Everyone in America who is willing and able to work should have that opportunity and yet, millions of people today face overwhelming odds entering the workforce. Social enterprises are competitive businesses that hire and train people overcoming employment barriers. REDF is the only venture philanthropy in the U.S. investing in those life-changing businesses. Independent research proves the impact.¹

38% INCREASE IN STABLE HOUSING
268% INCREASE IN INCOME FROM WORK
33% INCREASE IN EMPLOYMENT

18 STATES

REDF
An investment that works.

2016 INVESTOR REPORT

RESULTS
IN 2016, REDF-SUPPORTED SOCIAL ENTERPRISES:

ASSISTED, TRAINED, AND EMPLOYED
3,820 PEOPLE

GENERATED $138M IN REVENUE TO REINVEST IN PEOPLE AND JOBS

AMPLIFIED REDF’S INVESTMENT BY A FACTOR OF 37x

SUCCESS STORY
MICHAEL
Incarcerated as a juvenile for gang-related offense. Spent 17 years in prison.

Made a turning point decision to get off the streets and start over.

Received training and support from the Center for Employment Opportunities (CEO), a REDF social enterprise partner. Hired at a competitive job, and promoted after only three months.

Became a case manager, connecting young people on probation. Now a CBP Border Patrol Agent at U.S. border working to cut prison populations for good. Finishing his BA degree.

SUCCESS STORY
CHARLOTTE
Born to a heroin addicted mother. Suffered physical abuse and began using drugs and alcohol at age 10.

Got sober. Employed at Women’s Bean Project, a REDF social enterprise partner. Received training and support to transform her life.

Currently employed at CoorsTek in Golden, CO as a Quality Control Inspector, earning a competitive wage with benefits.

18 STATES

NATIONAL EXPANSION

After 20 years of impact in California, in 2016 REDF expanded nationally, investing money and expertise in 65 of the most effective and innovative social enterprises in 18 states across the U.S.

"We Matchett, Euna Rahn, and Alex Enen, “Economic self-sufficiency and life stability one year after starting a social enterprise job.” Mathematica Policy Research, 2016."
**2016 IMPACT HIGHLIGHTS**

- 21 SOCIAL ENTERPRISES
- $15M STRONGER
- 18 TRAINED SOCIAL ENTERPRISE LEADERS
- 1,700 THOUGHT LEADERS

**TESTIMONIALS**

*We’re all trying to grow our business and have a social impact. The Accelerator provides an opportunity to learn and connect. Especially powerful is realizing that my problem is not just my problem. Other people also experienced it, overcame it, and are growing from it.*

— DEBORAH HAUST, REDF Accelerator Participant, City Seeds, Baltimore, MD

*We've seen a multiplier effect from our investments in social enterprises and believe this work helps individuals and families advance along the economic continuum while helping to scale successful purpose-driven businesses, all of which creates stronger local economies.*

— KERRY H. SULLIVAN, President, Bank of America Charitable Foundation

*REDF helps provide a second chance for people who may have stumbled at some point in life and now face barriers to employment. Please join us in this important work helping people across the country to work and contribute. Your participation makes a meaningful and lasting difference.*

— CHARLES R. SCHWAB, Founder and Chairman of the Charles Schwab Corporation

---

**2016 SUCCESS STORY**

**ANTHONY**

- Completed Youth and Young Adult Program with the Coalition for Responsible Community Development (CRDC), a REDF social enterprise partner.
- Hired as employee at CRDC. Promoted to supervisor. Role model to young people. Now leading 5 young women.
- Joined a gang after leaving school. Struggled with drugs, alcohol, and incarceration.

---

**2016 IMPACTS**

- 100% of social enterprise employees acquired hard, soft, and technical skills training.
- Social enterprise employees collectively earned $32.3M during employment.
- Social enterprise employees collectively worked 1.75M paid labor hours.
- 76% of social enterprise employees were in paid employment 1 year later.
- On average, employees made more than 120% of minimum wage in their first job after social enterprise.

---

**GENDER:**

- 62% CISGENDER FEMALE
- 0% TRANSGENDER
- 38% CISGENDER MALE

**RACE AND ETHNICITY:**

- 42% BLACK OR AFRICAN AMERICAN
- 26% LATINO OR HISPANIC
- 23% WHITE
- 3% 2 OR MORE
- 2% ASIAN
- 1% AMERICAN INDIAN/ALASKA NATIVE
- 3% OTHER/DIDN’T SAY

**EMPLOYMENT BARRIERS:**

- INCARCERATION 66%
- MENTAL ILLNESS 30%
- UNSTABLE HOUSING 47%
- OPPORTUNITY YOUTH 38%

**PRIOR EDUCATION:**

- NO HIGH SCHOOL DIPLOMA 31%
- HIGH SCHOOL DIPLOMA 41%
- SOME COLLEGE 25%
- COLLEGE DEGREE 7%
- OTHER 3%

---

**EMPLOYMENT BARRIERS:**

- INCARCERATION 66%
- MENTAL ILLNESS 30%
- UNSTABLE HOUSING 47%
- OPPORTUNITY YOUTH 38%

---

**SOCIAL ENTERPRISE EMPLOYEES COLLECTIVELY**

- Acquired hard, soft, and technical skills training.
- Earned $32.3M during employment.
- Worked 1.75M paid labor hours.
- Were in paid employment 1 year later.
- Made more than 120% of minimum wage in their first job after social enterprise.