



Goodwill

Ohio Valley Goodwill Industries
Employment and Training Center

Proponent testimony submitted to the Senate Ways and Means Committee

Senate Bill 82

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Ohio Valley Goodwill Industries

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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 Mark Hiemstra, and I am the President and CEO of Ohio Valley Goodwill. We serve eight counties in Southwest Ohio including Adams, Brown, Butler, Clermont, Clinton, Hamilton, Highland and Warren. We have been serving the Greater Cincinnati community for more than 107 years and on average, serve 3000 Ohio citizens annually.

The Ohio Association of Goodwill Industries cycles of sustained success and outcomes can be seen throughout the state. These 16 Ohio Goodwill organizations collect more than 4.7 million donations in 2022, selling these items within a network of 198 Goodwill retail locations. As a result, more than 192 million pounds of product was diverted from landfills. Funds from those donations then supported direct services for 78,000 Ohioans, including 9.66 million employment-related services and 8.6 million cases of family support services.

Ohio Valley Goodwill Industries offers a comprehensive array of employment services including job development, coaching and retention support. Additionally, through its award-winning Center for Advocacy, Recreation and Education (CARE) program, personal enrichment opportunities are provided for individuals with developmental disabilities. The organization also offers pre-vocational services to almost 400 people annually through its partnerships with local County Boards of Developmental Disabilities. Through its Veterans and Homeless programs, Ohio Valley Goodwill provides temporary housing, assists with finding housing and provides employment opportunities for our nation's veterans and other individuals challenged with homelessness.

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 in job training and job placement programs for individuals with workplace disadvantages, such as developmental disabilities, mental illness, criminal history, veteran status, and homelessness. Historically, these populations experience the highest rate of unemployment. Ohio Valley Goodwill serves an average of 3000 people a year; in 2022, we assisted 920 individuals to attain employment. Last year, through our services and support, we reduced the need for \$4,393,920 in governmental assistance empowering our clients to become tax-paying, employed individuals.

On behalf of Ohio Valley Goodwill, 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.