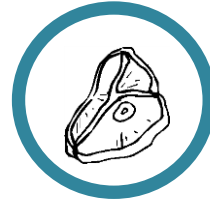


EDWINS Leadership & Restaurant Institute has proven we can help people stay out of prison by providing in-demand skills, assistance finding long-term employment, and a continuum of care to increase accountability and alleviate barriers to success.

The cornerstone of our success is social enterprise that thrives.

Education + Sustainability + Community + Great Food



EDWINS Restaurant serves more than **16,000 guests** annually. We have **\$4.5 million** in restaurant sales and more than **\$4.1 million** in philanthropic support since EDWINS Restaurant opened on Nov. 1, 2013.

Our efforts to humanize issues that formerly incarcerated people face are working.

EDWINS Restaurant and the leadership institute are the same 501(c)(3), but the restaurant covers its own expenses. That is, diners at the restaurant fund the dishwashing staff, linens, silverware, food and beverage inventory, valet staff and all restaurant operations costs.

In fact, EDWINS Restaurant runs so efficiently it provides a profit that provides about 37% of our educational and case management programming needs. We will increase that percentage through operational efficiencies and scaling into enterprises centered on food.

The first of these endeavors is the EDWINS Butcher Shop.



Along with strengthening our community, the EDWINS Butcher Shop will give our graduates extensive butchery training, while safeguarding the sustainability of EDWINS Leadership & Restaurant Institute.

Further, it will increase visibility and promote the EDWINS mission to include a broader audience.

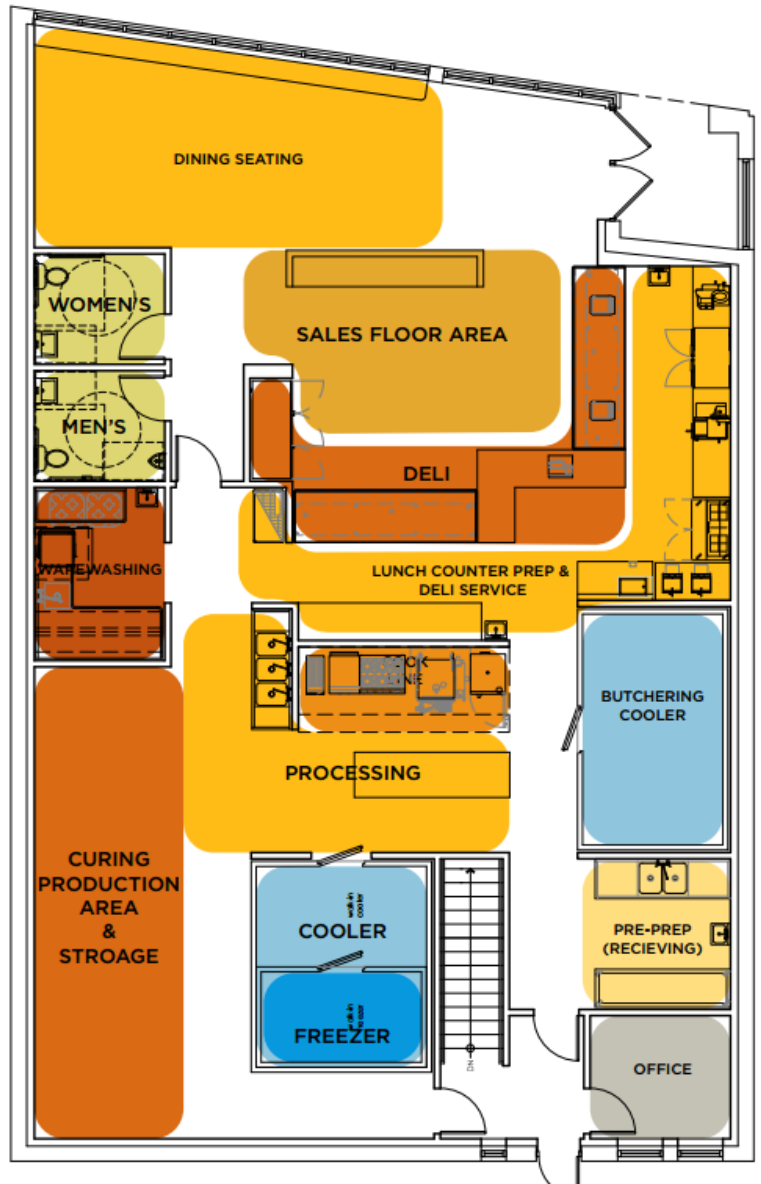
Quick Facts

Building abandoned since 2000

Purchased in cash for \$50k in December 2016

Projected \$938k needed for renovation and opening

Planned opening 2018



The EDWINS Butcher Shop shop is located in the Buckeye neighborhood, adjacent to the EDWINS Second Chance Life Skills Center and just two blocks from EDWINS Restaurant. It reclaims a neglected building, creating even more hope and opportunity for Buckeye residents.

The shop will also offer:



Retail sales to our community, including those who are using SNAP benefits, so that they can enjoy top-quality meat at a reasonable price



From-scratch prepared foods including barbecue, sandwiches, salads and soups



Casual dining space to enjoy prepared foods and observe apprentices learning

Before



After



EDWINS Restaurant runs very efficiently, with food cost and labor (prime costs) at about 58%, well within industry standards. However, by identifying ways to source products that we currently buy from vendors, we can cut costs along with the added benefit of in-depth training for our graduates.

Instead of paying a wholesale vendor for protein that has already been processed, we will buy whole sides of meat, giving our graduates valuable butchery skills as we process the cuts.

The EDWINS Butcher Shop will then sell the meat to EDWINS Leadership & Restaurant Institute at a lower cost than our vendors are currently able.

Projections show the butcher shop also contributing about \$200,000 of revenue support to EDWINS' programming.



EDWINS
LEADERSHIP & RESTAURANT
Institute



Cost Savings

Butchery by the Numbers

Median Wage: \$29,870, or \$14.36 per hour

Job Growth: 6% from 2016 to 2026 – many regional job openings

Employers: Grocery stores employ 72% of all butchers. We are working with Zagara's Marketplace, Heinen's and other grocers to develop our curriculum so we are teaching skills they need.

Low Barrier to Entry: No formal educational credential required – hands-on learning is best.

START-UP

CURRENT SOURCES OF FUNDS	
Private Donation to Purchase Building	\$50,000
Eaton Corporation	\$10,000
EDWINS Foundation Capital	\$8,000
Commitment from Saint Luke's Foundation	TBD
Total Sources	\$68,000

USES OF FUNDS

Start-up Expenses	
Printing	\$2,500
Licenses	\$10,000
Insurance	\$3,000
Professional Fees	\$5,000
Total Start-up Expenses	\$20,500

Start-up Assets	
Purchase of Building (Purchased December 2016)	\$50,000
Building Repairs	\$250,000
Build Out of Butcher Shop	\$275,000
Kitchen & Dining Room Equipment	\$275,000
Classroom Equipment	\$1,200
Computer Equipment	\$1,000
Signage	\$8,000
POS System	\$15,000
Inventory	\$25,000
Web/Branding	\$500
Telephones	\$1,500
Working Capital (one month's worth of expenses)	\$25,000
Opening Labor for 6 Staff + 30 Students (1 month)	\$11,000
Total Start-up Assets	\$938,200

The EDWINS Butcher Shop embodies all of the tenets behind EDWINS' success so far:

- superior education
- high-quality food and ingredients
- neighborhood investment and redevelopment
- community engagement
- increased financial sustainability for EDWINS educational programming