"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:

Wow! What a year! 2020 was a year that saw our team come together in ways we didn’t even think were possible. What I’ll always remember is the fighting spirit of EDWINS students, alumni and staff through unprecedented challenges. Over the course of a Sunday afternoon in March, we reinvented our business focusing on family-style meals that could be enjoyed in the comfort of home. Our Butcher Shop and Bakery remain anchors in the Buckeye neighborhood and are providing more than just bread and meat but household essentials and pantry items. We came back at the Restaurant in May knowing that we had to keep moving forward to provide opportunity for our students. We recently opened edwins too ensuring that our students receive the hands-on experience that our program requires even with the current dining restrictions in place. Everything we do at EDWINS is centered on providing career pathways for returning citizens, empowering families and supporting our community. I’m proud of the work we’ve done at EDWINS but there is always more we can do.

EDWINS has proven it can successfully provide returning citizens with a path to family-sustaining careers. We are a national model for reentry and have shown that combining elite training with wraparound support prevents people from returning to prison. We are still determined to do more.

Our fight continues with our Management Fellowship. After a successful pilot earlier this year, we have expanded the program as six EDWINS graduates have returned to help us manage all our ventures. The Fellowship is EDWINS’ direct response to the lack of trade diversity that, according to 2018 Bureau of Labor Statistics data, notes that a mere 10.7% of food service managers are black.

The program consists of a year-long education in restaurant operations and all Fellows are salaried with health benefits. The curriculum was developed by consulting with restaurant owners and hiring managers from around the country. Fellows will receive the skills necessary to manage restaurants, their staff, and the business’s finances while also developing a leadership style that works for them. Continuing education opportunities are incorporated into the program with executives, professional athletes and industry leaders providing instruction and guidance. We plan on ensuring that restaurant management across the nation reflects the diversity of the communities they serve.

It’s never been easy for returning citizens this country. They must rebuild their lives while facing barriers at every turn. It’s been the same at EDWINS but we continue to push forward.

Merci!

Brandon E. Chrostowski
Founder, President & CEO
EDWINS Timeline

EDWINS – How it all began and where we are today

A Break from a Judge
A Mentor in George – The First Lessons
The Culinary Institute of America
Charlie Trotter – Make It Happen with What You Have
France

EDWINS Vision:
How:
Opens at Shaker Square
50 Graduates
50 Graduates
50 Graduates
50 Graduates

Campus Announcement
Campus Construction Begins
Campus Open
75 Graduates
ODRC Films: All Lessons
51 Graduates at Grafton

75 Graduates
Parser Graduates
50 Graduates
100 Graduates
166 Graduates
250 Graduates
300 Graduates

First Graduation
1st Graduation
2nd Graduation
3rd Graduation
4th Graduation
5th Graduation
6th Graduation

50 Graduates
50 Graduates
50 Graduates
50 Graduates
150 Graduates
1st Graduation
75 Graduates

90 Graduates
166 Graduates
288 Graduates
300 Graduates
150 Graduates
1st Graduation

Student Housing
Students Begin Training at Butcher Shop
Three Students Travel to Paris
Featured on CBS This Morning
Featured on CNBC
Featured on WISH-TV

First Graduation
2nd Graduation
3rd Graduation
4th Graduation
5th Graduation
6th Graduation
7th Graduation
8th Graduation

JAN 98 JAN 99 JAN 00 JAN 01 JAN 02 JAN 03 JAN 04 JAN 05 JAN 06 JAN 07 JAN 08 JAN 09 JAN 10 JAN 11 JAN 12 JAN 13

JAN 14 JAN 15 JAN 16 JAN 17 JAN 18 JAN 19 JAN 20 JAN 21 JAN 22 JAN 23 JAN 24 JAN 25 JAN 26 JAN 27 JAN 28 JAN 29 JAN 30 JAN 31

DEC 19 DEC 20 DEC 21 DEC 22 DEC 23 DEC 24 DEC 25 DEC 26 DEC 27 DEC 28 DEC 29 DEC 30 DEC 31
Student Success Stories

Gregory

“The people here keep me going through the difficult times. I look forward to coming here. I love the chefs and they are great teachers. I’m comfortable here. It’s a home for me.”

Once you come to EDWINS as a customer, you’ll appreciate everything that’s coming to the table. We show people what we have learned. You can’t go wrong with what they teach you here.”

William

“I keep fighting because I have a goal. I want to open my own restaurant and you have to learn every little step to get there. I know that mistakes are going to be made but you have to learn from them and move on.”

“At the end of the day, we are delivering a product and service to the customer that keeps them coming back. Every meal is different so it’s not the same every day, but you have to still make it to the end of the road.”

Charlestine

“I push through and keeping fighting because I love seeing the looks on our customers’ faces when we deliver their meals and drinks. You can immediately tell how you did. Their face says it all.”

“The team at EDWINS makes sure that we have everything we need. Our uniforms, our bus passes, our papers and books. They make sure you have all you need to succeed. I’m so glad I came to learn here at EDWINS and I’ve learned how to do so many things that I didn’t know how to do before this program.”

Larry

“It was very clear to be upon being incarcerated that I was not going to let it be a waste of my time. The idea of doing something I enjoyed like baking and cooking seemed too good to be true. That seemed like a fairy tale.

I was a group facilitator for the EDWINS culinary club and stayed in contact with the staff. Then upon my release, I came straight to EDWINS and moved into the housing.

I have been able to build up a rapport with the staff. They’ve done everything for me. I have a roof over my head. I haven’t gone hungry. I’ve made some friends and I’ve learned a lot. I’ve never thought of myself as much of a leader. The staff has a lot of faith in me. You just have to prove yourself and put in the time.”
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

Average cost to incarcerate: $31,978 (2016, Federal Register)

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

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 2019: $4,775
EDWINS Results

400 Number of graduates
145 Number of restaurants who have hired our students

104 Number of graduates of our programming at Grafton Correctional Institution
50 Number of restaurants eager to hire our graduates

30% Percentage of program costs covered by restaurant profits and restaurant contributions
6 Number of new classes that begin each year

.8% Recidivism rate for EDWINS graduates
## Financials

**EDWINS**
**FY19**
**Aug '18 – Jul '19**

### Operating Budget

#### Income

**Program Support**

- **Unrestricted**
  - Individuals: 28.9%, $637,915
  - Corporate Support: 22.4%, $494,589
  - Foundation Support: 25.4%, $559,242
  - Restaurant Contributions (Tips): 12.2%, $263,303
  - Other Income: 11.1%, $245,643

**Total Program Support**: $2,200,692

#### Expenses

**Program Expenses**

- **Employee Costs**: 57%, $682,041
- **Student Stipends**: 15.7%, $187,870
- **Programming**: 14.9%, $177,830
- **Overhead & Development Expenses**: 12.4%, $148,395

**Total Program Expenses**: $1,196,136

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**FY19 Program Support**: $2,200,692

**FY19 Program Expenses**: $1,196,136

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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 $1.3 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.

For complete financial information visit [GuideStar](https://www.guidestar.org).
EDWINS in the News

Recent Press

NFL Network, January 23, 2020: Indivisible Season 2: Cleveland

Cleveland.com, March 3, 2020: Brandon Chrostowski named Silver Plate recipient

Cleveland Scene, March 16, 2020: Cleveland Restaurant Owners React to Order that Shutter Restarants

CNN, March 25, 2020: Restaurant responds to the pandemic by feeding their Cleveland community

Cleveland.com, March 26, 2020: Edwins offers free job-guidance program for restaurant-industry workers affected by coronavirus

Cleveland Magazine, March 29, 2020: How Cleveland Restaurants Stepped Up To Take Care Of Their Own

WKYC Studios, March 30, 2020: Local restaurant revamps business to succeed during COVID-19 pandemic

Cleveland.com, May 1, 2020: Despite the terrible coronavirus price paid by marginalized communities of color, nothing will change if we do not make it change: Brandon E. Chrostowski

Ideastream, May 6, 2020: What Will Ohio Restaurants Look Like When Dining Rooms Reopen?

Cleveland Magazine, May 28, 2020: These Restaurants Are Finding New Ways To Elevate The Cleveland Community

International Foodservice Manufacturers Association, June 13, 2020: 2020 Silver Plate Award Winner: Brandon Chrostowski Q&A

ESPN.com, June 25, 2020: Browns GM Andrew Berry challenges team, fans on social justice after George Floyd killing

Cleveland.com, July 10, 2020: Edwins’ second-chance mission expands to housing in Cleveland

WKYC Studios, July 13, 2020: EDWINS acquires two multi-family homes to provide housing for their students, graduates:

Freshwater Cleveland, July 16, 2020: Buckeye becomes a neighborhood of second chances as EDWINS expands its life skills campus

Manhattan Institute, August 20, 2020: Manhattan Institute Announces Second Cohort of Civil Society Fellows

Cleveland.com, September 30, 2020: Edwins Too to take over Fire Food and Drink space in Shaker Square

Cleveland Scene, September 30, 2020: Brandon Chrostowski to Extend Edwins’ Reach with New Fine-Dining Venture in Former Home of Fire at Shaker Square

Cleveland Magazine, October 28, 2020: Do Good Cleveland: 69 Organizations Doing Good For Cleveland

Cleveland Scene, November 17, 2020: First Look: Edwins Too, Opening at Shaker Square this Friday November 20

Cleveland.com, November 18, 2020: Edwins Toot to open this week - sneak peek (photos)

Richland Source, November 24, 2020: Hope amid addiction: returning citizens get second chance at EDWINS Institute

Spectrum News 1, November 29, 2020: Giving Second Chances: Cleveland Restaurant Helps Citizens with Life After Prison

WKYC Studios, November 30, 2020: Edwins Too now open: Doug Trattner sits down with owner Brandon Chrostowski

New York Post, December 9, 2020: Another restaurant shutdown will kill a lot of dreams — including for ‘second chancers’