beer is sold thru Gas Station/Convenience stores in Connecticut by those going through the very costly process of operating two completely separate business at the same location. Yet, one of the biggest competitors for gasoline retailers is the ever increasing number of other businesses selling gasoline, cigarettes and other products traditionally sold in gas station/convenience stores. Stop & Shop, BJ'S and Costco all are currently in the gasoline business in Connecticut. These types of restrictions place an unfair burden on our members and your constituent's ability to generate profits; pay a higher rate of pay with benefits to their employee and frankly hurt the State of Connecticut with a loss of beer sales to Border States that sell not only cheaper gasoline, but beer with the purchase of gasoline. Thrifty consumers forced to deal with \$4.00 retail gasoline have figure out how to reduce miles driven to cut costs. We ask that you support and pass SB-864. I will answer any questions that you may have!