

# FareStart's National Network

Transforming lives through job training and placement in the foodservice industry



## Intro to FareStart



- Founded in Seattle, WA**
- 20 years experience**
- Nearly 5,000 people served**
- 4.5 million meals prepared**



### Current Scale

- **280** students enrolled annually
- **60** students served daily
- **3,000 meals/day** served to the community
- **\$3 million/year** in self-generated revenue
- **150** graduates per year
- **80%** employed
- **80%** retain jobs for at least six months

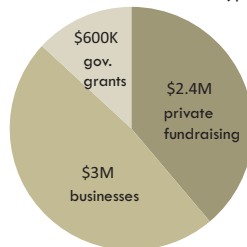


James Beard  
2011 Humanitarian  
of the Year

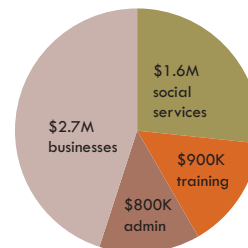
## Financial Sustainability



**FareStart**  
Annual Gross Revenues (\$6M)



Annual Expenses (\$6M)



### Major bank donors :

- JP Morgan Chase
- Bank of America
- U.S. Bank
- Wells Fargo

# Model Dissemination

## Vision

To lead a strong collaboration of thriving local independent foodservice training and employment programs that:

- Share a common vision, mission, values and service philosophy
- Actively share information and lessons learned
- Spur local innovation, increase quality and consistency
- Leverage collective strength to grow and apply direct benefits and sponsorship

## 2015 GOALS:

- 50 new programs launched
- 100 network members
- 6,000 trainees enrolled annually
- 10,000,000 meals served annually



# Common Identity



**CATALYST  
KITCHENS**  
COLLABORATE • EMPOWER • TRANSFORM

Catalyst Kitchens is a collaborative network of organizations with shared vision to:

1. empower lives through foodservice job training,
2. self-generate revenue through social enterprise, and
3. nourish bodies and minds through quality foodservice

# Who We Are: Current Members



# What We Do



## Our three-pronged approach:

1. **Provide a Proven Path:** Document and share the core components and best practices of job-training, social enterprise and foodservice that have demonstrated long-term, positive impact on the lives of the poor and hungry.
2. **Deliver Ingredients for Success:** Services, products and resources Catalyst Kitchens provides to help others strengthen and replicate this successful program and increase the profile and awareness of Model Members.
3. **Collaborative Network:** To maximize the scale of our impact, share best practices and leverage power in numbers.

## 2011 Model Member Collective Impact:



*Collaborate. Empower. Transform.*

# Programmatic Approach



- ✓ Food is the *tool* used to *Empower* and *Transform* lives.
- ✓ Comprehensive Training & Collaborative Support
- ✓ *Applied* Training Model



*Collaborate. Empower. Transform.*

# Why Food?








- Immediate, Tangible Results and Opportunities for Success
- Diversity and High Demand for Labor
- Excellent Field to Apply Soft Skills
- Food Creates Community, Connecting Clients and Patrons Alike



*Collaborate. Empower. Transform.*

# Who Succeeds in Foodservice Training?



				
<b>AspenPointe</b> Colorado Springs, CO	<b>St. Patrick Center</b> St. Louis, MO	<b>Hunger Action Network</b> Schenectady, NY	<b>Tacoma Goodwill</b> Tacoma, WA	<b>Liberty's Kitchen</b> New Orleans, LA
<b>Student Population:</b> Adults in Recovery & Mental Health Treatment	<b>Student Population:</b> Homeless & Low-Income Adults	<b>Student Population:</b> Low-Income Adults	<b>Student Population:</b> Low-Income Youth & Adults	<b>Student Population:</b> Court-Involved Youth
<b>Social Enterprise(s):</b> Group Home Meals Café Corporate Cafeteria	<b>Social Enterprise(s):</b> Restaurant Kiosk	<b>Social Enterprise(s):</b> Food Processing Plant Head Start Meals	<b>Social Enterprise(s):</b> Barista Café Cafeteria Catering	<b>Social Enterprise(s):</b> Café School Meals

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