

WRITTEN ONLY

TESTIMONY BY WESLEY K. MACHIDA  
DIRECTOR, DEPARTMENT OF BUDGET AND FINANCE  
STATE OF HAWAII  
TO THE SENATE COMMITTEE ON ECONOMIC DEVELOPMENT, ENVIRONMENT,  
AND TECHNOLOGY  
ON  
SENATE BILL NO. 2277

February 3, 2016  
1:15 P.M.

RELATING TO THE ISSUANCE OF SPECIAL PURPOSE REVENUE BONDS FOR  
GOODWILL INDUSTRIES OF HAWAII, INC.

Senate Bill No. 2277 authorizes the issuance of Special Purpose Revenue Bonds (SPRB) to assist Goodwill Industries of Hawaii, Inc. with the planning, acquisition, and construction of its facilities pursuant to Part V, Chapter 39A, Hawaii Revised Statutes.

The Department would like to advise the Legislature and prospective SPRB parties that should the legislation be approved, approval of SPRB issuance will require further discussion and satisfactory credit underwriting review of the financing components with respect to any proposed financing.

Thank you for the opportunity to provide testimony on this measure.



To: The Honorable Glenn Wakai, Chairman  
Senate Committee on Economic Development, Environment, and Technology (EET)

From: Laura Smith, President/CEO  
Patricia Ruiz  
Goodwill Industries of Hawaii, Inc.

Date: February 3, 2016

Re: **Testimony in SUPPORT of SB 2277– Relating to the Issuance of Special Purpose Revenue Bonds for Goodwill Industries of Hawaii, Inc.**

Thank you for the opportunity to be here today, I am Laura Smith, President/CEO of Goodwill Industries of Hawaii, Inc. We are a 501(c)3 non-profit organization that serves over 12,000 people statewide who have barriers to employment. Our organization provides employment and training services to a wide variety of people including those who are low income, have a disability, are on public assistance such as TANF, food stamps, are ex-offenders, are youth at risk, or part of the COFA community.

While we have offer a wide range of services, many of the people we serve benefit from our programs by being provided with employment to help them gain work experience and build their work histories. We accomplish this by providing them with a job at Goodwill in such areas as production and processing, retail sales, assembly, and manufacturing as some of our offerings. Often times these jobs provide people with a first paycheck and path to success so that they can move into other employment options outside of Goodwill.

Goodwill Hawaii is seeking approval of a Special Purpose Revenue Bond, which would provide resources for capital improvements at our Beretania Street property. In 2014, after 15 years of tenancy, Goodwill was able to purchase this location. Most of the processing and production space at this location is in renovation to enclose the area from the outdoors, as well as to update it to create efficiencies for our processing operations and provide a better environment to our employees, and clients. While we are in the process of raising funds through a capital campaign, a SPRB would assist our efforts by allowing us to combine funds raised with bond financing to complete our renovations in a more expedient manner.

Goodwill engages in business activities that are considered as manufacturing, or processing which are allowable activities under HRS Chapter 39A. These include:

**Production and processing of used textiles and household goods:** Collecting over 13 million pounds of used goods annually from the general public, all donations must go through our processing system before being readied for sale. Goods must be sorted into various categories, with each item graded to determine its level of quality. Minor repairs are made, and each item individually priced and merchandised for sale. This extensive processing operation employs almost 150 people statewide, and 60 at our Beretania

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location alone. As a result, of this process we divert millions of pounds from recyclable merchandise from the landfill.

**Manufacturing and Assembly work:** Goodwill Hawaii also has a contracts division which provides a variety of services to the community. Some of these services include manufacturing work, such as assembling, packing, and delivery of products for a local business customers like the assembly modern kits for a large local internet services provider, or the sewing of disposable muslin painter's hoods for use by Pearl Harbor Naval Shipyard, and other customers.

All of this work is meant to provide people with entry level employment as a first step in their career path. SPRB financing will help us to modernize our processing and manufacturing, and help us to continue to broaden the services we provide.

SPRBS, have been a financing tools used by many other Goodwill's in the US, as a means to leverage funds for capital improvements, as well as other financing purposes. Our board of directors is in full support of the organization entering into such a financing arrangement, and with our strong financial performance, we feel we have the capacity to be approved for such financing during the underwriting process. Goodwill has retained local counsel experienced in bond issues to work with us throughout the process, and has engaged assistance from Goodwill Industries International.

Thank you for this opportunity to speak with you about our need for a Special Purpose Revenue Bond.

Laura Smith

**Statement from Patricia Ruiz**

My name is Patricia Ruiz, and I went through Goodwill's training program and am now a Lead Sales Clerk for one of the Goodwill Stores. After battling drug-use for many years, I was incarcerated and learned how hard it was to be away from my husband and children for long periods of time.

I came to Goodwill through a work furlough program, BRIDGE, from the Women's Community Correctional Center (WCCC). I had been sentenced to five years, and later to 20 years for promoting dangerous drugs and other crimes.

I had never had a real job and because of my lack of job skills, I wasn't confident that anyone would hire me. Goodwill worked with me to put the past behind me and look towards my future. It was when Goodwill hired me that I could gain some work skills. I liked working for Goodwill so much, I decided to stay on as a permanent full-time employee and have been promoted several times over the six years I have worked here.

I love who I am today, and I'm thankful to be part of this great Goodwill team. I enjoy working getting donations ready for sale, and working with our donors and customers. I hope that you will support this bill so that others like me will be able to continue to gain work skills and look towards a bright future.

Thank you for listening to my story.



**Testimony of  
Gary M. Slovin  
on behalf of  
Goodwill Industries of Hawaii, Inc.**

DATE: February 2, 2016

TO: Senator Glenn Wakai  
Chair, Committee on Economic Development, Environment, and Technology  
*Submitted Via [EETTestimony@capitol.hawaii.gov](mailto:EETTestimony@capitol.hawaii.gov)*

RE: **SB 2277– Relating to the Issuance of Special Purpose Revenue Bonds for  
Goodwill Industries of Hawaii, Inc.**  
**Hearing Date: Wednesday, February 3, 2016 at 1:15 p.m.**  
**Conference Room: 414**

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Dear Chair Wakai and Members of the Committee:

I am the Board Chair of Goodwill Industries of Hawaii testifying in support of SB 2277.

Goodwill's primary mission is training people with challenges to take their place in the workplace and be more productive citizens. Many of our people receive training in our retail stores but we have many other programs as well.

The need in our community is greater than our present resources. The purpose of the Special Purpose Revenue Bond we are seeking is to renovate our facility at Beretania Street. We were fortunate to be able to acquire the property last year but the facility needs renovation for Goodwill to make full use of it. Further, by enlarging the facility we will be able to accept many of the people who need Goodwill's help that we cannot accommodate today.

We have an extraordinary and dedicated and able staff that is prepared to continue to provide and expand these critically needed services.

For the foregoing reasons, we respectfully request that the committee support SB 2277.

Thank you for your consideration of this matter.

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Gary M. Slovin

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