



January 21, 2021

The Honorable Anne Kaiser, Chair
House Ways and Means Committee
House Office Building Room 131
6 Bladen Street
Annapolis, MD 21401

Re: H.B. 0337, *Sales and Use Tax-Vendor Collection Credit- Job Training*

Chair Kaiser and Members of the House Ways and Means Committee:

My name is Lisa Rusyniak, President and CEO of Goodwill Industries of the Chesapeake. Goodwill Industries of the Chesapeake is a strong supporter of this bill.

I have worked for Goodwill for almost 25 years in every role imaginable. I have been the President and CEO since 2012. This is not only my job but my passion. I often say my goal is to eliminate poverty in our community. Although it may seem like an impossible task, I truly believe the work of this organization and other workforce development agencies are one the keys to eliminating poverty by giving those who have faced hardships an opportunity to succeed.

The purpose of this bill is to allow for qualified job training organizations to keep the taxes that are currently remitted to the state through the sale of donated goods, permitting them to further invest in their communities through workforce development programs. This bill would impact thousands of individuals throughout the State of Maryland by allowing qualified job training organizations to increase their capacity by providing access to quality remedial education, apprenticeships and employer needed skills and jobs.

As we enter our 102nd year of service in Central Maryland and the Eastern Shore, we hope to continue to increase the impact of the workforce development services we provide. House Bill 337 will help us do that. Goodwill program participants filled more than 750 jobs with employers throughout our territory with an average wage of \$13.80. If passed, we could provide funding towards an adult high school that would allow individuals twenty one years of age and over the opportunity to obtain their high school diploma through an accelerated two-year program, while simultaneously engaging in job training.



With the challenges of 2020, Goodwill's workforce development services are needed more than ever to assist individuals impacted by the pandemic return to the workforce. We've started to

provide our skills trainings virtually, expanding our reach to Maryland residents beyond those that are geographical near our career centers. If passed, we can increase our impact in the community by providing access to critical resources, adult basic education, apprenticeships and job readiness trainings to create a workforce pipeline to middle skilled employment, resulting in stronger communities and the overall economy for the state of Maryland.

We urge a favorable report on HB 337.

Sincerely,

Lisa Rusyniak
President and CEO