



**Proponent testimony submitted to the
Senate Ways and Means Committee
Senate Bill 82
Judy Talcott**

**Goodwill Industries of Wayne and Holmes Counties, Inc.
March 28, 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 Judy Talcott and I am the President of Goodwill Industries of Wayne and Holmes Counties located in Wooster, Ohio. We provide Workforce Development services in both Wayne and Holmes Counties.

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.

Our Goodwill offers a comprehensive menu of employment and family support services, including, but not limited to, job placement services, financial literacy classes, skills training, and on-the-job support. Case Managers will work with participants to develop an Individual Employment Plan. This detailed plan assessment will include all items necessary to help the participant obtain and retain a job. Goodwill offers over 20 employability courses and workshops which can be deployed on our E-Learning Platform or in person. This plan also addresses major barriers a participant may have to becoming successful in today's workforce, which include housing, transportation, child or elder care, mental health, and addiction just to name a few.

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. We served over 1,600 people in our two small communities last year providing valuable Workforce Development Services.

On behalf of (organization), 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.

Sincerely,

A handwritten signature in black ink that reads 'Judy Talcott'.

Judy Talcott, President
Goodwill Industries of Wayne and Holmes Counties