



Our primary focus is helping local student youth and their families most in need. Fresh Start Café has aligned with the Santa Fund to “Streamline from Giving to Helping”

Fresh Start Café (EIN: 88-0656354) is a 501 (c)(3) non-profit organization. Donations are tax-deductible to the extent allowed by law.

We operate primarily from our location at 46 W. Pike Street in Canonsburg

We employ 1 full time manager and 2 part time staff. We operate with the support of over 18 volunteers. Our volunteers range from students to retired educators, business owners, a bank CFO, local politicians and individuals from all circles in our community. Some of our best volunteers are students; they pick up quickly and learn everything from greeting and serving customers, the importance of details on how to make seemingly difficult coffee drinks, to making Johnny Waffle dough which are all good life lessons.

Our Manager, Sonia Koupiaris, is a mother of 3, past president of the PT PTA, and has both health department certification as well as clearance to work with students.

Our board of directors consists of:

John Dziak

Tula Dziak

Lisa Scarmazzi

Paul Scarmazzi

Andrew Andronas

Pastor Don Coleman

We also have several advisors on our team; Steve Cypher and Cheryl Rockovich from Cypher and Cypher as well as Mrs. Kathy Berry and Mrs. Chelsea Geist that focus on fundraising and support distribution.

Altogether a group of individuals with strong character and purpose.

Funding

Our funding comes from running a sustainable business model; premium coffee shop goods at an affordable price as well as donations. All tips at the coffee shop count as donations as well as other generous donations offered by our patrons. We have no debt and operate a financially sustainable business.

We opened our doors on March 4, 2023. Since our first month, we were profitable and able to donate to local outreach organizations to include; the Canonsburg Food Pantry, Michael's Ovation, Santa Fund and Help Hard as well as several anonymous donations and support directly to local student youth families.

Operations & Monitoring

We operate via Clover POS. For accounting, we utilize a cloud-based enterprise system powered by Quickbooks. Our accounting firm is Cypher & Cypher. As a 501(c)3, we must operate under a stringent set of rules and accountability.

Our location supports an average of 1,100 transactions per month; in addition our walk-in donations average over \$1,600 per month.

We think that we can do better...

Streamlining

In addition to our coffee sales and donations, we have expanded and established a Gift Card program whereby we can purchase Gift Cards directly and distribute them *directly* as the donations come in. This streamlines the process from giving to helping as well as provides a small royalty back to Fresh Start. The Gift Card program offers cards to hundreds of brands and retailers. This is a far more secure means of distribution than cash or check. In addition, the donations aren't sitting in an account or shuffled between retailers and credit cards.

Physical Drop Points

We plan to offer donation drop points at both Fresh Start Café as well as the Printscape Arena in Southpointe. The arena now boasts foot traffic of nearly 1 Million annually. Both of which offer tremendous potential.

Working Together

Utilizing these new services, we plan to expand our reach by partnering with other local outreach organizations such as the Salvation Army, Santa Fund and City Mission.

Donation Match

Fresh Start has arranged for a donation match for certain projects of up to \$1,000 which comes from local business and individuals.

Together, we can streamline the process to go from giving to helping. Fresh Start is a proud member of the community and our purpose is helping others.