

# 2016 ANNUAL REPORT



### A NOTE FROM LEADERSHIP

We are proud to share with you the milestones and life-changing work that we accomplished this past year. FareStart's ripple effect has a powerful impact beyond our students' lives into the community. This is possible because of the continuing investment of supporters like you.

FareStart's pioneering model for moving people from poverty and homelessness to employment and self-sufficiency can be seen locally through our culinary and barista programs for adults and youth. Nationally, that impact is experienced through our entrepreneurial Catalyst Kitchens program that uses FareStart as a model.

We care deeply about involving the community in what we do and are passionate about providing opportunities for individuals to get jobs and move out of poverty.

By investing in people and building community, we're transforming homelessness, hunger and poverty into human potential. One person. One job. One community at a time. Thank you for caring about our students, graduates and community.

With sincere gratitude,

Megn La

Megan Karch Chief Executive Officer

President, 2016 Board of Directors

# EVERY PERSON DESERVES THE CHANCE TO CHANGE THEIR LIFE STORY

### 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 foodservice industry.

Culinary training and job placement, along with life-skills classes and services that support every aspect of our students' growth, are key to empowering the adults and youth in our programs to change their lives.

Students work in every aspect of our businesses - our restaurant, cafes and catering. They also play key roles in our School and Community Meals programs, where they begin giving back to the community on their very first day. When they araduate from our culinary and barista training programs, they move forward empowered and inspired to achieve greatness.

FareStart has influenced everything I've done and will do. It gave me the faith in myself to get a place and make the rent. Without FareStart, I'd never have made it." -Freeman, 2016 graduate



### IMPACT IN 2016:







Without FareStart, I'd still be in a tent in The Jungle (former homeless encampment), having to survive day-to-day, struggling to get the essentials."

— Anthony, 2016 graduate

### ADULT CULINARY PROGRAM

Using Food as the Tool to Transform Lives

FareStart provides more than just job training. We provide hope. We instill confidence – challenging and encouraging students to find their inner strength to write a new chapter in their life. We accomplish this by combining handson training with classroom instruction, individual case management, life-skills coaching and job placement services.

# YOUTH BARISTA & CULINARY PROGRAMS

Teaching Skills that Change Lives

FareStart gives youth the opportunity to succeed by giving them hands-on culinary and barista training in our cafes, along with customer service, life skills and job placement assistance. We partner with Seattle Public Schools Interagency Academy for our culinary program and YouthCare for our barista program.



### IMPACT IN 2016:





51% Placed in jobs



80% Students earning high school credit (Youth Culinary)

Leved the program. It gives people a chance and the tools to succeed, the space to turn their lives around. That's all you can ask."

— Victoria, 2016 graduate

### IMPACT IN 2016:



365 Days meals delivered annually



FareStart has provided our school with healthy lunches for over 15 years. Eating lunch together is an important part of our daily curriculum. We appreciate the emphasis on fresh produce and FareStart's commitment to use local products."

> — Anne Davis, University Temple Children's School

### COMMUNITY AND SCHOOL MEALS PROGRAMS

Founded on the Promise of Feeding our Community

FareStart School and Community Meals programs ensure children can count on a healthy lunch and adults living in shelters, transitional housing and low-income healthcare facilities receive a hot meal every day. We've never missed a day of delivering a nutritious meal – despite holidays, snowstorms, power outages and traffic.

# CATALYST KITCHENS PROGRAM

## Catalyst Kitchens Expands our Ripple Effect across the Country

Catalyst Kitchens is our entrepreneurial, national program that gives nonprofits the tools, training and support needed to build and grow innovative foodservice social enterprises around the country. We provide focused training and build community partnerships based on FareStart's successful model.





### IMPACT IN 2016:





3,490 Individuals enrolled in training

83% Job placement rate

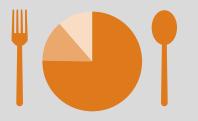
Thank you Catalyst Kitchens for your encouragement, collaboration and cooperation. With your guidance, we have doubled our impact on our community!"

> — Paul Fordham. Homeward Bound of Marin



### REVENUE

- Foodservice Revenue 46.4%
- Private Contributions 38.7%
- Government 12.2%
- Catalyst Kitchens Services and Dues 2.3%
- Interest and Other Revenue .3%



### EXPENSES

- Training Programs 75.5%
- Administration 13.2%
- Fundraising 11.3%

# 2016 FINANCIALS

	FareStart	FareStart Properties	Consolidated*
REVENUE			
Foodservice Revenue	\$5,957,465	_	\$5,957,465
Government	1,566,300	_	1,566,300
Private Contributions	4,969,526	-	4,969,526
Catalyst Kitchens - Services and Dues	300,965	-	300,965
Interest and Other Revenue	35,185	-	35,185
TOTAL REVENUE	\$12,829,441	-	\$12,829,441
EXPENSES			
Training Programs	10,586,914		10,586,914
Administration	1,651,601	193,410	1,845,011
Fundraising	1,584,249	_	1,584,249
TOTAL EXPENSES	\$13,822,764	\$193,410	\$14,016,174
TOTAL CHANGE IN NET ASSETS	(\$993,323)	(\$193,410)	(\$1,186,733)
ASSETS AND LIABILITIES			
Current Assets	2,766,836	278,326	3,045,162
Non-current Assets	3,676,138	7,675,948	11,352,086
TOTAL ASSETS	\$6,442,974	\$7,954,274	\$14,397,248
Current Liabilities	1,174,863	_	1,174,863
Non-current Liabilities	32,299	_	32,299
TOTAL LIABILITIES	\$1,207,162	-	\$1,207,162
NET ASSETS	\$5,235,812	\$7,954,274	\$13,190,086
LIABILITIES & NET ASSETS	\$6,442,974	\$7,954,274	\$14,397,248

\*Intercompany balances have been eliminated in consolidation.

For a copy of the audited financial statements, please contact Ryan Dean at 206.267.7603 or visit farestart.org.



FareStart's Circle of Impact recognizes annual giving from individuals who donate \$1,000 or more and corporations and foundations that invest \$5,000 or more in our mission annually. Our deepest thanks for their important contributions to our students' success in 2016.

INDIVIDUALS AND FAMILY FOUNDATIONS Leaders

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We recognize these generous individuals who have included FareStart in their leaacy planning. Their vision ensures FareStart remains a vital resource that creates opportunity today and changes lives tomorrow.

Anonymous (2) Bill & Janette Adamucci Peggy Carlisle\* Connie Clark-Redmond & Kirk Redmond\* Gail & Paride DeGiulio Estate of Bobbie Jeanne Ellingsen\* Caroline Feiss

LEGACY

CIRCLE

Robert LeRoy<sup>3</sup> Estate of Merrill H. & Ida Gerstel \* Nicki & John Gates\* Gary & Betty Greene Molly & David Hancock\* Craig Hislop &

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### **GIVING TABLE**

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ADP

Aerojet

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Avanade

BlackRock

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Chevron

DIRECTV

Expedia

GE

Expeditors

Coalition for

Columbia Bank

Coordinated Care

Dun & Bradstreet

International of

Washinaton

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Giving Program

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Magnusson Klemencic Associates **Microsoft Corporation** Mile High United Way Morgan Stanley Olson Kundia Pitney Bowes Arch Venture Partners Port of Seattle Precor Puaet Sound Energy Rocky Mountain Combined Federal The Boeing Company Campaian Russell Investments SAP Software Solutions Seattle University Charitable Choice Sellen Construction Sound Transit T-Mobile Davis Wright Tremaine United Way of Greater Atlanta United Way of Greater Philadelphia & Southern New Jersey United Way of King County United Way Garvey Schubert Barer of Pierce County United Way of San Antonio & Bexar County United Way of Snohomish County UnitedHealth Group University Volkswaaen Audi King County Employee UPS U.S. Bank USAA Washington Athletic Club Combined Federal Washington State Employee Combined Fund Wells Fargo Weyerhaeuser Company

### GUEST CHEFS

We appreciate the chefs who volunteer their time to work with our students at Guest Chef Night, as speakers in FareStart classes, mock interviewers and at our annual Gala Auction. We thank them for generously sharing their culinary talents and experience.

Robert Spauldina

Tia Hawley

Varin Keokitvon

Alderbrook Resort Elliott's Ovster House Adam Haaen Altstadt **Ernest Loves Agnes** Meaan Coombes Assaggio Ristorante **Heartwood Provisions** Mauro Golmarvi **Ballard Annex Oyster House** Jake Wilson Bar Melusine, Bateau & **General Porpoise** Renee Erickson, Bobby Palmquist & Clare Gordon **Beecher's Handmade Cheese** & Mishima Reserve Kurt Dammeier Cafe Juanita Holly Smith Caffe Vita Nights Gravy - Dre Neely Hitchcock - Brendan McGill Lark - John Lundstrom Milkwood & Company -Monica Dimas Mistral Kitchen -William Belickis The Wandering Goose – Heather Earnhardt Vendemmia -Brian Clevenger Vestal – Josh Henderson Cantinetta Gabriel Chavez Columbia Tower Club Tyler Hefford-Anderson **Copperleaf Restaurant at** Cedarbrook Lodge Roy Breiman & Mark Bodinet Dragonfish Erickson Pak

Hitchcock Brendan McGill Lark John Sundstrom Lecosho Matt Janke Manolin Alex Barkley Meet the Moon Omar Salazar-Cruz **Oddfellows Cafe & Bar** Alex Wilson Orfeo Kevin Davis Osteria La Spiga Sabrina Tinsley **PCC Natural Markets** Darin Gaaner & Lynne Vea **Pomegranate Bistro** Lisa Dupar Poppy Jerry Traunfeld Portage Bay Cafe Dave Miller **Rav's Boathouse** Paul Duncan Sazerac Shawn Applin Seattle Yacht Club Breanna Bieke Skillet Duke's Chowder House Nick Novello Bill Ranniaer

SkyCity at the Space Needle leff Maxfield Stateside

Eric Johnson Stoneburner/Bastille

Jason Stoneburner

**Stumbling Goat** Josh Theilen

Tallulah's Eric Rivera

Trellis at the Heathman Hotel Brian Scheehser

**Tulalip Resort Casino/Cedars** Cafe Brent Clarkson

**Tulalip Resort Casino/Tulalip Bay Cafe** Jeremy Tailey

Tutta Bella Neapolitan Pizzeria Brian Goidics

**University of Washington** Club lan Weaver

**Urbane at Hvatt Olive 8** Brian Pusztai

Vios Cafe & Marketplace Thomas Soukakos & Jeramie Waaar

Volunteer Park Café Ericka Burke

Washington State Convention Center Jose Chavez

Whole Foods Market Ferron Lining

Wild Ginger David Yeo

### CIRCLE OF IMPACT **VOLUNTEERS**

Gwendolyn

Tim Burke

Andrew &

Anita Ertel

Timothy Hicks

Danielle Hill

Holzman

Doug Hurley

Melissa Lee

Alice Louie

Rod &

Erica &

Katherine

Barnhart

We recognize the important work of FareStart's 2,361 volunteers. Together, they contributed 24,138 hours in 2016. Our Circle of Impact volunteers each contributed more than **75** hours during 2016. Jennifer Cameron

Chelsea & Brian Miller Barbara Mitchell Jennifer Mudge Liberty Munson Angela Dodd Abiaail Neel Martha Douglas Dam Nauyen Junius Palmer Sandy Gorman Amy Read-Stanton Holly Rudd Renee Schlocker Sandra Schwartz **Yvonne Hughes** Michael Shiozaki Jason Smith Colby Smith Gordon Taoka Helen Taylor **Bonnie Tibbles** Colin McCaig Linda Watts Brian Medford Jonathan Meyers

13 Coins Alaskan Leader Fisheries Amante Pizza Amazon Prime Anning-Johnson Asian Palette ATG Stores Barking Dog Ale House Beecher's Handmade Cheese Bing's Bis on Main **BJ's Restaurant** Black Bottle Bon Appétit Buca Di Beppo **Burien Nursina &** Rehabilitation Center Café Torino Cali Buraer Cascade Behavioral Health Cee's Barber Shop Centerplate Charlie's Bar & Grill Charlie's on

Broadway

### 2016 BOARD OF DIRECTORS

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### EMPLOYMENT PARTNERS

We are grateful for our employment partners, who expand FareStart's ripple effect by hiring our students as they work to transform their lives.

> Charlie's Produce Chipotle City Caterina Ciudad Classic Hospitality Covenant Shores Crystal Mountain Cutter's Crab House Dairy Queen **Deep Sea Fisheries** Delaware North Delicatus Din Tai Funa DM Painting & Remodeling Ernest Loves Aanes Elmer's ERA Livina Eureka Lodae Eurest Fitzaerald's Sports Bar FlagShip Franz Bakery Goodwill Gordon Biersch Brewery Grappa

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Super Cuts Super Six Taylor Shellfish Thackeray Café & Bar The Hub The Westin Torero's **Total Success Event** Services Tune Tutta Bella Neapolitan Pizzeria Two Shoe BBQ U:Don University of Washington Community Center University of Washington Medica Center UPS Veraci Pizza Vios Café & Marketplace Vovito Whole Foods Market Wild Ginger William Booth Center Wizards Casino

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Judy Meleliat, Aegis Living

Chris Schenck, Kilpatrick Townsend & Stockton

Joanna Smith. Community Volunteer

Phil Stalcup, Community Volunteer

Nicole Trimble, 100K Opportunities Corporate Coalition at FSG

Sheryl Willert. Williams Kastner

Justice Mary I. Yu, Washington State Supreme Court

Megan Karch, Ex-Officio Member, FareStart CEO



