

# REDF

An investment that works.

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# UTECH

[www.utecinc.org](http://www.utecinc.org) | Lowell, MA

## At a Glance

### Mission

**UTECH**'s mission is to ignite and nurture the ambition of young people disconnected from school or work, to trade violence and poverty for social and economic success.

### Social Enterprise

Through social enterprise employment at **UTECH Mattress Recycling**, **UTECH Food Services**, and **UTECH Woodworking**, young people who've been justice-involved or with histories of incarceration gain valuable job skills, essential life skills, and real earnings to help them pursue positive life choices.

### Track Record

**UTECH**'s intensive outreach and comprehensive, long-term program model has reduced recidivism, increased employability, and increased education for proven-risk young adults aged 17 to 25. Today, **UTECH** is nationally recognized as a model agency serving justice-involved young adults.

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San Francisco, CA 94111  
(415) 561-6677

#### REDF - Los Angeles

801 S. Grand Avenue, STE. 725  
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# REDF

## Portfolio Partner Profile



**Founded:** 1999

**Location:** Lowell, Lawrence, and Haverhill, MA

**Social Enterprises:**

UTEC Mattress Recycling, Food Services, Woodworking

**Target Population:**

Opportunity Youth

**Joined REDF Portfolio:** 2016

**# Employed Since 2012:**

436 employed at least one or more days in a UTEC Social Enterprise, and 166 employed externally

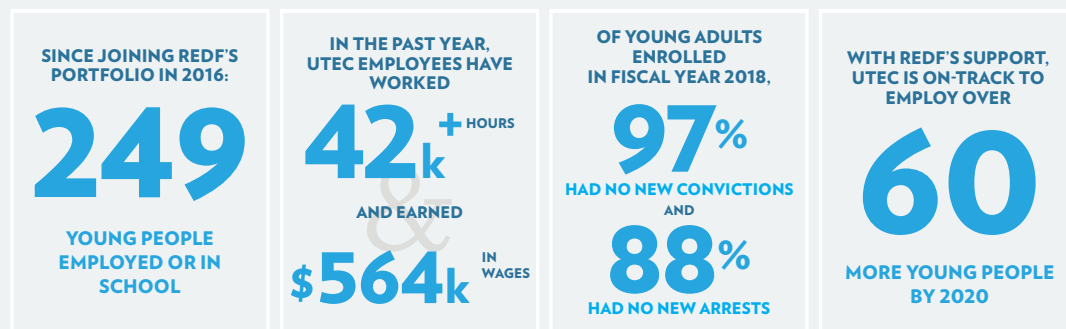
## REDF Investment & Advisory Services

REDF's **\$600K** capital investment and advisory services have helped UTEC strengthen its social enterprise business lines and connect more young people to social and economic success.

**Highlights of this partnership include:**

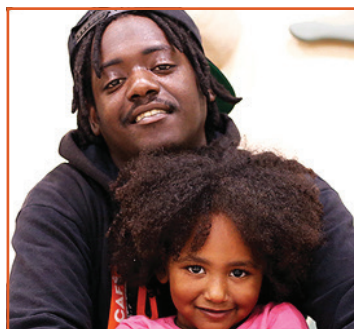
- Optimized UTEC's mattress deconstruction operations and pricing model through a competitive analysis, stakeholder interviews, and breakeven analysis;
- Developed the operational plan and helped launch UTEC's ecommerce sales channel, including site design, shipping, packaging, and business development strategies;
- Through a 2018 grant, piloted a brain and behavioral science-informed approach to coaching UTEC participants and building their financial capability including implementing Community Financial Resource debit cards to increase banking access and make paycheck cashing easier for all transitional employees; and
- Developed the operational plan for UTEC's new nut butter line, to be carried at all Whole Foods stores in the North Atlantic region, including volume and pricing modeling, production schedule, inventory management, and staffing needs to ensure successful launch.

## An Investment That Works



## Personal Success Story

### UTEC Made All the Difference



Raised in challenging circumstances, José experienced housing instability and spent time in jail. After he was released, he wanted to build a better life for himself and his family and decided to enroll at UTEC. He entered UTEC's holistic program and was able to access their 2Gen Center, an onsite early education center designed to assist participants who are young parents and their children. José says, "The support from UTEC is incredible, especially with the on-site 2Gen Center to take care of my daughter while I am in the program." Today José works in UTEC's Food Services social enterprise gaining paid work experience, creating menu recipes, and learning about kitchen operations. He's also gained leadership and public speaking skills, and recently gave a speech on criminal justice reform and reentry at the State House. With the help of his Transitional Coach, he has his eyes set on college and creating a more stable life for his family.



**UTEC does incredible work to train and equip young people with important skills that they will use long after leaving the program.** — Charlie Baker, Governor of Massachusetts