

# FARESTART NEWS



**FARESTART**  
*Great Food. Better Lives.*



FALL/WINTER 2009

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Every day, men and women transform their lives in the FareStart job training and placement program. Over the past 17 years, FareStart has provided the opportunity for more than 3,000 homeless and disadvantaged individuals to change their lives, while also serving over 3.5 million meals to disadvantaged men, women and children.

[www.farestart.org](http://www.farestart.org)

## A Winning Team

### Haller and Chef Hassan at All Nations Soccer Bar & Restaurant

By M. Susan Wilson

**A**s you enter the Seattle restaurant where FareStart graduate Gary Haller now works, you'll first notice the pictures. They run along the top of each wall, faces from around the world, all bound by one activity: soccer. Above the bar, skinny boys with toothy grins chase tattered balls through dirt lots. To the right, colorful fans cheer for some magnificent play.

"Soccer is a foreign language to me," Haller jokes. But, he says, he's learning, as customers stop in for game days. And that's not all Haller's learning. He's also getting a full course on growing a new business.

Haller has had an eventful year. Prior to arriving in Seattle in the summer of 2008, he'd spent 25 years in Las Vegas, working construction, before

**{ Grateful for a shot at a second career, Haller applied himself to the FareStart program full force. }**

A soccer fan and longtime restaurateur, Haller's employer, Brazilian transplant Sam Hassan, has combined his passions at All Nations Soccer Bar & Restaurant, which opened this summer. The restaurant—true to its name—features pub food from around the world, for soccer enthusiasts and newcomers to the game—like Haller.

the housing market crashed and half a lifetime of labor began to break down his body.

So, he says, "I took my last \$200 and got on a bus."

Haller came to the Northwest as he'd been here before and liked it. Initially, he lived on the street. But, before

*Continued on page 2*

# A winning team *continued...*



After his graduation, FareStart helped Haller to connect with Chef Hassan. At first, Hassan only had part-time work for Haller. But, as Haller proved useful, his hours increased. Today, “I do a little bit of everything here,” he says with a satisfied smile.

As for Chef Hassan, he couldn’t be happier with FareStart’s work—he’s participated in Guest Chef Night three times—and Haller.

“When you talk to a homeless person, you never know who you’re talking to,” he says. “Gary has a background that’s amazing. He managed a factory. He worked in construction running crews. I’m training [him] to be one of my managers. He already has a ton of responsibility.... He controls the money.”

With Haller’s help, Hassan can focus on creating a menu that buzzes with exotic flavor.

In short, says Hassan, “I owe FareStart big-time.”

Haller shares the sentiment. “I’m living proof that it works.”

All Nations Soccer Bar: 930 N 130th Street, Seattle; (206) 365-5165; [www.allnationsoccerbar.com](http://www.allnationsoccerbar.com) 📱

Gary Haller (left) and Sam Hassan behind the scenes at All Nations Soccer Bar & Restaurant.

long, he connected with FareStart.

“FareStart put me in group housing [through] the Compass Center.” Haller says. “Between those two programs, they got me back on my feet.”

Grateful for a shot at a second career, Haller applied himself to the FareStart program full force.

“It was like a full time job,” he says proudly. “It gave me an opportunity to see what it was like in a kitchen. ... I really loved it.”

## CHEF SAM HASSAN FEATURED RECIPE

### Cashews Isabela

*For my granddaughter, a little sweet fire in my life.*

- 1/4 cup. Peel and chop finely equal parts of **orange, lemon, lime and tangerine (or mandarin) skin.**
- 1/2 tsp. Finely chop your favorite chilies – **smoky peppers** work best. I use wild Brazilian chilies, which are not very easy to find in Seattle. 1/4 teaspoon of cayenne or black peppers will work also. Avoid jalapenos and habaneras. Feel free to change the amount.
- 2 tsp. Add **extra virgin olive oil** to a frying pan.
- 1/4 cup. **Light agave nectar** added to the pan. Heat agave and olive oil, add citrus peel.
- 1 lb. Add **roasted, salted cashews** to the mix and keep stirring in medium high until it starts to caramelize.

Let it cool down (to avoid burning your fingers and tongue...) and enjoy!

*Cheers • Sláinte • Sante • Fisehatak • Prost • Jambo • Kampai • Salud Vivat • Kia Ora • T’chen Chen • Genatzt • Skål • Zivjeli • Gan bei • Kippis Hipahipa • L’chaim • Tashi Delek • Chukbae • Ba’sal’a’ma’ti • Saha wa’afiab • Noroc Auguryo • Afya • Serefe • Budmo • Chia • Yiasas • Salute • Budem • Na Zdraví*

### Caipinyla

*For Nyla, my other sweet little granddaughter.*

Muddle quarter of a **lime**, with skin, **agave nectar** (2 tsp) and a dash of **cachaça** (the two best available in Washington are Cuca Fresca or Boca Loca). *Tip: remove the white center and the seeds of the lime before muddling as they make the drink bitter.*

Add a shot of cachaça and ice and shake well. Pour into a glass without filtering.

Poor 2 tsps of **Açai juice** over the top and stir gently.

Decorate the glass with a slice of lime tinged slightly with Açai juice.

FareStart’s Ripple effect — your meal in the FareStart Restaurant makes a difference.



Ripple 1: You order the tomato basil soup John cooked.

Ripple 2: John gets hands-on training in our kitchen.

Ripple 3: John lands his first full-time job in seven years.

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# Student complexities lead to innovative services

People are complex, with widely varying learning styles, barriers to learning, and interests, and so too are the individuals served by FareStart. We are always watching for ways to better meet the complex needs of our students – in curriculum improvements, better training procedures, or additional services to support them during job searches. Here are some examples of our diverse students, their needs, and how FareStart has helped each individual move themselves toward a job and a sustainable life.

## Jackson's Story

Jackson came directly to FareStart's culinary training program from the Department of Corrections. He had many issues to address during the program, including chemical dependency, lack of housing, debt, and difficulty with attendance. However, Jackson did well in his early training and improved in his attitude and attendance during the middle weeks of the program. His FareStart Employment Specialist (ES) noted that Jackson's biggest barrier to employment was "not believing in himself". Happily, he took his time at FareStart seriously, and improved enough to graduate and start a job as a pantry cook.

Outcome: Although Jackson's first job ended in a layoff six months later, he was able to take advantage of FareStart's graduate services – including job search classes and counseling, where he worked on employability and interviewing skills – and he was able find another job

(which he loves!) as a line cook at a high-end restaurant downtown. A year and a half after his graduation he still



Students line up for graduation.

meets with his ES to discuss on-the-job issues and maintaining his self-sufficiency.

## Matthew's Story

Matthew was a 23-year-old homeless man who arrived in Seattle with a backpack and no money. He learned

of FareStart through a caseworker in a shelter. During his intake interview, Matthew told his FareStart ES that he'd been diagnosed with a learning disability. He struggled with depression, attendance, and interpersonal problems with other students during his time in the FareStart program, but was able to better address these issues after being connected by FareStart to medical and counseling services. His self-confidence improved dramatically, and he was very proud of his accomplishments upon graduation.

Outcome: After being diagnosed with bipolar disorder on top of his learning disability, Matthew was connected by FareStart to additional training with the Department of Vocational Rehabilitation, targeting his illness. In combination with the job skills learned at FareStart, he is working his way closer to his dream of a job. He is a frequent visitor at FareStart.

## Selena's Story

Selena faced an uphill battle at the time of her enrollment in FareStart. Recovering from an abusive relationship and from substance abuse, and with her two young kids living temporarily with relatives, she felt depressed and discouraged about every aspect of her life. After a rocky start in the training program and difficulty living in a shelter, Selena found a real love for kitchen work and made steady progress, working with enthusiasm

in each new training opportunity she was given, and improving her skills rapidly. Toward the end of her time with FareStart, she told her ES she would prefer to look for ways to continue learning culinary skills rather than starting a job right away, but didn't know how to find funding.

Outcome: With assistance from her ES, Selena was able to find educational support through DSHS' Basic Food Employment and Training program. Selena enrolled in a local culinary program and received her Culinary Arts Certificate, and then started a job in a school lunchroom. She credits FareStart with her newfound sense of purpose and comes back regularly to reconnect to her "family" at FareStart.

Every year at FareStart, we count our graduates (102 in 2008), and the number of graduates who are employed within 90 days of graduation (82% in 2008). We count the number of adults enrolled in the adult program (246 in 2008), and the number of adults provided with intake services and/or referrals for basic need (564 in 2008). And we have recently started to count other kinds of outcomes as well, such as access to support services, access to employment and education, and graduates coming back for services, in an effort to capture more of the successes that happen at FareStart every day. We are working hard to create new opportunities for more students through employer specific training programs. We trust in the power of the community and the support that allows us to continue to grow not only in numbers, but in quality of experience for every student. 📖

From the desk of Megan Karch,  
FareStart Executive Director

As the stories in this newsletter demonstrate, the individuals seeking services from FareStart come from greatly varied backgrounds and experiences, and find their success at FareStart by divergent paths. FareStart's overriding purpose is to provide a way out of homelessness through job training and placement. To achieve that for individuals of such varying backgrounds, additional services – such as housing, counseling, and referral to medical and mental health services – are often necessary.

During our three year capital campaign, 2003 to 2006, while raising funds for our new location, FareStart made a commitment to the community that we would double the number of individuals we serve by 2011. We are well on our way to achieving that goal, and want to ensure that we continue to provide each and every student and graduate with the services they need to find their own success, and transform their own life.

It is with that in mind that we look forward to expanding our impact during 2010. We'll continue to improve the experience and job-readiness of the adult students in the program, increasing opportunities for training through FareStart businesses, and creating externships and employer specific training programs for large employers. We will expand services for FareStart graduates – job coaching and counseling, and helping laid-off graduates with job placement and housing assistance.

Over 700,000 people are experiencing homelessness across the nation. As you'll read in the "Kitchens with Mission" article on page 7, during 2010 we'll be working to build a network of like-minded nonprofit organizations to share best practices – so that all affiliated networks can make an even bigger impact on decreasing homelessness. What we learn in Seattle we will share with these partners, but even more exciting is that what our partners learn in cities like Chicago, Boston and Pittsburgh will be shared with FareStart in Seattle. "All boats will rise"!

Just as the past year has been a time of economic uncertainty, the climate of 2010 is unknown. But one thing is for sure. This is not the time to shrink from our mission, but to step up and be a leader. We, more than ever, need and appreciate your support.

With sincere gratitude,

Megan Karch,  
FareStart Executive Director

# Volunteer Spotlight Francis Piscal

Our volunteer spotlight often celebrates volunteers who have dedicated their time to FareStart over the course of many years. And while veteran volunteers are the cornerstones of FareStart's success, not everyone is able to make a long-term commitment. Many volunteers make a real contribution in the time they have available – even if it's just a few hours, or a temporary window of time. For example, since August, Francis Piscal has been donating his time, and making a big difference for others, preparing for the Gala Auction, working in the contract meals kitchen (even getting his neighbors involved), and helping the youth in the Barista Training program with job readiness skills. Thank you, Francis!



Francis Piscal, ready to lend a hand in the FareStart Development Office.

### How did you become connected to FareStart?

I moved to Seattle in June of 2006, and I had lunch at FareStart a few times. In January of this year I was let go from my job at Washington Mutual – I was an analyst in Retail Banking. The process of finding a job is a roller coaster, and it led me to evaluate how I was spending my day. It's actually

healthier to get out of the job search mode and get involved. You feel good about what you're doing. It has helped give me more discipline for the job search, and I receive emotional and spiritual nourishment.

### What surprised you the most about FareStart?

The fact that there are a multitude of

things happening beyond the restaurant and the kitchen. FareStart is open Saturday and Sunday to make the shelter meals. The restaurant is being used throughout the week for private catering events. There's the Barista program – FareStart is working with YouthCare – that's a wonderful partnership. Oh, and another thing that really surprised me – there is an 18-month waiting list for the groups who volunteer to serve at Guest Chef Night. That's a wonderful testament to the organization.

### What do you want to tell others about FareStart?

What I like about FareStart is this. It isn't a handout – it's about self-sustainability. Students feel better about themselves because they're independent. And another thing that's great is the teamwork that I see with

various groups within the organization. It's not silo-ed – Chefs come up and visit the Development department – everyone knows each other. I'm sure that at many organizations people don't engage each other. This is an environment that is functional. Fun, but never at the expense of getting work done. 📝

# What do you know about Kitchens with Mission?

By Amy Ellingson, Network Development Manager, FareStart

Many Seattleites have come to know FareStart as a model social enterprise; a unique non-profit whose activities provide both social and economic outcomes. And you've been talking us up! As word about FareStart spread, other organizations and individuals began to approach us for advice on how to establish a similar program for their city. And though we recognized this opportunity to share our experience as a means to increase our impact on homelessness beyond Seattle, we were cautious about drawing significant resources away from local activities and priorities.

**In the last three years, Kitchens with Mission has worked with over 125 organizations nationwide, and successfully guided the launch and development of 36 programs.**

So in early 2005, the FareStart Board approved three-year Kitchens with Mission (KWM) pilot. KWM was established as a separate non-profit, with seed money from Charitable Venture Foundation and a subsidized fee-for-service structure. The goal was to define and document FareStart's model in a way that could be absorbed and adapted by other like-minded organizations. David Carleton, former Communications and Business Development director, left FareStart to start KWM at the end of 2005. A year later he brought Chef Instructor Dan Escobar over from FareStart to provide additional operations and training

expertise. While KWM continued to operate in close proximity to FareStart – offering onsite tours and workshops, borrowing curriculum and materials for templates, etc. – David and Dan were truly able to pursue the replication pilot (during the height of FareStart's capital campaign), as an independent program.

In the last three years, Kitchens with Mission has worked with over 125 organizations nationwide, and successfully guided the launch and development of 36 programs. This

collective group of agencies will train over 800 individuals this year and produce over 2.25 million meals for their communities – doubling FareStart's individual impact in just three years time.

So while the pilot served its original intent – to document and share the FareStart model for increased impact – it also really taught us the advantages of sharing lessons learned. At the tail-end of 2008, the FareStart Board ratified our new five year strategic plan: to be a leader in ending homelessness. A lofty target! But the

board recognized that we can tackle this enormous issue by both staying focused locally and also sharing the load nationally with like-minded partners. Over the next five years FareStart will build a collaborative network of the agencies we came to know during the KWM pilot – and others who share our approach and mission. Together, we know we can achieve more. Good networks make lofty missions achievable by leveraging resources and saving time.

FareStart continues to serve as the nation's most comprehensive and most successful example of social enterprise, dedicated to life, employability and

job skills training in foodservice. Using FareStart's beautiful facility as a means to access this model, KWM has hosted over 50 organizations in the last two years for on-site tours and workshops. Early partnerships with Starbucks and Boeing are paving the way for future corporate sponsorship to benefit members nationwide.

And now you know! If Kitchens With Mission is a concept you appreciate and would like to know more about – please feel free to contact us at [info@kitchenswithmission.org](mailto:info@kitchenswithmission.org). 📧

## Speaking of fantastic volunteers, please join us in thanking all of the amazing volunteers who made FareStart's "Great Food, Better Lives" Gala Auction possible!

- |                  |                   |                 |                  |                 |                  |                   |                  |                         |                   |                |                  |
|------------------|-------------------|-----------------|------------------|-----------------|------------------|-------------------|------------------|-------------------------|-------------------|----------------|------------------|
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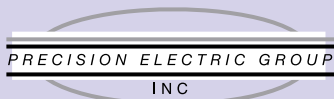
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**Fall/Winter '09 Newsletter**

# Thank you

FareStart extends its sincere gratitude to all who made the 17th annual **Great Food, Better Lives Gala Auction** a smashing success, raising \$745,000 for FareStart students! Special thanks to the FareStart Board of Directors, auction committee, auctioneer John Curley, our event sponsors, donors, guests, and volunteers.



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[www.farestart.org](http://www.farestart.org)



**FARESTART**

*Great Food. Better Lives.*

**OUR MISSION:**

FareStart provides a community that transforms lives by empowering homeless and disadvantaged men, women, and families to achieve self-sufficiency through life skills, job training, and employment in the food service industry.

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