

**Proponent testimony submitted to the  
Senate Ways and Means Committee  
Senate Bill 82  
Ryan D. Burgess, President and CEO  
Goodwill Columbus  
March 29th, 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 Ryan Burgess, and I am the President and CEO of Goodwill Columbus. We serve individuals in Franklin and Madison 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 strategic goal is to equip 100,000 people with the tools to advance economic mobility through the Power of Work by 2030. To achieve this goal, we offer a comprehensive menu of employment and family support services, including, but not limited to, job placement services, financial literacy classes, adult day services, parenting skills training, and on-the-job support.

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.

On behalf of Goodwill Columbus, 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.