



**Proponent Testimony Submitted to the Senate Ways and Means Committee  
Senate Bill 82**

**Amy Wachob, President and CEO; Goodwill Industries of Northwest Ohio, Inc.  
Board Chairperson; The Ohio Association of Goodwill Industries**

**March 29, 2023**

Chairman Blessing, Vice Chair Roegner, Ranking Member Smith, and Members of the Senate Ways and Means Committee,

Thank you for allowing me to testify today as a proponent of Senate Bill 82, sponsored by Senator Michelle Reynolds and Senator Catherine Ingram. My name is Amy Wachob, and I am the President and CEO of Goodwill of Northwest Ohio, Inc. and the current Board Chairperson for The Ohio Association of Goodwill Industries (OAGI).

OAGI's cycle of success and impact can be seen throughout the state. Starting with more than 4.7 million donations made by Ohio citizens in 2022, Goodwill stores then sold the goods throughout a network of 198 retail locations. Funds from those donations supported direct services for 78,000 individuals, including 9.66 million employment-related services and 8.6 million cases of family support services.

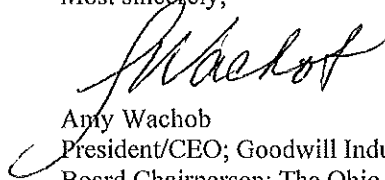
In 2021 coming out of the first year of the pandemic, OAGI placed over 5,000 individuals into employment, 47% of which were competitive employment, while 33% of that 5,000 were still receiving basic services after starting the job. It is a part of our mission to create economic mobility and serve people throughout our communities with relevant, current, and impactful workforce development programs. As the largest vocational rehabilitation provider to Opportunities for Ohioans with Disabilities (OOD) and one of the largest workforce development organizations in our great state, we believe it is our duty to contribute to the economic development of our state.

We have achieved this duty by connecting the people we serve to sustainable jobs, resulting in over 60 million dollars in payroll earned by the 5,000 individuals placed. This number does not include the 7,000 individuals we employ, which is 153 million dollars. This is 213 million dollars in taxable income that our state will rightfully get a share of and will contribute to the continued investment and development of our communities across the state.

Modeled after legislation that passed in Kentucky and Louisiana, SB 82 will allow non-profit organizations that sell donated items to retain 25% of the state sales tax generated from retail locations, up to \$1 million annually. The retained funds would be reinvested into job training and job placement programs for individuals with workplace disadvantages. These disadvantages include developmental disabilities, mental illness, criminal history, veteran status, and homelessness. Historically, these populations experience the highest rate of unemployment. Workforce development is a crucial component of Ohio's future, and SB 82 aims to address those needs. With many Ohio companies struggling to find employees, an investment in the workforce is urgently needed. *Creating Opportunities Together* is our association's motto and our belief that when we can come together to solve the most pressing issues OAGI can and will be able to answer the call of all Ohioans who need a hand up through the *Power of Work*.

On behalf of Goodwill Industries of Northwest Ohio, Inc. and the Ohio Association of Goodwill Industries, thank you for the opportunity to provide written proponent testimony on SB 82. This critical legislation will help us to serve underserved populations by strengthening the skills needed to be successful in the workforce and in life. I appreciate your thoughtful consideration.

Most sincerely,



Amy Wachob  
President/CEO; Goodwill Industries of Northwest Ohio, Inc.  
Board Chairperson; The Ohio Association of Goodwill Industries