UTEC
Social Enterprises
Source of Volume
Process
After Market
UTECEC founded 1999

- Serving “proven risk” youth 16-24
- Focus on education, employment and reduced criminal recidivism

Social Enterprises

- Culinary
- Furniture Design
- Mattress Recycling
168 youth ages 16-24 participated in our intensive programming in FY16.

86% had a criminal record

77% were gang involved

80% had no high school credential

44% were pregnant or parenting

95% had more than one risk criteria, including 14% who had all four.

500+ additional youth served through Streetworker engagement, enrichment activities, and other events.
Social Enterprises
UTEC's OUTCOMES

83% of youth who left UTEC programming have not been arrested in the last 2 years since leaving UTEC.

82% of youth who left UTEC programming were employed 2 years later.

24% of youth who engaged in our HiSET classes obtained a high school credential.

Learn more at www.utec-lowell.org

MASSACHUSETTS and NATIONAL OUTCOMES

50% of 18-24 year-olds who are incarcerated to county facilities in Massachusetts are re-arraigned within 1 year, and 76% are re-arraigned within 3 years.*

40% Former inmates earn an average of 40% less than they would if they had not been incarcerated. In Massachusetts this amount totals $760 million in lost wages annually.** UTEC works to help our youth avoid this potential wage loss.

<20% of incarcerated males ages 18-24 nationally have attained at least a high school diploma or GED.***

Mattress program begun 2013
- Consultant work – Saint Vincent de Paul
- University pick-ups
- Low volumes

Business Ramped up in 2014
- 7000 sq. ft. deconstruction space
- City of Lowell contract
- Aggressive pursuit of municipalities, hotels and universities
- Took in 6400 mattresses in 2014, 15,000 in 2015
Number of Mattresses YTD (2014-2015)

- Residential Mattress
- College Mattress
- Hotel/Commercial Mattress
- Total Number of Mattress Pieces
Current State of Business

- Hauling 500 – 1000 mattresses/month
- Residential pick-up agreements
  - Lowell, Newburyport
- Transfer station pick-up agreements
  - 15 Municipalities from south shore, to metro west
- University/School pick-ups
  - Eighteen schools in 2015-16
- Hotels
  - 4 hotels in 2014, 3 in 2015
Work with Hotels

– Flexibility to meet hotel job needs
  • Pick up pieces at loading dock
  • Provide load-in and load-out service to rooms
  • Work around hotel timing

– Customers pay UTEC to haul
  • Starting rate is $15/piece plus transportation to Lawrence
  • Transportation will depend on amount of labor required
Work with Hotels - Pick-up

- UTEC picks up pieces at loading dock
- UTEC pick-ups options
  - Staff, youth and box truck (50 pieces/trip)
  - Private driver and trailer (100 pieces)
- Example customer
  - Sheraton Boston
Work with Hotels – Load-in and Out

- UTEC can load-out and load-in rooms
  - Unload and stage incoming pieces
  - Move new pieces to rooms and old pieces out
    - Under hotel staff supervision
  - Schedule around hotel needs

- Example customers
  - Courtyard Marriott Norwood
  - Town Place Suites Marriott – Danvers
  - Attitash Grand Summit – Bartlett NH
Bedbug inspection and quarantine

- Infested mattresses would be isolated/bagged
- Hotel would be notified of infestation
  - (Hasn’t happened in hotel jobs yet)
Process

- Protective suits
- Goggles
- Masks
- Gloves
- Box cutters
Process

- Four cutting tables
- Youth and staff hand cut each mattress
- Everything broken down
Process

– Materials separated into piles and baled
  • Springs
  • Foam
  • Toppers
  • Flame retardant sheets
  • Cotton

– Target minimal amount of trash
After-Market Buyers

- Different buyers for different materials
  - Steel to salvage yard
  - Foam to carpet underlay manufacturer
  - Wood to mulcher

- Looking at other opportunities
  - Working with UMass and MIT to find other uses for cotton and gray padding
  - Looking at becoming bed rebuilder
For more information contact us:

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www.utec-mattress.org
Call Ed Frechette 978-856-3910