



**TESTIMONY OF
THE DEPARTMENT OF THE ATTORNEY GENERAL
KA 'OIHANA O KA LOIO KUHINA
THIRTY-THIRD LEGISLATURE, 2026**

ON THE FOLLOWING MEASURE:

H.B. NO. 1810, RELATING TO CHARITABLE SOLICITATION.

BEFORE THE:

HOUSE COMMITTEE ON ECONOMIC DEVELOPMENT & TECHNOLOGY

DATE: Friday, January 30, 2026

TIME: 10:00 a.m.

LOCATION: State Capitol, Room 423

TESTIFIER(S): Anne E. Lopez, Attorney General, or
Nathan SC Chee, Supervising Deputy Attorney General, or
Eunice Park, Charities Program Administrator

Chair Ilagan and Members of the Committee:

The Department of the Attorney General (Department) offers the following comments.

This bill seeks to regulate professional solicitors that operate collection bins or receptacles to solicit and accept donations of non-perishable tangible property on behalf of charitable organizations, using a business model in which the donated property is processed or resold through for-profit retail or thrift stores.

The bill creates new financial reporting requirements for professional solicitors that sell donated or collected non-perishable tangible property and compensate charitable organizations based on the weight of donor contributions. Implementing these requirements would require modifications to the Department's current online financial reporting system, which currently does not include fields to capture this information. The bill would also increase the Department's enforcement responsibilities related to reviewing and monitoring compliance with the new reporting requirements. Should this Committee pass the bill, the Department respectfully requests additional time to implement the necessary online system changes by amending section 6 of this bill to state: "This Act shall take effect on January 1, 2027," as well as adding an appropriation to the Department for additional staffing and resources to address the anticipated increase in reporting review and enforcement workload.

Thank you for the opportunity to provide testimony.



**House Committee on Economic Development & Technology
January 30, 2026 at 10 AM
Room 423**

Testimony in SUPPORT for HB1810

Aloha Chair Ilagan, Vice Chair Hussey, and members of the Committee:

On behalf of the Hawaii Alliance of Nonprofit Organizations, I would like to offer our comments in **support of HB1810**, which strengthens transparency and consumer protections in charitable solicitation involving the collection of donated goods.

The Hawaii Alliance of Nonprofit Organizations (HANO) is a statewide, sector-wide professional association of nonprofits that works to strengthen and unite the nonprofit sector as a collective force to improve the quality of life in Hawaii. Since 2006, HANO has been a leading voice for the nonprofit sector, leveraging resources, educating and advocating for policies and practices that promote the professionalism, sustainability, and effectiveness of nonprofits and the communities they serve.

Hawaii's nonprofit organizations rely on public trust to carry out their missions. When residents donate clothing or household goods, they reasonably expect those items, or the value derived from them, to meaningfully support charitable missions. Recent reporting suggests that some for-profit donation collection models can be confusing to donors, particularly when charitable imagery or language is used, and donated items are resold for profit and only a portion of proceeds ultimately supports nonprofit partners.

HB1810 addresses this issue in a thoughtful and targeted way. It clarifies that donated goods and collection bins are covered under charitable solicitation laws and are subject to reasonable reporting requirements. The bill does not prohibit donation bins or partnerships with for-profit entities, but it does require honesty, disclosure, and accountability.

HANO supports HB1810, as greater transparency benefits donors, strengthens trust in the nonprofit sector, and supports the integrity of charitable giving in Hawaii.

Mahalo for the opportunity to submit testimony.

January 28, 2026

House of Representatives Committee on Economic Development & Technology

Testimony for HB 1810, Relating to Charitable Solicitation.

Hearing: January 30, 2026

Aloha Chair Ilagan, Vice Chair Hussey, and members of the committee,

Goodwill Hawaii is a 501(c)(3) non-profit charity that helps people with employment barriers to reach their full potential and become self-sufficient. Since 1959, we have provided job placement, career development, education, training, employment, and support services for people throughout the state. Thousands of Hawaii residents each year benefit from our services and have found employment in our community.

We are writing to offer our **strong support** for HB 1810, which would enhance transparency in charitable fundraising and donations. We believe it's a critical step forward that would help maintain donors' trust and ensure no one is in the dark about who their donations benefit.

Goodwill Hawaii is rare among local not-for-profit organizations because most of its revenue is earned through retail sales at our community stores, service contracts in competition with private providers, and grants for job training services. Most of the goods in our retail stores are received as charitable donations at collection sites across the state.

Honolulu Civil Beat recently highlighted a troubling trend of collection sites cropping up across Oahu, where operators advertise that donations received will benefit a nonprofit organization. In fact, some operators collect donated goods, resell the goods for profit, and provide only a small fraction of the proceeds to the charity advertised to donors on the bin. Sometimes this is only a few cents per pound of items donated. Donors are frequently unaware of these arrangements and may reasonably believe their donation is tax-deductible or primarily benefiting a charitable mission, when that may not be the case.

Without action to clarify the guidelines for fundraisers, nonprofit organizations across the state will continue to see donations diverted to for-profit or potentially illegal operations, depriving us of the proceeds from donations we use to serve our community. Given the importance of donated goods to fulfilling our mission, we are deeply concerned that these operations will continue to result in less funding available to meet a growing demand for services.

HB 1810 is a targeted measure for paid professional solicitors who are already required to comply with state standards and reporting requirements. It would not expand the covered organizations or include nonprofessional, grassroots fundraising efforts that support community causes. The bill would ensure that everyone benefits from a level playing field and clearer guidelines on how they can legally operate.

Mahalo for the opportunity to testify in support of this important measure.

A handwritten signature in black ink that reads "Katy Chen".

Katy Chen
President/CEO

DONATE STUFF. CREATE JOBS.



GOODWILLHAWAII.ORG



BIG BROTHERS BIG SISTERS HAWAII, INC

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Aloha Chair Ilagan, Vice Chair Hussey, and members of the committee,

Big Brothers Big Sisters Hawaii (BBBS Hawaii) is a 501(c)(3) nonprofit organization dedicated to creating and supporting one-to-one mentoring relationships that ignite the power and promise of youth. Our mission is to ensure that all young people—especially those facing adversity—have access to consistent, caring adult relationships and the opportunities they need to thrive.

As a nonprofit entrusted with public trust and donor resources, transparency and accountability are essential to maintaining confidence in charitable giving and ensuring contributions are represented honestly and used as intended.

BBBS Hawaii strongly supports HB 1810, which strengthens transparency in charitable fundraising and donation practices. This measure is an important step to protect donors and to ensure people understand who truly benefits from their generosity. When the public believes their donated goods or dollars are supporting a charitable mission, they deserve clear and accurate information.

For organizations like ours, charitable contributions are a meaningful part of how we fund services for youth and families. At a time when demand for mentoring and youth support continues to grow, Hawaii cannot afford systems that erode public confidence. HB 1810 is a practical, targeted approach that focuses on professional fundraisers who are already subject to state standards and reporting requirements. By establishing clearer disclosure expectations and reinforcing transparency, the bill helps ensure a level playing field for those operating responsibly and give donors the clarity they deserve.

Mahalo for the opportunity to testify in strong support of HB 1810.

Tyler Kurashige
President/CEO





January 29, 2026

**Testimony in Support of HB 1810
Relating to Charitable Solicitation**

Aloha Chair Ilagan, Vice Chair Hussey, and Members of the Committee,

I write today to express my **strongly support** for HB 1810 to require for-profit professional solicitors operating public collection receptacles to provide greater transparency on their donation practices.

These operators collect donated goods, resell the goods for profit, and provide only a small fraction of the proceeds to the charity advertised to donors on the bin. Sometimes this is only a few cents per pound of items donated. Donors are frequently unaware of these arrangements and may reasonably believe their donation is tax-deductible or primarily benefiting a charitable mission, when that may not be the case.

Such a lack of transparency risks undermining public trust in charitable giving, which community benefit organizations in our community work so hard to earn and keep.

Without action, nonprofits that rely on donations to fund their work in job training and community programs will continue to suffer the loss of support and resources while for-profit companies pocket the proceeds from unsuspecting donors' generosity.

Thank you for the opportunity to testify, and I urge your strong support of HB 1810.

Mahalo,

Michelle Bartell
President & CEO
Aloha United Way



NATIONAL KIDNEY
FOUNDATION®

of Hawaii

Aloha Chair Ilagan, Vice Chair Hussey, and members of the committee,

My name is Maile Kawamura, and I am the President and CEO of the National Kidney Foundation of Hawai'i, a 501(c)(3) nonprofit organization dedicated to preventing kidney disease, improving the quality of life for individuals living with kidney disease, and increasing access to transplantation across our state. The National Kidney Foundation of Hawai'i has served patients, families, and caregivers through free health screenings, patient education, nutrition programs, support services, and community-based advocacy. Hawai'i continues to experience disproportionately high rates of kidney disease, diabetes, and hypertension, and our work is critical to addressing these urgent and growing health challenges.

We are writing today **in strong support** of HB 1810, which would enhance transparency and accountability in charitable fundraising and donations. Trust is the foundation of philanthropy, and this measure represents an important step in ensuring that donors clearly understand how and where their contributions are being used.

As a nonprofit organization, the National Kidney Foundation of Hawaii relies heavily on charitable donations, sponsorships, and community support to fund lifesaving and life-improving programs. Donors give generously because they believe their contributions are directly supporting patients, families, and communities in need. When fundraising practices lack transparency—or when donations are diverted through misleading or unclear arrangements, trust is undermined, and the entire nonprofit sector is impacted.

Recent reporting has highlighted the growing presence of donation collection sites that imply support for charitable organizations, while in reality the majority of proceeds may go to for-profit operators, with only a minimal portion benefiting the named charity. In many cases, donors are unaware of these arrangements and may reasonably assume their donation is tax-deductible or primarily supporting a charitable mission, when that may not be true.

Without clearer guidelines and enforcement, nonprofit organizations like ours risk losing critical resources needed to meet rising demand for services, particularly for vulnerable populations who already face barriers to care. For kidney patients, reduced funding can mean fewer screenings, less education, and diminished support for individuals navigating dialysis or transplantation.

HB 1810 is a reasonable and targeted measure that applies to professional fundraisers already subject to state requirements. By strengthening transparency and disclosure, this bill helps protect donors, supports ethical fundraising practices, and ensures a fair and level playing field for organizations that operate with integrity.

Mahalo for the opportunity to testify in support of this important measure and for your continued commitment to protecting Hawai'i's communities and charitable sector.

Respectfully,

Maile Kawamura
President & CEO
National Kidney Foundation of Hawaii

House of Representatives Committee on Economic Development & Technology
Testimony for HB 1810, Relating to Charitable Solicitation.
January 30, 2026, Room 423

Aloha Chair Ilagan, Vice Chair Hussey and Committee Members,

My name is Mike Onofrietti and I currently serve on the board of directors of Goodwill Hawai'i and was previously its board chair. I **strongly support** HB1810.

Donations of clothing, household goods and other items received by Goodwill Hawai'i directly connect to services provided to Hawai'i residents; the money made in Hawai'i stays in Hawai'i. The organization's programs benefit people with limited resources and opportunities, including people with disabilities, immigrants and ex-offenders seeking a fresh start after a period of incarceration. Goodwill Hawai'i does not utilize professional solicitors for donated goods. The collection bins and donation sites are paid for and operated directly by the organization, not by professional solicitors.

Goodwill Hawaii is not the only nonprofit organization that utilizes donated goods to achieve its charitable mission, and some of the others choose to utilize professional solicitors. A March 12, 2025 Honolulu Civil Beat article (<https://www.civilbeat.org/2025/03/seen-these-o%CA%BBahu-donation-sites-gifts-dont-go-where-you-think/>) highlighted the need for HB1810 by describing an entity operating in Hawai'i that employs "Charitable Donation" signs at drop-off sites. Consumers likely believe that all or most of the proceeds from their generous donations will be given to the nonprofit organization listed at the collection center. As stated in the article, this is far from the truth.

HB1810 does not prohibit for-profit donation collectors from operating in Hawai'i. It merely requires them to disclose how much of the money received from selling donated goods is given to the nonprofit entity. HB1810 also requires that professional solicitors must deposit funds owed to the nonprofit within 45 days of the sale of donated goods.

HB1810 will enhance transparency to help Hawai'i consumers choose among the entities accepting and reselling donated goods. This transparency will also assist nonprofit organizations selecting among multiple professional solicitors to understand the available options and get the best deal. This bill is a win-win for consumers and Hawaii's nonprofit sector. I encourage the committee to pass HB1810.

Thank you for the opportunity to testify.