

Report to the Community
December 2018



EDWIN'S

LEADERSHIP & RESTAURANT
Institute



"Today we will win.

We'll study our mistakes and become stronger. We will win, each day, we will win."

13101 Shaker Square
Cleveland, Ohio 44120
216.921.3333
www.edwinsrestaurant.org

Dear Supporters:

The opening of the restaurant five years ago is still a highlight for me. My vision became a reality as I created opportunities for returning citizens. Each day, our staff and students put in the work to help EDWINS become a premier dining destination in Cleveland and a model for second chances nationally.

The restaurant alone wasn't enough. EDWINS provided a place to live for current students and alumni with our housing. The Second Chance Life Skills Center allows our students the chance to study, exercise or test out recipes. We continue to provide wraparound services to our students to help remove barriers to their success. To enhance the job prospects of our graduates, our Butcher Shop and Training Center will open in December 2018. This latest venture will not only provide the Buckeye neighborhood with its first fresh meat vendor in nearly 50 years but further the culinary skills of our graduates.

The support we continue to receive from our donors, volunteers and community partners pushes me forward. Financial support is just part of what sustains us. We prosper thanks in part to the service of those who sort books and donations, help us to paint and garden or even cheer runners on during our annual Run for Re-Entry. Thanks to all of you who help us in your own way.

While five years of any restaurant is a great accomplishment. It's certainly not the time for us to rest on our laurels. We know our mission goes beyond providing French cuisine, fresh cuts of meat or even a bed for someone who needs it. Each day we must strive to continue doing what is fair and needed in providing second chances.

Merci!

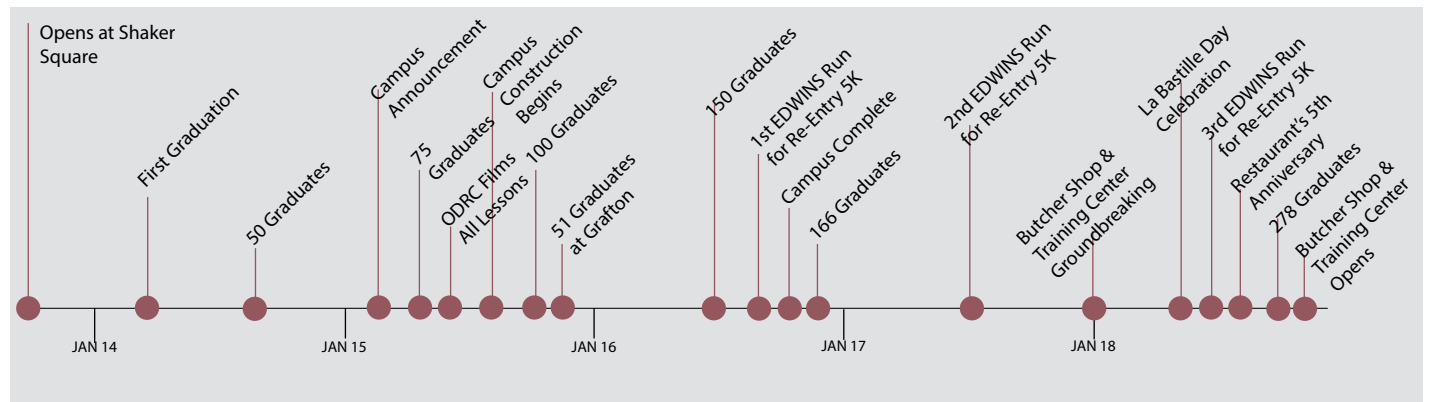
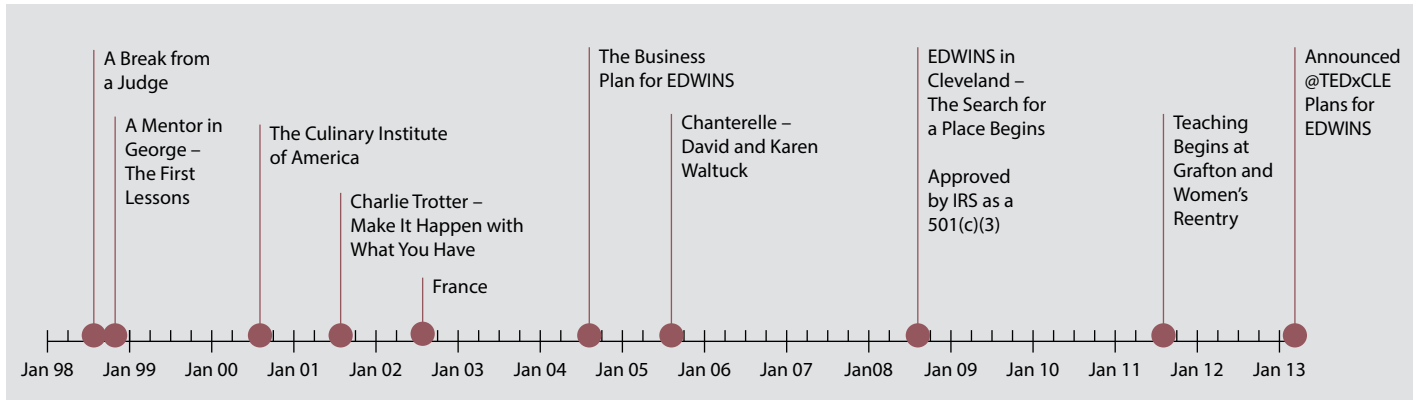


Brandon E. Chrostowski
Founder, President & CEO



Edwins Timeline and Vision

EDWINS – How it all began and where we are today

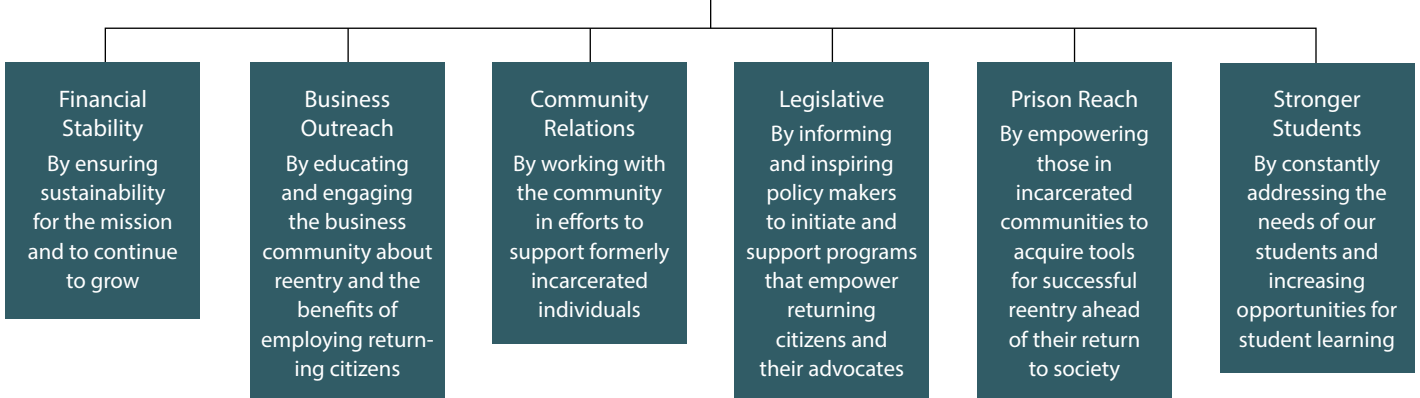


150 Graduates

EDWINS Vision:

To deepen our leadership in reentry by continuing to build the best culinary & hospitality institute in the world

How:



Alumni Success Stories



Latasha Adams
Graduate, July 2016
Kitchen Manager/Day Chef
Gigi's on Fairmount

- A strong leader at Gigi's with two and a half years of experience at the restaurant.
- Latasha is beloved by customers and is considered family to the Gigi's team.
- Feels EDWINS helped her to find gainful employment despite her past.
- Displays creativity in the kitchen including adding a beet salad to the Gigi's menu.



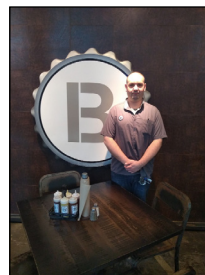
Monet Ladson
Graduate, June 2018
Kitchen Manager
First Watch

- Hired right after graduation as lead line cook and was recently promoted to kitchen manager.
- Worked in the culinary field prior to EDWINS but feels this gave her the leadership skills and credentials she needed to advance.
- EDWINS made her recognize her strengths and skills that set her apart from the competition.
- Overall, feels that EDWINS greatly improved her career prospects.



Jeremy Matthews
Graduate, April 2018
Server/Cook/Host
Shaker Heights Country Club

- Working at EDWINS provided Jeremy the versatility he needed to succeed in all his roles at the country club.
- Gained confidence and professionalism from the program and knows he'll excel in any position.
- Continues to work with the EDWINS staff on professional development and connection to the resources needed for him to succeed.
- Feels at home at country club despite other opportunities throughout the region.



Sean Paul
Graduate, April 2015
Food Manager
B-Spot

- Recently promoted to food manager, a goal he set upon his arrival at the B-Spot in August 2017.
- EDWINS gave Sean the strong business foundation and front of house experience he needed after working in food service before the program.
- EDWINS provided stability and a sense of belonging to Sean and he continues to support the program.
- Brandon kept in regular contact with Sean during his last three months of incarceration and kept every promise to him on what to expect at EDWINS upon his release.



The Issue:

Total correctional population: 6,613,500 (as of 2016, [Bureau of Justice Statistics](#))

The Total Cost of Incarceration: \$1,200,000,000,000

([Institute for Advancing Justice Research and Innovation](#))

Average cost to incarcerate: \$31,978 (2016, [Federal Register](#))

% of those returning to prison within 3 years (recidivism): 43.3%

([United States Sentencing Commission](#))

Average cost to re-incarcerate: \$31,000 (2016, Vera Institute of Justice)

A Solution:

The cost to educate a student at EDWINS
in fiscal year 2017: \$4,566



EDWINS Results

278
Number of graduates

90
Number of restaurants who have hired our students

84
Number of graduates of our programming at Grafton Correctional Institution

75
Number of restaurants eager to hire our graduates

25%
Percentage of program costs covered by restaurant profits and restaurant contributions

6
Number of new classes that begin each year

1.1%
Recidivism rate for EDWINS graduates

Financials

EDWINS
FY17
Operating Budget

Aug '16 –
Jul '17
Actual

Income

Program Support

Unrestricted

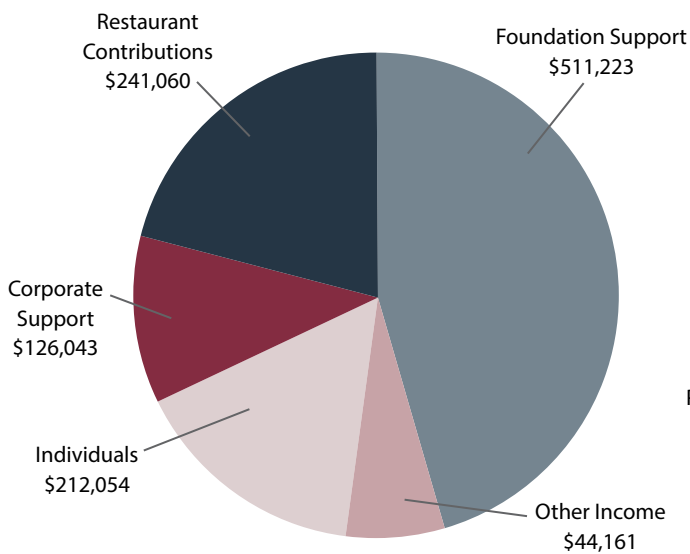
Individuals	18.5%.....	\$212,054
Corporate Support	11%.....	\$126,043
Foundation Support	44.7%.....	\$511,223
Restaurant Contributions (Tips)	21.9%.....	\$241,060
Other Income	3.9%.....	\$44,161
Total Program Support	\$1,143,581

Expenses

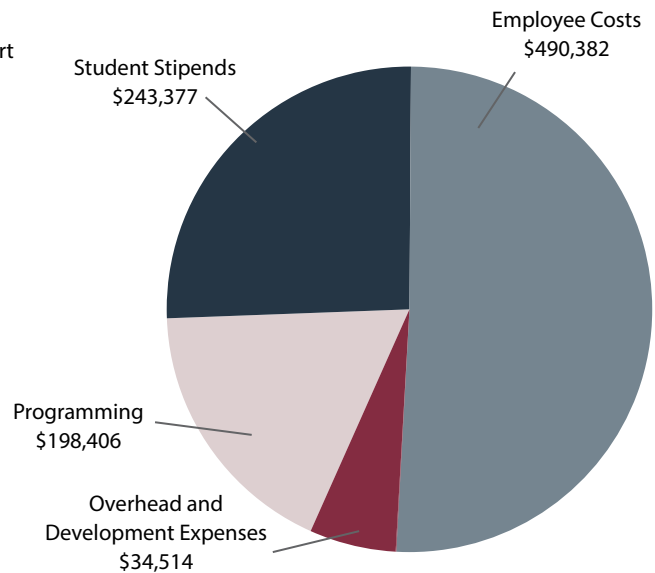
Program Expenses

Employee Costs	50.7%.....	\$490,382
Student Stipends	25.2%.....	\$243,377
Programming	20.5%.....	\$198,406
Overhead & Development Expenses	3.6%.....	\$34,514
Total Program Expenses	\$966,679

FY17 Program Support: \$1,143,581



FY17 Program Expenses: \$966,679



The Institute would not exist without the Restaurant, as the Restaurant provides a training ground for students at the Institute. While the Restaurant costs approximately \$1.2 million to run each year, the Restaurant's expenses are entirely offset by its profits, a portion of which the Restaurant is able to then give to the Institute to help cover the educational programming expenses each year.



Edwins in the News

Recent Press

Crain's Cleveland Business, January 12, 2018: [Restaurateurs must find balance between table turnover and happy customers](#)

Freshwater Cleveland, January 18, 2018: [With Oscar buzz for 'Knife Skills' and a James Beard guest stint, EDWINS is really cooking](#)

Crain's Cleveland Business, January 2018: [Should it be such a waste?](#)

Cleveland.com, January 23, 2018: ['Knife Skills' earns Academy Award nomination; film features Edwins restaurant](#)

Philanthropy, Winter 2018: [Feeding Body and Soul](#)

Gold Derby, January 11, 2018: [Thomas Lennon \('Knife Skills' director\): Restaurant story about former prisoners as staff 'just tumbles into' his lap](#)

Cleveland.com, February 1, 2018: [Edwins' Cleveland leaders to open Serenite restaurant in Medina](#)

Bon Appetit, February 12, 2018: ["Knife Skills" Is the Oscar-Nominated Documentary that Follows Students from Prisons to Fine Dining](#)

Cleveland Scene, February 12, 2018: [Watch the Full 'Knife Skills,' Edwin's Documentary Nominated for Academy Award](#)

Allentown Morning Call, March 2, 2018: [Oscar-nominated 'Knife Skills': Parkland grad co-produced and edited short documentary](#)

Esquire, March 2, 2018: [EDWINS in Cleveland Is Teaching Former Inmates How to Run a Restaurant](#)

Cleveland.com, March 4, 2018: ['Knife Skills' misses out on Oscar; film focuses on Shaker Square restaurant](#)

WKYC, March 4, 2018: [EDWINS restaurant celebrates Oscar-nominated documentary](#)

Cleveland Scene, March 13, 2018: [Shaker Square & Larchmere](#)

Cleveland.com, April 11, 2018: [Cuyahoga County to hold Reentry Awareness Week April 23-27](#)

Cleveland Jewish News, April 12, 2018: [Shaarey Tikvah has Entrees and Insights on menu](#)

Cleveland.com, April 20, 2018: [Market at the Food Bank set, supports Harvest for Hunger](#)

Canton Repository, April 26, 2018: [Canton Film Festival puts renewed focus on community](#)

Cleveland.com, April 27, 2018: [Cleveland Eats food festival names 19 chefs to culinary council](#)

News 5 Cleveland, May 10, 2018: [EDWINS expanding opportunities to former inmates with butcher shop in Buckeye-Shaker neighborhood](#)

Cleveland Magazine, June 12, 2018: [Brandon Chrostowski's Next Fight? Addiction](#)

Cleveland.com, June 28, 2018: ['Knife Skills' benefit screening scheduled for Medina restaurant, recovery center](#)

Cleveland Jewish News, July 3, 2018: [EDWINS to host Bastille Day celebration](#)

Cleveland.com, July 8, 2018: ['Knife Skills' adds screening; film details Edwins' beginnings](#)

Cleveland.com, July 11, 2018: ['Knife Skills,' Kelly's cafe, 17 Public Square make our WTAM food chat](#)

Cleveland.com, July 24, 2018: [Taste of the Browns is scheduled for 2018](#)

Angelus News, August 21, 2018: [Restaurant's culinary program helps former inmates achieve success](#)

New Haven Independent, September 19, 2018: [Prison Reentry Through Fine Dining](#)

News 5 Cleveland, September 27, 2018: [Work continues for EDWINS Leadership and Restaurant Institute's new \\$1.1M butcher shop](#)

Daily Beast, October 13, 2018: [From Serving Time to Serving Food: EDWINS' Winning Recipe](#)

Baltimore Post-Examiner, October 21, 2018: ['The Olive Mass' celebrating the culinary hospitality industry](#)

Cleveland 19 News, October 30, 2018: [Edwins opens new butcher shop, Chef Sawyer pens new cookbook; more on Taste Buds](#)