

HB 100 Proponent Testimony**Matt Kresic, Chief Executive Officer****Cadence Care Network / Cadence Coffeehouse and Creperie****House Ways and Means Committee****April 8, 2025**

Chair Roemer, Vice Chair Thomas, Ranking Member Troy, and members of the House Ways and Means Committee, thank you for the opportunity to provide proponent testimony on House Bill 100, which will authorize a temporary grant program for certain retailers that sell donated goods and to make an appropriation. My name is Matt Kresic and I am the Chief Executive Officer at Cadence Care Network and Cadence Coffeehouse and Creperie.

Ohio's nonprofit organizations bring tremendous value to our community through employment training and job placement programs that provide much needed support to residents and businesses. Not only are they a significant employer, but they also play a vital role in upskilling and training individuals for jobs with other employers that otherwise would not be prepared to enter the workforce.

HB 100 would allow nonprofit organizations that sell donated goods to retain 25% of the state sales tax generated by items sold at their retail stores via a grant award. Funds would be reinvested into workforce programs for individuals with barriers to employment, including veterans, individuals with disabilities or mental illness, justice-involved individuals, and those experiencing homelessness.

Cadence Care Network is a non-profit organization that provides a wide array of behavioral health and foster care services to vulnerable children, young adults, and families across the Northern portion of Ohio. Headquartered in Trumbull County, Niles specifically, we have office locations in Ashtabula, Mahoning, and Lucas Counties but serve many contiguous and adjacent counties via home-based behavioral health and foster care services.

In July of 2022, Cadence Care Network opened Cadence Coffeehouse and Creperie. The coffeehouse is a social enterprise that is open to the public and serves as a training center for youth who experience mental health symptoms. A social enterprise, by definition, is an organization that seeks to solve a social or environmental problem through a market driven approach. In this case, our social enterprise seeks to offer job training and employment opportunities for at risk youth served by our organization, all while supporting programming that builds resilient and strong young adults with surplus revenue over direct business operations. This project has two distinct targets: Empowering youth with issues that may put



them at risk (mental health, substance abuse, child welfare and juvenile court involvement, developmental disabilities) to gain important life skills, while serving up the finest espresso-based drinks and crepes in the area! Over the past year, we have employed 8 young people who have gained extensive knowledge in the food service industry and will soon be able to find employment in the broader workforce.

Nonprofit organizations play a key role in equipping individuals with the skills needed to fill in-demand jobs. They are trusted by local employers as well as individuals seeking workforce programming. Investing in their programming, which has a proven record of success, would be a prudent use of state tax dollars.

For consideration, this bill would be even more impactful for organizations like Cadence Coffeehouse and Creperie If it created the same sales tax savings for nondonated goods as well. Our coffee shop buys supplies from numerous coffee and food suppliers. The cost of those goods equals 40% of our social enterprise's annual budget and generate the majority of our revenue. The remainder of our expenses are labor and training costs for our staff and those who are providing them with training.

On behalf of Cadence Care Network and Cadence Coffeehouse and Creperie, we ask for favorable passage of HB 100 as it will assist residents in our state with attaining competitive employment. As I am unable to juggle my schedule to be in Columbus to provide testimony, I would welcome the opportunity to answer any questions you may have via Email at Matt.kresic@cadencecare.org or via phone at (330)544-8005 Ext. 2106. My physical address is 31 N. Main Street, Niles, OH 44446.

Respectfully submitted:



Matt Kresic CEO
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