



**Proponent testimony submitted to the  
Senate Ways and Means Committee  
Senate Bill 82  
Brittany Berry, Human Resource Generalist  
Goodwill Serving Northeast Ohio and Northwest Pennsylvania  
03/27/2023**

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 Sen Catherine Ingram. My name is Brittany Berry, and I am the Human Resource Generalist of Goodwill Serving Northeast Ohio and Northwest Pennsylvania. Our Mission is to change lives through the power of work. Our values are to lift people, train for life, support employment, and strengthen communities.

The Ohio Association of Goodwill Industries cycle of success can be seen throughout the state. Starting with more than 4.7 million donations made by Ohio citizens in 2022, Goodwill stores then sold at a network of 198 retail locations. As a result, more than 192 million pounds of product were diverted from landfills. 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.

Goodwill offers a comprehensive menu of employment and family support services, including, but not limited to, job placement services, financial literacy classes, parenting skills training, and on-the-job support.

Goodwill serving Northeast Ohio and Northwest Pennsylvania has implemented a program called Good Skills. The Good Skills program is to improve the day to day lives of employees and help them achieve their goals by strengthening their finances, relationships, and work skills. Through individualized assessments and development plans, participants can set their own courses for their future, access community resources, and receive skills training.

Modeled after legislation that passed in Kentucky and Louisiana, SB 82 would allow non-profit organizations that sell donated items to retain 25% of the state sales tax generated from our 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, such as developmental disabilities, mental illness, criminal history, veteran status, and homelessness. Historically, this population experiences the highest rate of unemployment. Out of 76 participants in our Good Skills Program 77% of participants served had at least one disability, 8% of our participants were people with criminal backgrounds, and 7% have been affected by homelessness.

On behalf of Goodwill serving Northeast Ohio and Northwest Pennsylvania, thank you for the opportunity to provide proponent testimony on SB 82. This important legislation will help us to serve additional individuals by strengthening the skills needed to be successful in the workforce and in life. I appreciate your thoughtful consideration.