

# UNLOCKING DOORS®

November 6th, 2021

Vardaan Bhat | Brooks Lin | Hyman Ye



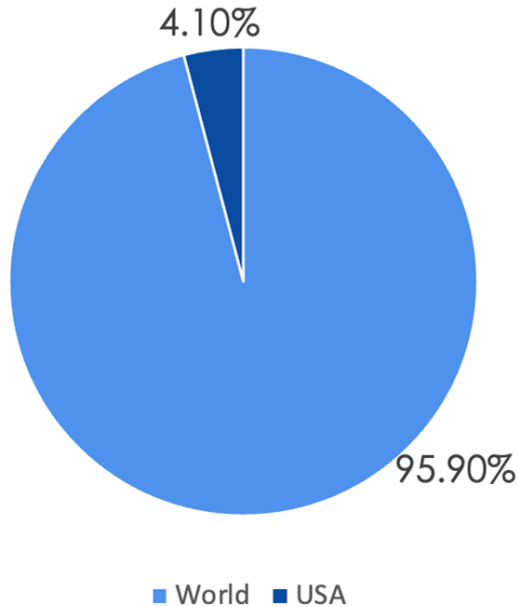
## **BACKGROUND AND ISSUE**

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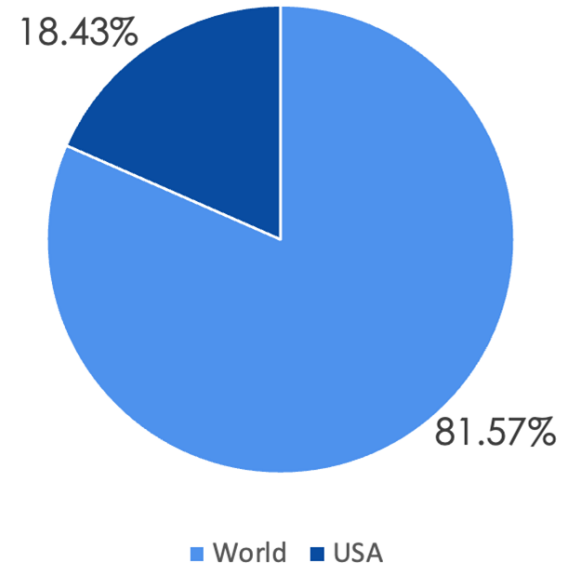
# THE ROOT OF HIGH RECIDIVISM IN THE US

*Mass incarceration*

Proportion of Population from USA



Proportion of Prisoners from USA



*While the USA makes up only **4.1%** of the global population, they comprise **18.43%** of the global prisoner population. **77%** of American Prisoners are rearrested within 5 years of their release.*



# FOCUSING THE ISSUE

*Texas inmate statistics*

**13.5%**

of American  
inmates are in  
Texas

**45%**

of ex-convicts  
in Texas  
struggle to find  
work

**21%**

of released  
inmates in  
Texas return to  
prison within  
**one year**

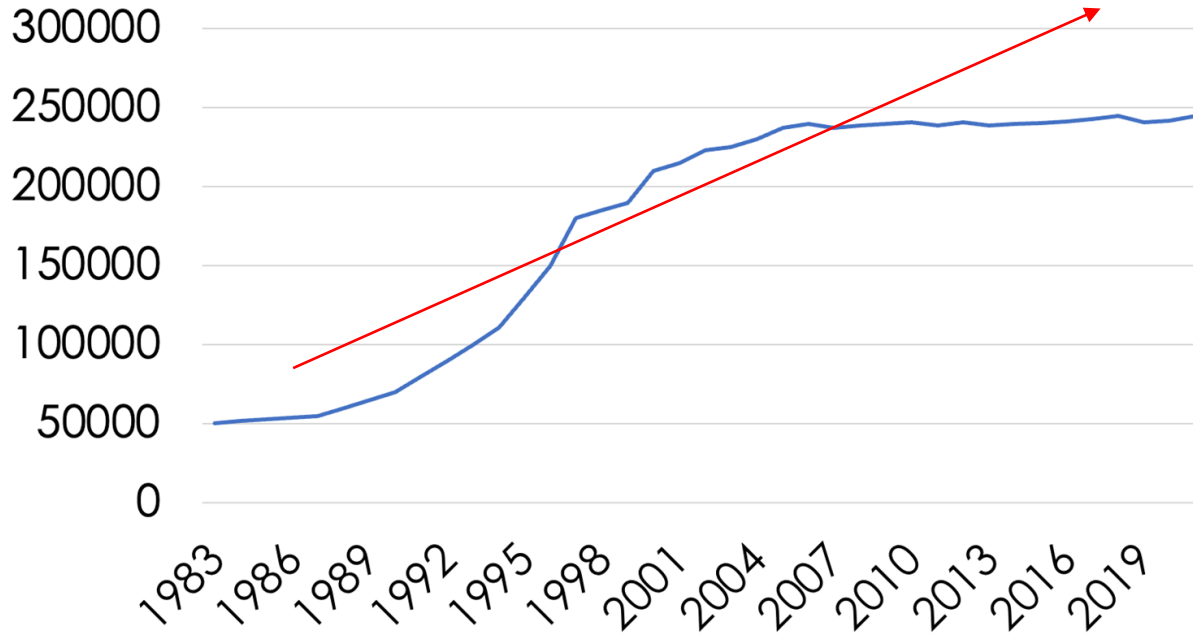


# FOCUSING THE ISSUE

Texas inmate statistics



## Total Incarcerated



**50,636**

Total inmates in 1986

**245,000**

Total inmates in 2020

**+484%**

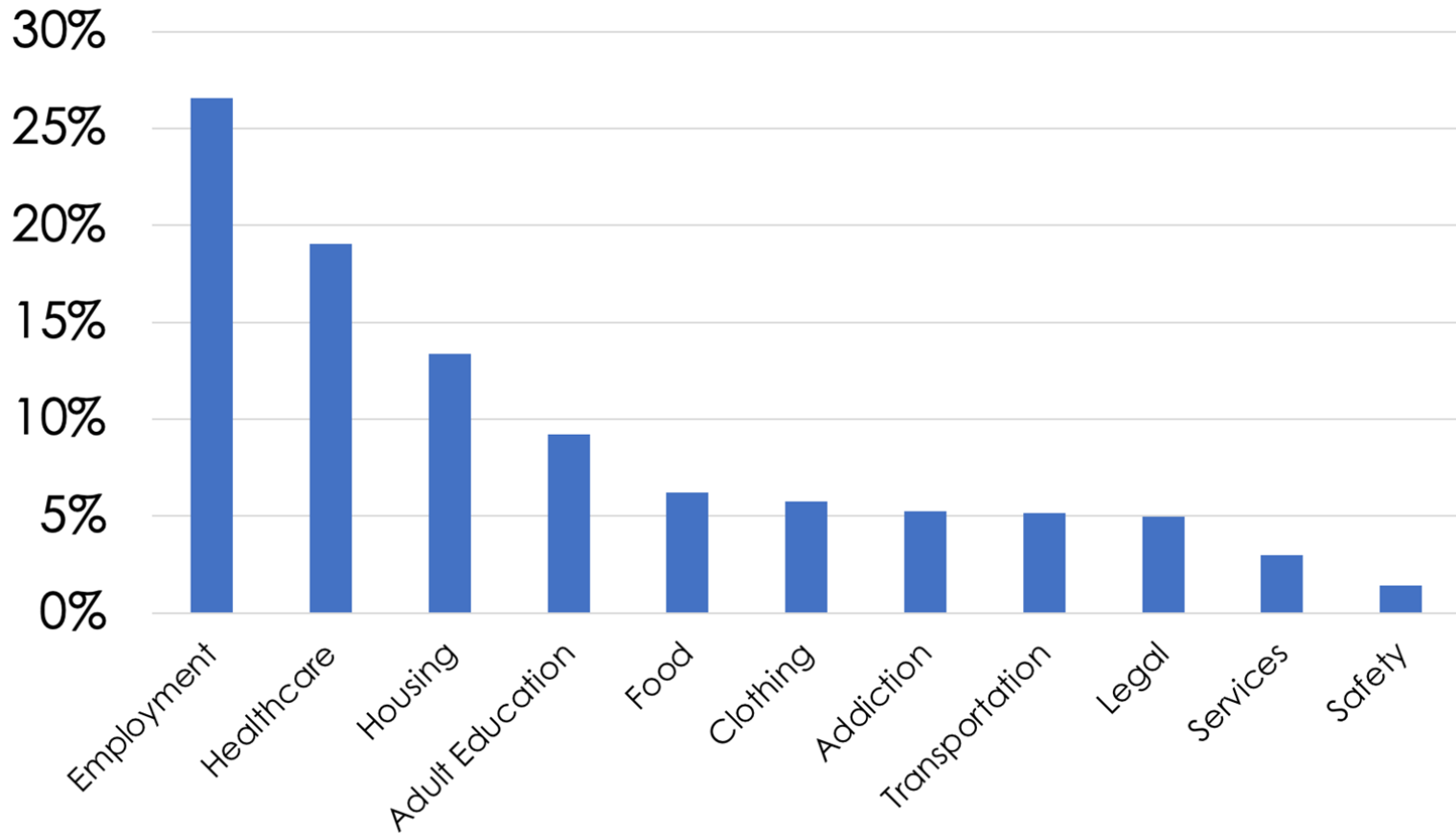
Inmates in Texas since  
1983



# FACTORS OF RECIDIVISM

*Why do released inmates commit more crimes?*

## Barriers to Reintegration



# 4 CORE FACTORS DRIVING RECIDIVISM

*Why do released inmates commit more crimes?*

**Ex-convicts lack...**



Employment  
Opportunities



Healthcare



Transportation



Housing



# THE IMPACT OF RECIDIVISM

*How does recidivism affect the rest of the population?*

**63.8%**

of violent offenders are likely to commit another violent crime

**\$22,500**

per year cost to the state for every person incarcerated





# THE IMPACT OF RECIDIVISM

*How does recidivism affect the rest of the population?*

**\$330.75 Million**  
*Annual recidivism cost in Texas*

*Higher rates of recidivism  
means more social and  
economic costs for the general  
population as well.*

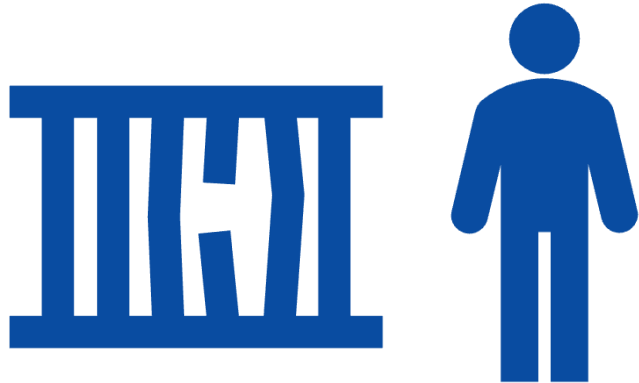


## **CHARITY OVERVIEW**

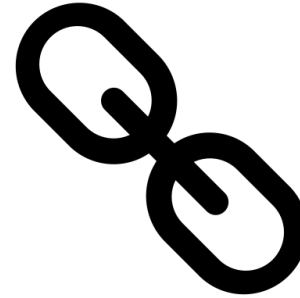
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# UNLOCKING DOORS' MISSION

Connecting ex-offenders with life-changing opportunities



FORMER OFFENDERS



EMPLOYERS AND  
COMMUNITY PROVIDERS

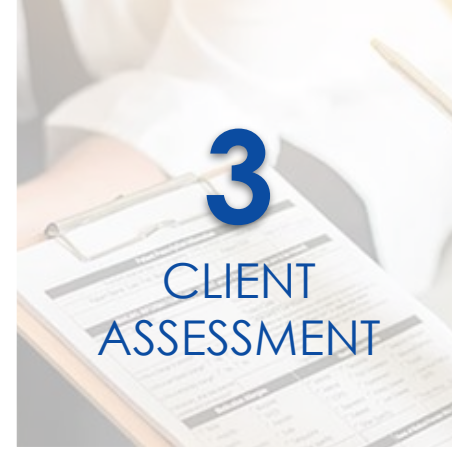
**95%**  
SUCCESS RATE

**700-1000**  
CLIENTS SERVED  
ANNUALLY



# METHOD: REENTRY BROKERAGE® MODEL

*Navigating a safer, more productive society*



# CLIENT INTAKE AND NEEDS ASSESSMENT

*Maximizing donation impact*



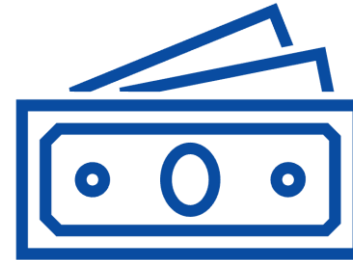
**1**

Identify general risk and criminogenic need factors



**2**

Measure past and present behavior



**3**

Identify financial eligibility and resources for needed assistance



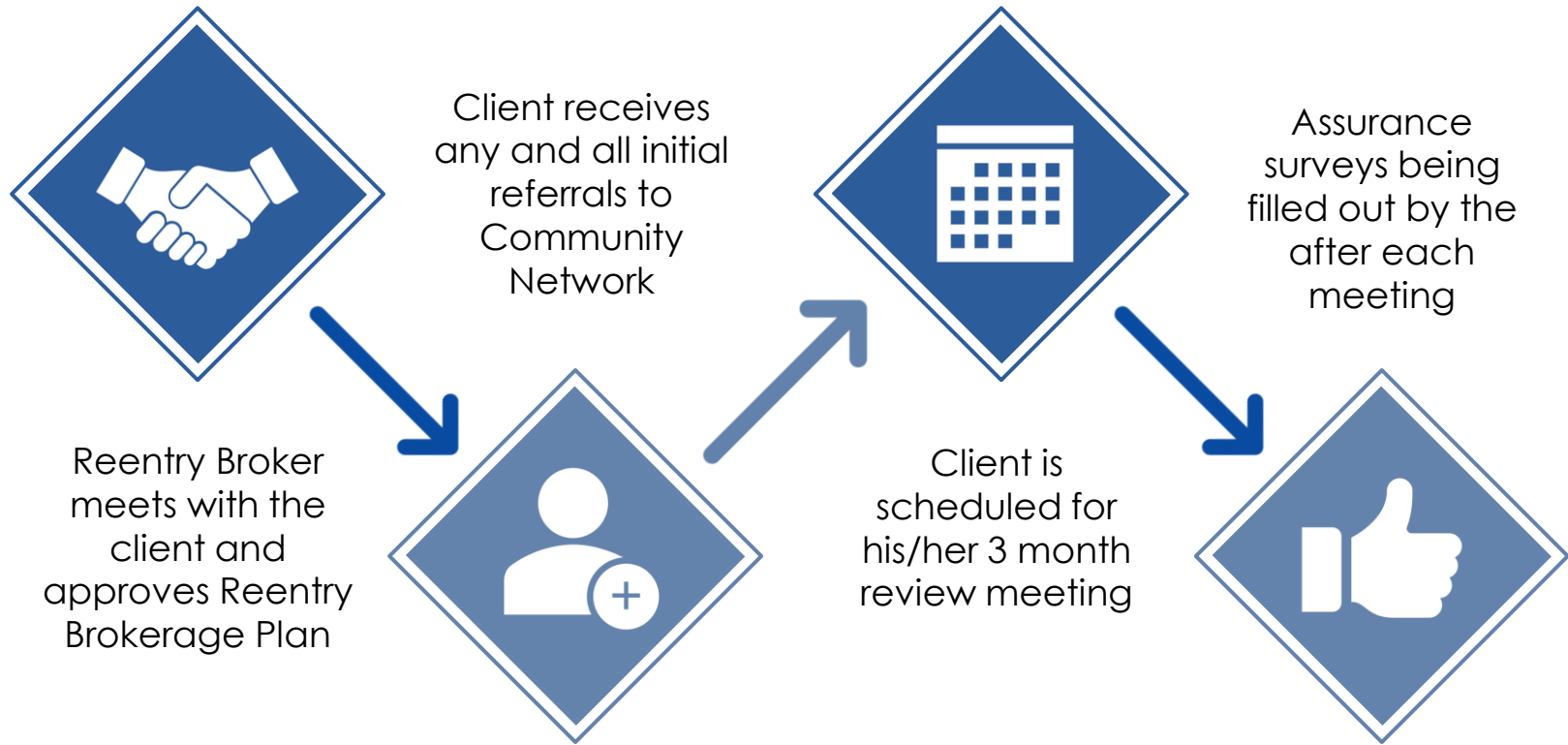
**4**

Assess job interest and skill sets



# REENTRY BROKERAGE AND REFERRALS

Connect clients to employers in the Employer Staffing Program



# CREDIBILITY

Unlocking DOORS Sponsors

## Government Sponsors



City of Dallas



# 280+

Community Partners  
and Providers

## Other Sponsors



The Samaritan Inn  
HOPE FOR THE HOMELESS



UNIVERSITY OF  
TEXAS  
ARLINGTON



National Alliance on Mental Illness

Find Help. Find Hope.



# MONITORING AND IMPACT MEASUREMENT

*Utilizing data to improve their service*



Ongoing Assistance



Data Collection



Policy/legislative decisions





# MONITORING AND IMPACT MEASUREMENT

*Utilizing data to improve their service*



*Create a safer, more productive society by revolutionizing reentry service delivery to former offenders through individual and community empowerment, education, and engagement*

Ongoing Assistance

Data Collection

Policy/legislative decisions



## **IMPACTS AND BENEFITS**

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# IMPACTS AND BENEFITS

*The primary impacts of Unlocking DOORS®*

**1**

*Government Savings in Recidivism Costs*

**2**

*Employment Benefits in Salary*

**3**

*Stability from Transportation*



# 2020 IMPACT STATISTICS

*Most recent impact of Unlocking DOORS®*



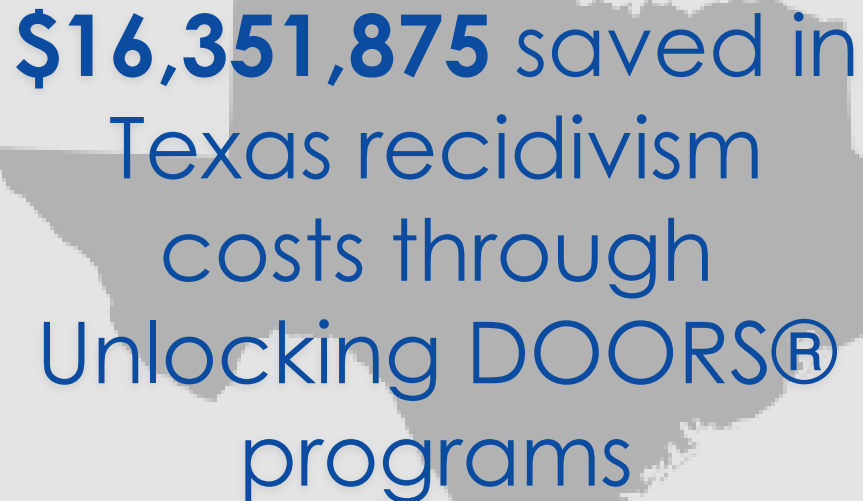
**765** Ex-convicts served

**726** Jobs generated



# IMPACTS AND BENEFITS

*Main effects: government savings and employment benefits*



**\$16,351,875** saved in  
Texas recidivism  
costs through  
Unlocking DOORS<sup>®</sup>  
programs



**\$20,349,000**  
generated  
through salaries  
from employment  
opportunities



# IMPACTS AND BENEFITS

*Stability from transportation*



# IMPACT OF DONATION

*How much would prize money benefit Unlocking DOORS®?*

**1st**

\$5,000

**\$140,000** Generated in Salary from Employment Opportunities  
**\$112,500** Saved in State Recidivism Costs  
**\$4,680** Saved in Transportation Costs for Clients

**2nd**

\$3,000

**\$84,000** Generated in Salary from Employment Opportunities  
**\$67,500** Saved in State Recidivism Costs  
**\$2,808** Saved in Transportation Costs for Clients

**3rd**

\$1,000

**\$28,000** Generated in Salary from Employment Opportunities  
**\$22,500** Saved in State Recidivism Costs  
**\$936** Saved in Transportation Costs for Clients



# FINANCIALS

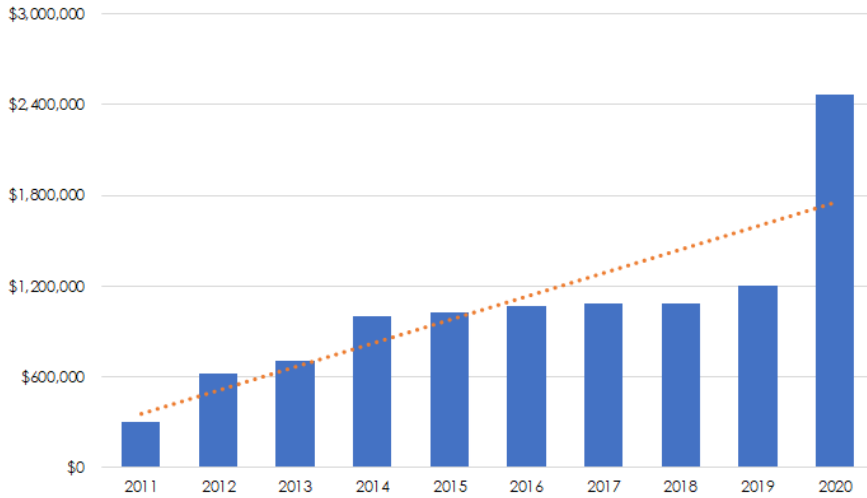
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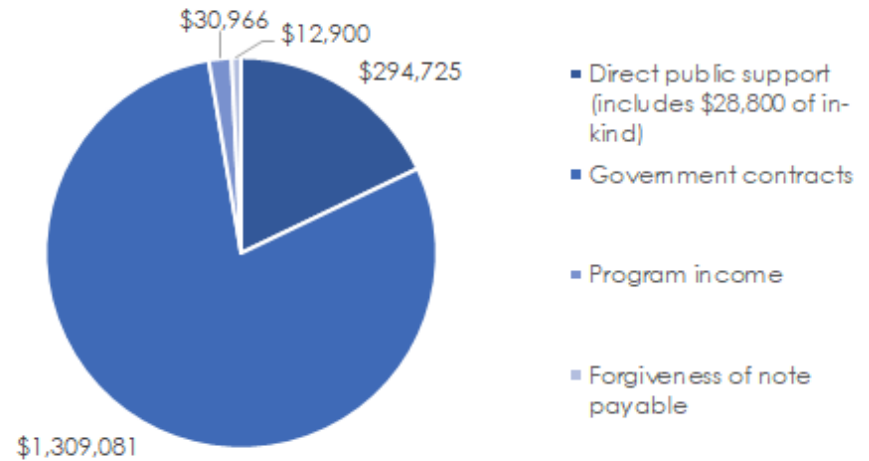
# SUPPORT AND REVENUES

*Income and government contracts*

Total Revenues for Unlocking Doors (2011-2020)



2020 Revenue Breakdown (Without Donor Restriction)



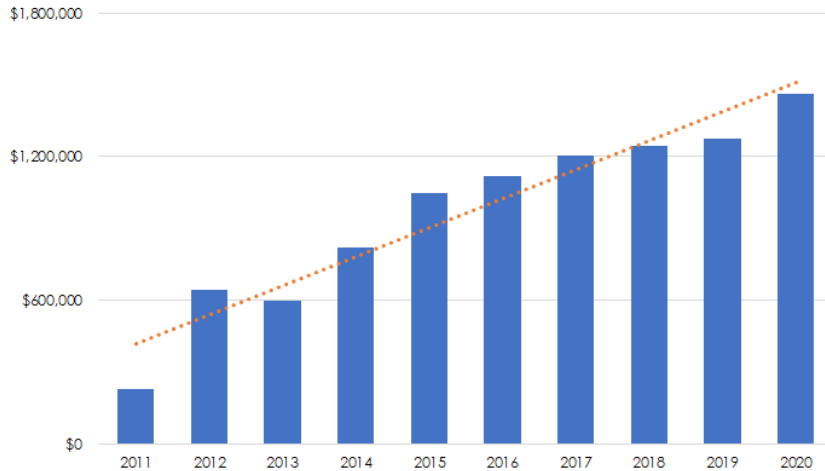
**CAGR: 26.23%**



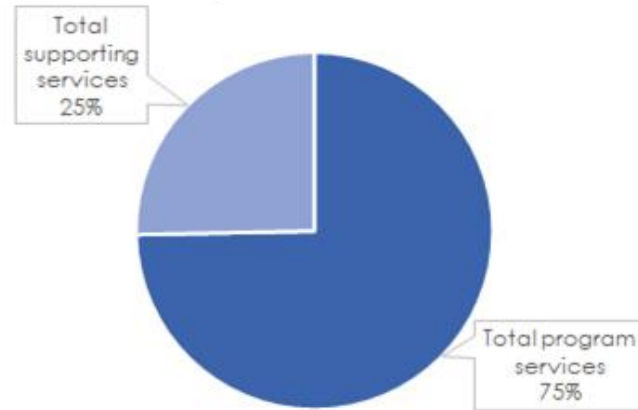
# EXPENSES

## Program and supporting services

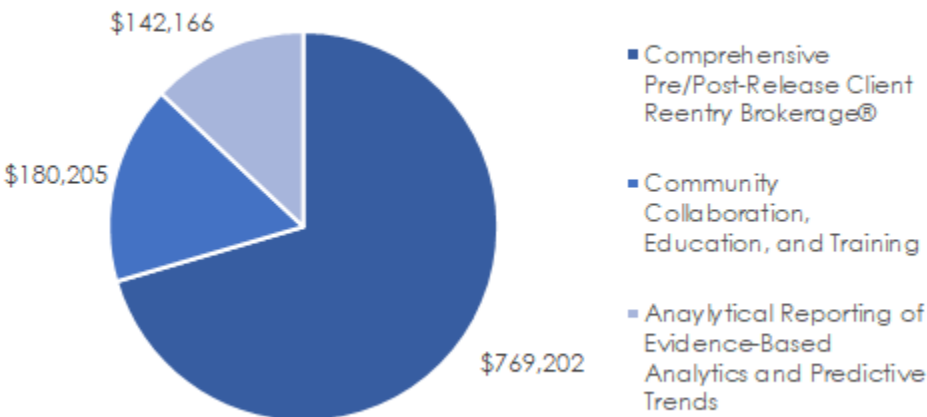
Total Expenses for Unlocking Doors (2011-2020)



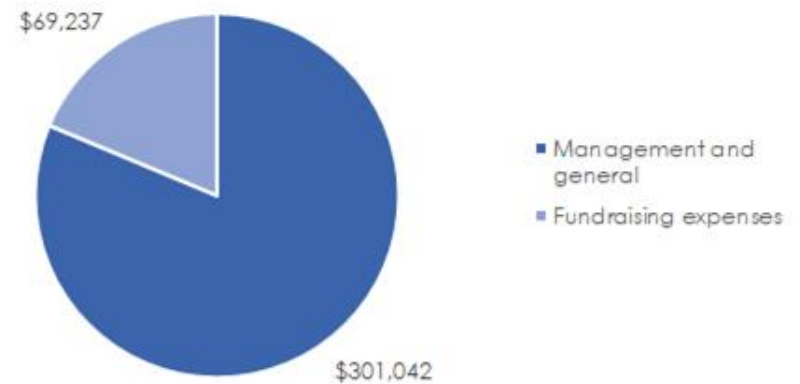
2020 Expenses Breakdown



2020 Program Services Expense Breakdown



2020 Supporting Services Expense Breakdown



# SROI CALCULATION

Higher employment rates and government savings

## SROI Formula:

Total Benefit / Total Investment

Discount Rate: 8%

Uncertainty Factor: 1.0

## Assumption:

Client starts at age 40, works 20 years

### Higher Employment Rate

Increase salary income	\$	22,451
Baseline target employment rate		73%
Target population employment rate		95%
<b>Total Return (Ex - Gross increased annual Income)</b>	<b>\$</b>	<b>98,782</b>
Uncertainty factor		1.00
<b>Total Adjusted Return Calculation</b>	<b>\$</b>	<b>98,782</b>
Discount Factor		1.00
<b>Total Discounted Return Calculation</b>	<b>\$</b>	<b>48,493</b>

<b>Total Lifetime Benefit of Higher Employment Rate</b>	<b>\$</b>	<b>48,493</b>
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### Transportation

Three day passes per week		3
Day pass cost	\$	6
Weeks per year		52
<b>Total Return (Ex - Gross increased annual Income)</b>	<b>\$</b>	<b>18,720</b>
Uncertainty factor		1.0
<b>Total Adjusted Return Calculation</b>	<b>\$</b>	<b>18,720</b>
Discount Factor		1.00
<b>Total Discounted Return Calculation</b>	<b>\$</b>	<b>9,190</b>

<b>Total Lifetime Benefit of Transportation</b>	<b>\$</b>	<b>9,190</b>
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### Government Cost Savings

Total cost saved per year	\$	21,494.51
Texas percent recidivism		21%
Unlocking Doors percent recidivism		5%
<b>Total Return (Ex - Gross increased annual Income)</b>	<b>\$</b>	<b>68,782</b>
Uncertainty factor		1.0
<b>Total Adjusted Return Calculation</b>	<b>\$</b>	<b>68,782</b>
Discount Factor		1.00
<b>Total Discounted Return Calculation</b>	<b>\$</b>	<b>33,766</b>

<b>Total Lifetime Benefit of Government Cost Savings</b>	<b>\$</b>	<b>33,766</b>
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# SROI CALCULATION

Higher employment rates and government savings

## SROI Formula:

Total Benefit / Total Investment

Discount Rate: 8%

Uncertainty Factor: 1.0

## Assumption:

Client starts at age 40, works 20 years

**SROI: 51.0x**

### SROI Sensitivity

Total  
Uncertainty  
Factor

	Discount Rate				
	6.0%	7.0%	8.0%	9.0%	10.0%
0.60	34.8x	32.6x	30.6x	28.8x	27.3x
0.70	40.6x	38.0x	35.7x	33.6x	31.8x
0.80	46.4x	43.4x	40.8x	38.5x	36.4x
0.90	52.2x	48.9x	45.9x	43.3x	40.9x
1.00	58.0x	54.3x	51.0x	48.1x	45.4x

## Analysis

### Unit Economics

Per Person Lifetime Benefit	\$	91,448
Per Person Lifetime Investment	\$	1,793

### SROI

Higher Employment Rate Total Lifetime Benefit	\$	48,493
Government Cost Savings Total Lifetime Benefit	\$	33,766
Transportation Total Lifetime Benefit	\$	9,190

Cumulative Total Lifetime Benefit \$ 91,448

Total Uncertainty factor 1.00

Total Adjusted Return Calculation \$ 91,448

Cumulative Total Lifetime Cost \$ 1,793

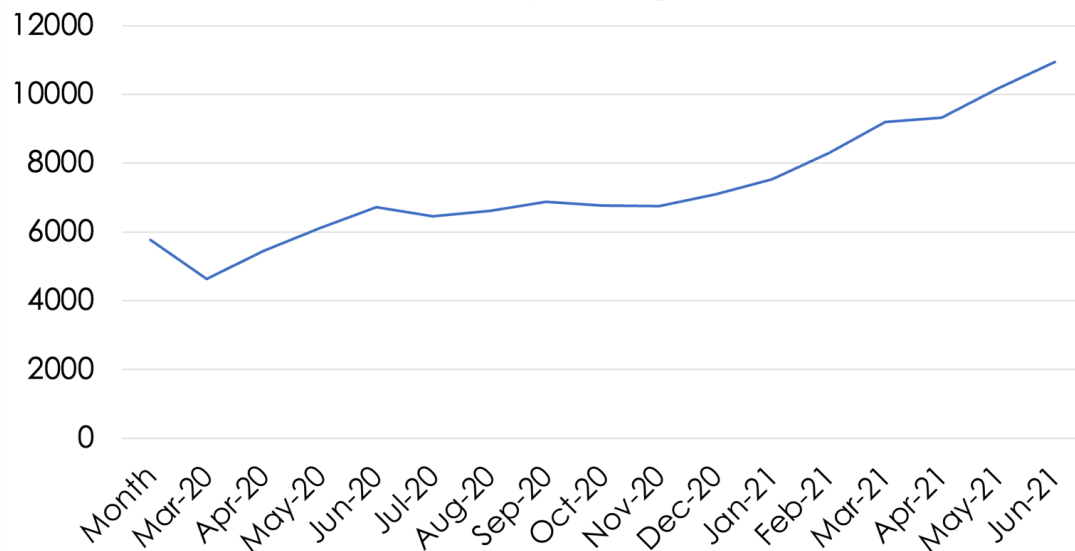
**SROI 51.0x**



# IMPACT OF COVID-19

## COVID-19 Factors on the Labor Shortage

### Job Openings



Need for increased pay



Desire to work from home



Flexibility and work-life balance



Delta Variant

**Preparing ex-convicts for employment opportunities alleviates this labor shortage**



## CONCLUSION

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Helping reduce crime by guiding ex-convicts to a self-sufficient future



The Issues with Recidivism

Unlocking DOORS' Solution

The Vision for the Future



**51.0x**  
Social Impact  
Multiple

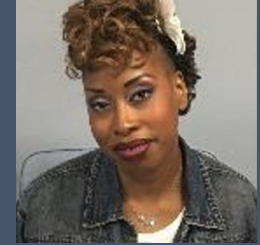
# CLIENT SUCCESS

*Testimonials of long-term success through Unlocking DOORS<sup>®</sup>*



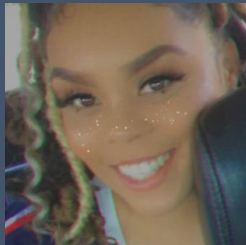
## KATIE

Has found her passion in helping others through a career in long-term care



## DINA

Went from seeking a job to now helping those who are formerly incarcerated find employment



## ASIA

Hired on the spot with a pay increase from her previous job



## KEIDRAIN

Despite serving a lengthy sentence in TDCJ, Keidrain now owns his own "hot-shot" trucking company and has written 2 books



## CLAY

Despite complications from mental illness, Clay has maintained a stable job driving auction cars



## PAMELA

After serving time at the TDCJ Crain Unit, Pamela has dedicated her life to assisting other female offenders through a ministry she founded





# GOVERNMENT APPROVAL

Government testimonials of Unlocking DOORS<sup>®</sup> benefits



## Texas Governor Greg Abbott

"In order to keep the people of Texas safe, we must continue to reduce recidivism rates with comprehensive models such as the *Unlocking DOORS*<sup>®</sup> 'Reentry Brokerage/Data and Predictive Trends' program.

## US Senator John Cornyn

"As a strong supporter of criminal justice reform, I often say that it's not enough to be tough on crime, we have to be smart on crime too-and *Unlocking DOORS*<sup>®</sup> work represents this effort."



## Texas Attorney General Ken Paxton

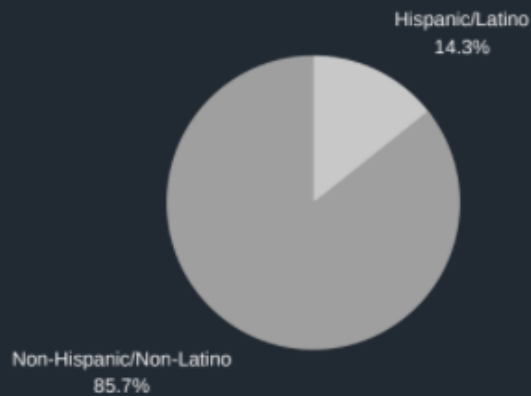
"Preventing recidivism is a fiscally and socially responsible thing to do, and *Unlocking DOORS*<sup>®</sup> provides much-needed programs and resources to help former prisoners become good citizens and productive members of society."



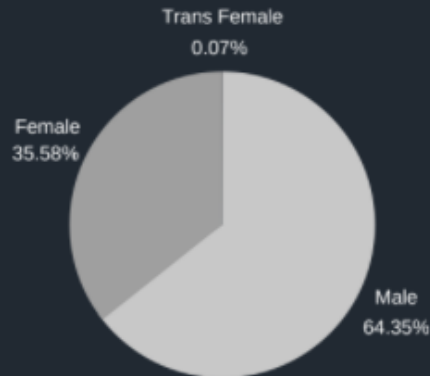
# APPENDIX

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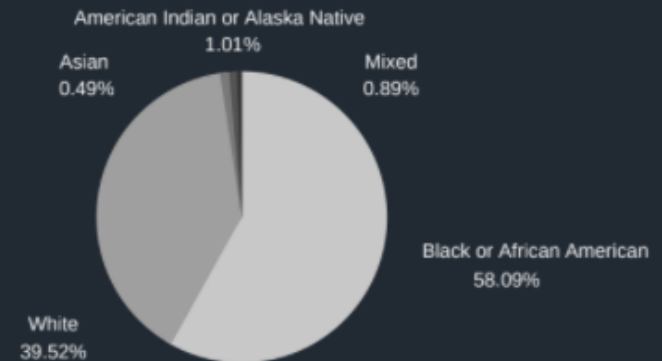
# Our Clients



**ETHNICITY**



**GENDER**



**RACE**

Unlocking Doors<sup>®</sup>



# 2020: BY THE NUMBERS

**765**

New and current clients served

**952**

Client referrals made to our Community Network of partners/providers

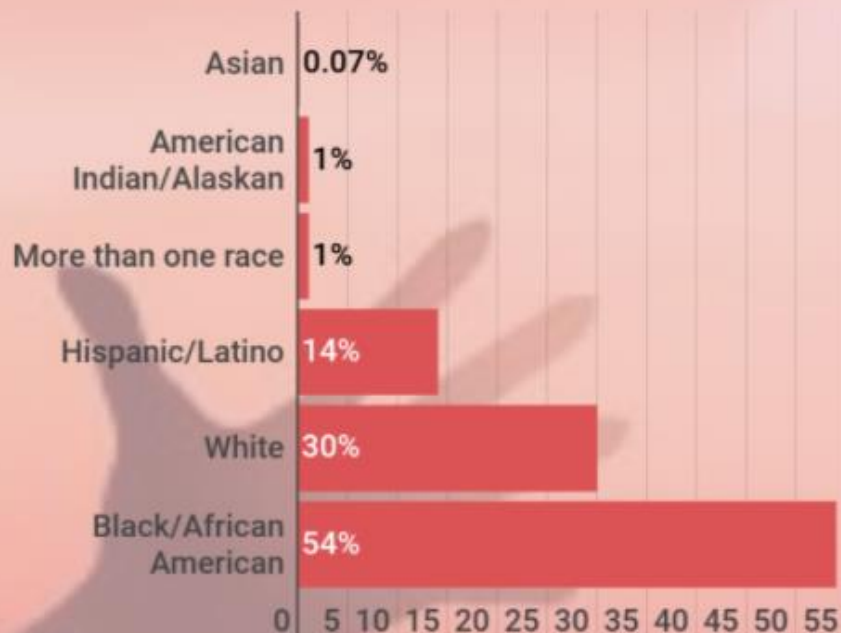
**443**

Clients maintained new employment with an average pay of \$11.24 per hour

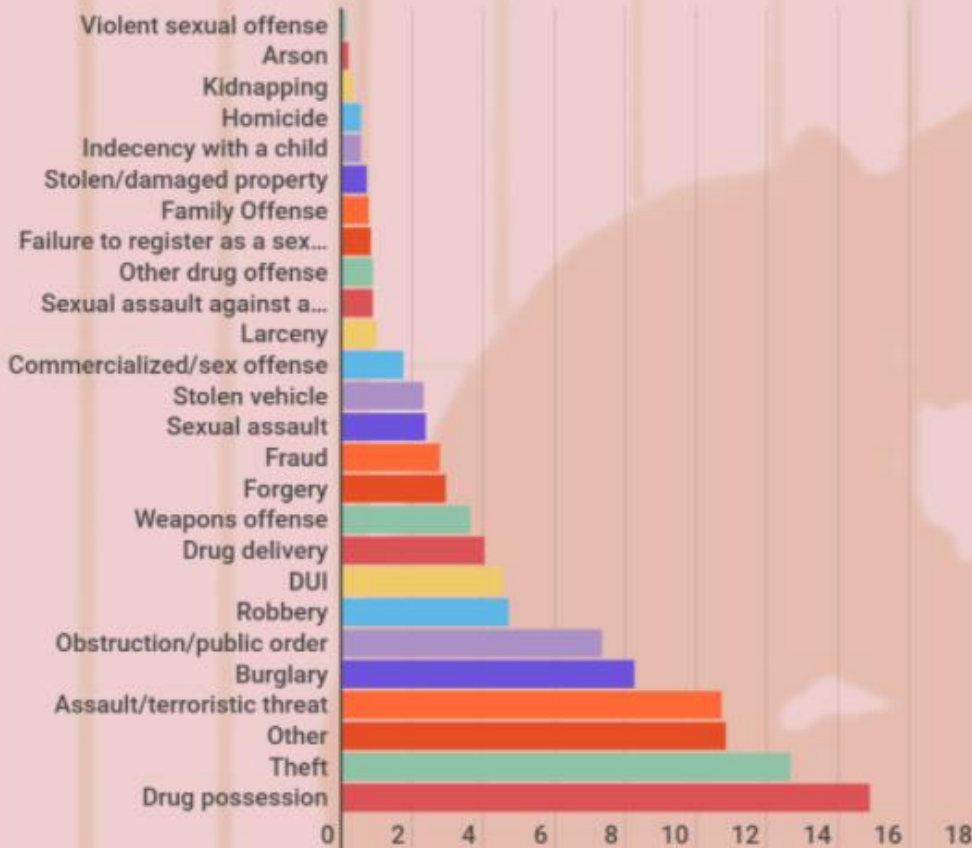
Unlocking Doors<sup>®</sup>



# Who are we helping?



# Actions that have caused their arrest...



# How are we helping our clients?

By dedicating...

472

Hours guiding  
Clients Face to  
Face Meetings

880

Hours guiding  
Clients  
Over the Phone

3,679

Emails with  
Clients

# Top Unlocking DOORS' Community Partners





## How our clients are doing their best to integrate back into the community?

**40%**

Total Percent of  
Completed  
Referrals

**173**

Total Number of  
Clients Found  
Employment

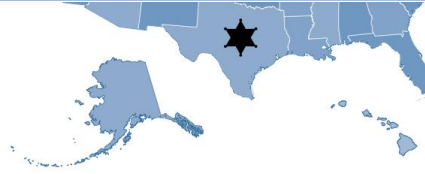
**36%**

Total Percent of  
Completed  
Tasks

**\$28,000**

Average Yearly  
Income of  
Those Found  
Employment

Texas currently ranks as the  
**LARGEST**  
criminal justice system in the  
**UNITED STATES**



**2 IN 3**  
offenders are  
rearrested  
within 3 years



**142,303**  
(as of Feb. 2017)  
people incarcerated  
within Texas prisons;  
housed within 124 units

**\$660.00**  
(\$2.50/day)  
Average cost  
Unlocking DOORS  
incurs per year to  
provide Reentry  
Brokerage services  
to one client

**\$22,500**  
(\$61.63/day)  
Average cost the  
state of Texas  
pays per year to  
incarcerate/house  
one offender



**OVER**  
**70,000**  
offenders are released from state prison/jail systems into Texas each year



