



**Proponent testimony submitted to the
Senate Ways and Means Committee
Senate Bill 82
Lance W. Detrick, President & Chief Executive Officer
Goodwill Easterseals Miami Valley
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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 Lance Detrick, and I am the President & CEO of Goodwill Easterseals Miami Valley.

Goodwill Easterseals Miami Valley is headquartered in Dayton Ohio and has a regional headquarters facility in Lima Ohio. We serve all or parts of 23 counties, (including Defiance, Paulding, Putnam, Hancock, Van Wert, Allen, Hardin, Mercer, Auglaize, Darke, Shelby, Logan, Miami, Champaign, Clark, Preble, Montgomery, Greene, Butler, Warren, Clinton, Highland, and Adams Counties), which basically cover the Greater Dayton/Miami Valley area and the Greater Lima/West Central Ohio area. We empower people with disabilities (broadly defined) and other disadvantages, (such as poverty, mental illness, criminal history, homelessness, legal immigrants, veterans with disabilities, etc.) to achieve independence and a better quality of life.

Last year, Goodwill Easterseals Miami Valley's 1,390 dedicated employees served 19,112 Ohioans in over 62 locations across the region we serve. Our organization has over 40 major programs, which can be grouped into the broad categories of: employment services for people with disabilities and other disadvantages; workforce skills training for people with disabilities and other disadvantages; senior services; behavioral health services; services for people with developmental disabilities; and children and youth services.

Last year we helped 883 Ohioans find competitive employment across the region we serve. We tailor our employment programs and workforce skills training programs to meet the needs of the people we serve and the needs of local employers. Therefore, we have specialized employment and training programs for: people in multi-generational poverty; people with prior legal histories; people in recovery from addiction; people in recovery from mental illness; people who are blind or visually impaired; people who are deaf or hard of hearing; people with other disabilities; young people who are receiving Temporary Assistance to Needy Families; seniors seeking employment; veterans seeking employment; and essentially anyone who comes to our door looking for employment. Our workforce skills training programs include everything from basic job seeking skill training to industry recognized certifications that include: Google Professional Certifications, Microsoft Certifications, Meta Social Media Marketing Certifications, Guest Service Certification, Guest Service Certification and Cashier Training,

ServSafe Food Handler Professional Certification, and Certified Guest Room Attendant Certification. In addition, we are frequently able to support the on-the-job training efforts of people with disabilities in a wide field of endeavors by providing trained job coaches.

Goodwill Easterseals Miami Valley is currently the lead agency in a 36-agency collaboration in the Greater Lima Area, (Allen, Auglaize, & Hardin Counties) that seeks to help people with prior legal histories to find gainful employment and successfully reintegrate into the community. Last year we placed 189 people with prior legal histories in competitive employment in the Greater Lima Area through this program. NK Parts Industries, Inc., (an automotive parts supplier who was facing a severe shortage of available workers,) hired 15 new employees in a single day via this program and hired over 30 employees over a 3-month period. These jobs pay a starting wage of \$18 per hour and have a strong benefits package. Obviously, this strengthened an Ohio manufacturer; helped people with prior legal histories find good employment; and made our communities safer, because there is a strong correlation between employment and reduced recidivism rates among those with prior legal histories. One of you has a core operating principle on your senate website that says: "We all do better, when we all do better." Clearly, that is true of our program in the Greater Lima Area.

However, with more resources we could support more much needed programs, like the one in Lima. That is why Senate Bill 82 is so important. Senate Bill 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. Nonprofit organizations that would qualify for this tax incentive are experts at helping people with barriers fully participate in the Ohio workforce and society. This is especially important now, when many Ohio companies are struggling to find employees.

On behalf of Goodwill Easterseals Miami Valley, 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 and support.