



Board Meeting

July 29, 2025

PRESENTED BY:

YOLUNDA HARRELL



About Us



Mission

We will expand economic opportunities to grow wealth and ownership in the Charlottesville Black community through financial coaching, entrepreneurial support, economic development and asset building.

Vision

Expanding economic opportunities that redefine wealth for a thriving Black community.



Our Priorities

Financial Capability

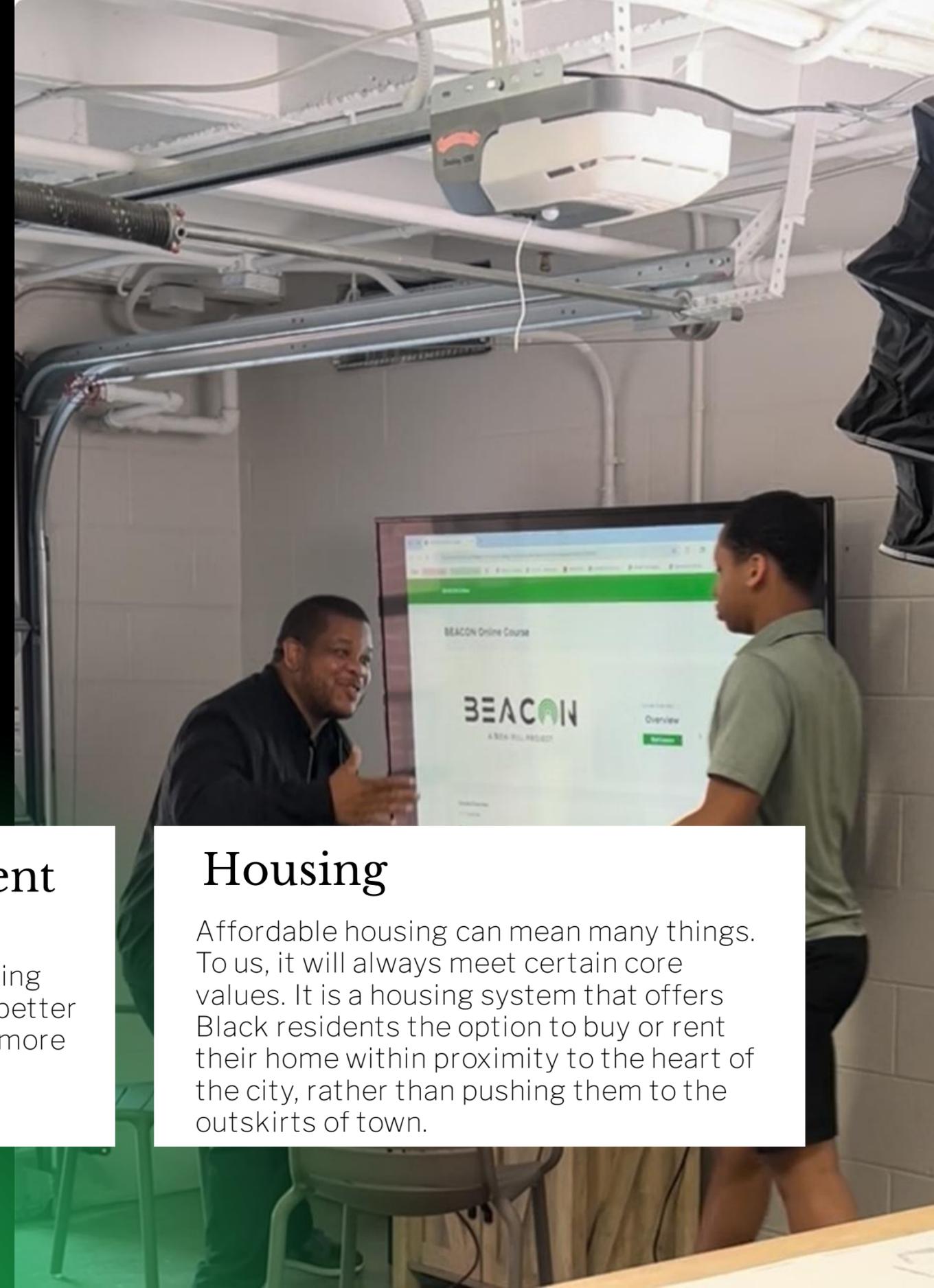
Financial capability is a fundamental part of our plan to create pathways of financial resilience, stability and mobility in Charlottesville's Black community.

Economic Development

The expansion of the Black business community is part of the wealth building continuum which ultimately leads to better jobs, more career opportunities, and more ownership.

Housing

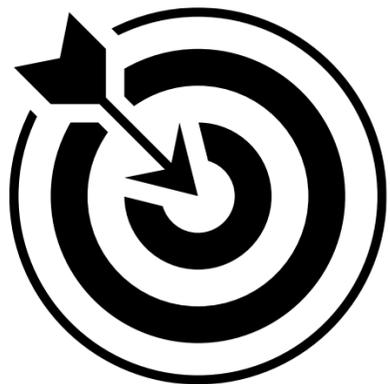
Affordable housing can mean many things. To us, it will always meet certain core values. It is a housing system that offers Black residents the option to buy or rent their home within proximity to the heart of the city, rather than pushing them to the outskirts of town.



**Board Minutes:
Any questions or
suggested changes?**

Meeting Agenda

- Call Meeting to Order
- Approval of Agenda & Meeting Notes
- New Hill at SAFSF Forum
- New Hill the Economic Engine
- Strategic Priorities for Q3 & Q4
- Marketing/Communication Update
- Financial and Operations Update
- Advancement Update
- In person board meeting
- Adjourn Meeting



Motion to Accept Board Minutes and Agenda

Sustainable Agriculture & Food Systems Funders Forum



- Local business gained exposure
- Met with Growing Justice, Food Shed Capital, and Potlikker Capital as potential funders for New Hill
- Started relationship with Black Food Justice for farmers and CPG entrepreneurs

New Hill the Economic Engine



New Hill is building Charlottesville's leading economic engine for food-based business and workforce development—centered on under-resourced and emerging entrepreneurs.

We will get there by:

- Delivering high-impact, culturally responsive services
- Strengthening our internal team and leadership capacity
- Investing in the growth, sustainability, and visibility of the entrepreneurs we serve



Our Core Strategic Priorities

Include:



- **BEACON Made:** Value-added product development and co-packing
- **BEACON Storefront:** Retail and market access
- **Financial Capability Services:** Coaching, credit-building, and capital readiness
- **Entrepreneur Support Services:** CPA support, marketing workshops, business coaching
- **Scholarship Fund:** Removing financial barriers to entry
- **Food Service Management Cohort:** Critical food business training and job placement



Who we are! & What we need to do to level up!

ORGANIZATIONAL IDENTITY

Our Brand Attributes:

CORE ATTRIBUTES:
ARE FRONT-FACING AND SHOULD BE THE FIRST POINT OF CONTACT PEOPLE ENCOUNTER WITH YOU. HOWEVER, THEY ONLY EXIST BECAUSE OF YOUR PILLAR ATTRIBUTES.

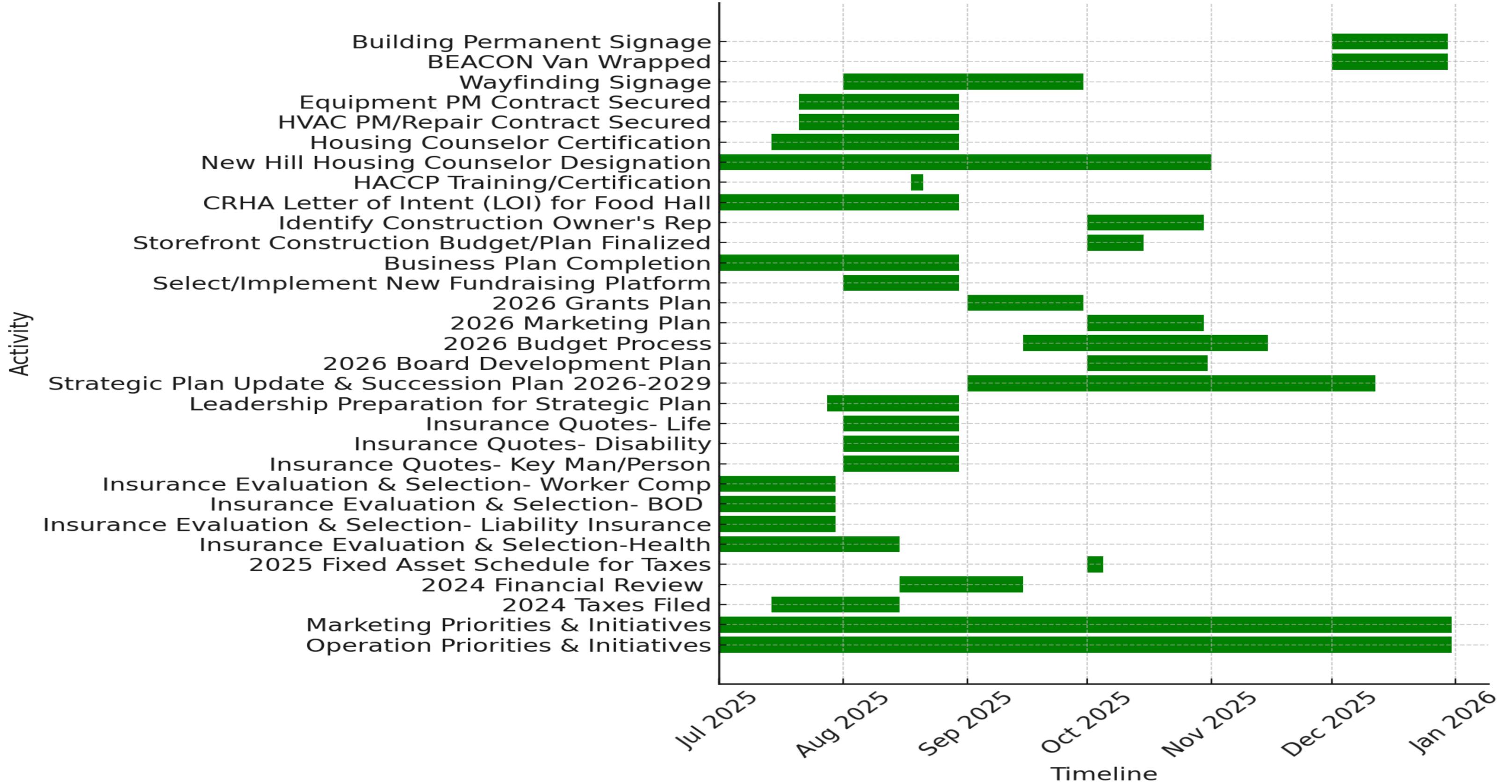
PILLAR ATTRIBUTES:
ARE YOUR SUPPORTIVE ATTRIBUTES; THEY'RE YOUR "WHY," FOUNDATION AND SECOND LINE OF DEFENSE TO ENSURE YOUR IDENTITY IS CONSISTENT AND REMAINS SOLID!

<p>CUSTOMER:</p> <p>The ideal client we seek to work with.</p> <p>Motivated Underserved Financially Challenged Black/African-American Entrepreneur</p>	<p>CULTURE:</p> <p>How our community describes us.</p> <p>Economic Engine Innovator Honest Partner Leader of Positive Change Equity Builder</p>	<p>VOICE:</p> <p>How we sound to others.</p> <p>In-touch Confident/Knowledgeable Advocate Inspirational Familial</p>
<p>FEELING:</p> <p>How clients feel after interacting with us.</p> <p>Empowered Motivated Good/Relaxed Valued Optimistic</p>	<p>VALUE:</p> <p>What clients say that we offer as valuable/impactful.</p> <p>Tools for Growth Upward Mobility Useable Information Effective Redemption</p>	<p>HUMBLE BRAG:</p> <p>What makes us different!</p> <p>Unapologetic Build for Future Version Black-Led Challenge the notion of making poverty comfortable Mission Integrity with Love</p>

2022-2025 New Hill Development Corporation Strategic Plan



New Hill 2025 Q3 & Q4 Priorities



Financial Update



Yolunda Harrell



Marketing

PRESENTED BY:

MALAIKA KARRIEM



In the News



29 The Charlottesville 29
July 18 at 4:25 PM · 🌐

In today's 24-7 world of social media, hidden gems are largely a thing of the past. But behind this nondescript door without a sign awaits some amazing food still undiscovered. That won't last as soon as folks taste the dosas and other South Indian delicacies that Fathima Raheema Mohamed Jawfer and her husband Minhaj Aktha are preparing.
Introducing Mint Kitchen

Link in comments for details.

Their dosas are available today July 18 out of the communal kitchen at BEACON Kitchen at 201 Carlton Road, next to Found Market. Also available this weekend.

Order at 434 229 6121.

<https://www.facebook.com/share/15vzZpffgi/?mibextid=wwXlfr>

***Mint Kitchen**



ALERT FEATURED TOP STORY

BUSINESS

BEACON Kitchen serves up economic opportunities with a side of racial healing

A new community kitchen in Charlottesville is offering entrepreneurs a state-of-the-art space to launch their careers and a level playing field for people of all walks.

Emily Hemphill Apr 14, 2025 0

The Daily Progress

Virginia slugger Harrison Didawick is starting to find his groove
Daily Progress once again sweeps state press competition

Tuesday, April 15, 2025 WHERE YOUR STORY LIVES dailyprogress.com \$3.00

ELECTION 2025 'Totally on the record'

Abigail Spanberger vows to ban sales of assault-style firearms if elected governor
Spanberger, speaking to a rally of red-shirted advocates for stronger state gun-control laws in Alexandria, declared Thursday that "Virginia is on the right path, but we need a governor to sign," as she flourished one hand to mime a signature. Among the legislation she said she would support if elected governor in November are proposals to prevent gun violence that Gov. Glenn Youngkin vetoed again this year.

MICHAEL MARTZ
Richmond Times-Dispatch
Two days after the fatal shooting where she stands on state legislative district, Democratic gubernatorial nominee Abigail Spanberger left no doubt about where she stands on state legislative district, Democratic gubernatorial nominee Abigail Spanberger left no doubt about where she stands on state legislative district, Democratic gubernatorial nominee Abigail Spanberger left no doubt about where she stands on state legislative district.

BUSINESS BEACON OF LIGHT



EMILY HEMPHILL, CEO of New Hill Development Corporation, poses for a photo in BEACON Kitchen, a shared-use commercial kitchen in Charlottesville. Photo by Cal Cary, The Daily Progress.

UVA Big Pharma on campus

UVA names AstraZeneca executive first ever chief of future biotech institute

EMILY HEMPHILL
The Daily Progress
The University of Virginia has tapped an executive at AstraZeneca, one of the world's largest pharmaceutical companies, to head its future Manning Institute of Biotechnology.

The \$550 million, 350,000-square-foot facility is now under construction at the Fontaine Research Park just west of Charlottesville and is expected to be occupied by late 2026.

Mark Esser, vice president of microbial sciences at AstraZeneca, brings more than 20 years of experience developing medical treatments to his new role as the Manning Institute's inaugural chief scientific officer.

"He brings both great scientific expertise and decades of experience in developing new treatments and medical breakthroughs," UVA President Jim Ryan said of Esser in a statement. "He is a bridge-builder who knows how to work collaboratively, how to work



Esser

the tough is

Flavor Catering Has a Fresh Look







ENTREES
ONE SIDE INCLUDED

COCKTAIL MEATBALLS \$15
GROUND BEEF, PANKO, HERBS,
BONE DOCTORS' BRAZEN HEAT BBQ SAUCE

MOJO CHICKEN \$13
PULED CHICKEN, GARLIC, ORANGE, LIME,
CILANTRO, OLIVE OIL

LEMON & HERB GRILLED CHICKEN \$14
GRILLED BONELESS SKINLESS BREAST
LEMON, HERB

SIDES \$5

GARLIC BUTTER VEGETABLE MEDLEY
WITH CARROTS, CAULIFLOWER, BROCCOLI,
SQUASH, BELL PEPPER

WHITE WINE & BACON ROASTED BRUSSELS
WITH WHITE WINE, APPLEWOOD BACON, BUTTER

BAKED MACARONI & CHEESE
SHARP CHEDDAR, MACARONI, BECHAMEL,
SHAVED PARMESAN

FRESH FRUIT
STRAWBERRY, PINEAPPLE, MELON, GRAPES

MASHED POTATOES
WITH GARLIC, HERBS, BUTTER

RICE PILAF
WITH ONIONS, CARROTS, BUTTER, HERBS

DESSERT \$5

MILLION DOLLAR COOKIE
WHITE CHOCOLATE MACADAMIA NUT, CHOCOLATE CHIP, OR RED VELVET



Login to the Hub

- Meeting documents
- Event recaps (UVA Pop Up)
- SchoolBitez new landing page
- New Hill in the News
- BBI Video (featuring Boys and Girls Club & the Curriculum)

Resources

Access strategic plans, meeting agendas, minutes, financial reports, and key updates that shape our work this year. These documents are here to keep you informed, aligned, and empowered to make meaningful contributions to New Hill's mission. Whether you're preparing for an upcoming meeting or looking to stay up-to-date on our progress, everything you need is just a click away."

[Download Board Meeting Presentation 3.25.25](#) ↓

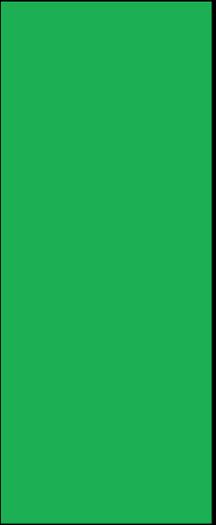
[Montrose March 5 Drawings](#) ↓

[MTG NOTES NHDC Exe. Comm. Mtg 2-27-25](#) ↓

[NHDC Jan-Feb 2025 Statement of Activity](#) ↓

[NHDC Jan-Feb 2025 Statement of Financial Position \(2\)](#) ↓

Board Recruitment Process 2026



Recruitment Goals & Outcomes

Develop an improved board governance structure

- Board Composition & Recruitment Matrix
- Board Members Roles & Responsibilities Template
- Board Orientation Checklist & Template
- Board Performance Matrix
- Board Best Practices

*To be adopted by November for implementation in 2026



Q2 Operations Report



PRESENTED BY:
David Givens





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quickbooks®

NH NEW HILL
DEVELOPMENT
CORPORATION

Q1

- revamp of accounting codes
- creation of 5 classification
 - BEACON
 - BBI
 - Admin
 - Advancement
 - Fin Cap

money coming in
Quickbooks



Commercial Revenue

- ↓ 4100 BEACON Kitchen
 - 4110 Direct Pay (check)
 - 4115 Transfer BBI Rent
 - 4120 Property Management System (PMS)

-
- ↓ 4200 Catering
 - 4210 Early Learning
 - 4220 Schoolbitez
 - 4230 Flavo

Grants & Contributions

- ↓ 4300 Direct Public Support
 - 4310 Corporate Contributions
 - ↓ 4320 Indiv, Business Contributions
 - 4325 Board Donations

-
- ↓ 4400 Government
 - 4410 City/State Agencies
 - 4420 Federal Departments

-
- ↓ 4500 Indirect Public Support
 - 4510 Private Foundations
 - 4520 Community Organizations
 - 4530 National Organization

money going out

Quickbooks



- ↓ 5200 Catering Cost
 - 5210 Food Cost
 - 5220 Service Supply Cost
-

- ↓ 6100 Personnel
 - ↓ 6110 Compensation
 - 6111 Salary
 - 6112 Hourly
 - 6120 Payroll Taxes
 - 6130 Benefits
 - ↓ 6190 Contractors
 - 6191 Financial Coach
 - 6192 Grant Writing
 - 6193 Student Stipend
 - 6194 Comms Director
 - 6195 Lecturer
 - 6196 Curriculum
 - 6197 General Contracting

- ↓ 6200 Operations
 - 6210 Supplies
 - 6215 Dishwasher Chemicals
 - 6220 Equipment & Wares
 - 6230 Training & Development
 - 6240 Office & Postage
 - 6440 Internal Engagement
-

- 6250 Printing & Copying
 - 6260 Vehicle Cost
 - 6270 Meals & Travel
 - 6280 Membership & Dues
-

- ↓ 6300 Marketing
 - 6310 Digital Marketing
 - 6320 Traditional Ad Fees
 - 6330 Creative Services
 - 6340 Marketing Materials
 - 6390 Charitable Contributions

- ↓ 6400 Engagement
 - 6410 Donor
 - 6430 External Engagement
 - 6440 Internal Engagement
-

- ↓ 6600 Technology
 - 6610 Software Subscription
 - 6620 Non-Recurring Changes
 - 6630 Telephone, Telecommunications
 - 6640 Website
-

- ↓ 6700 Finance & Legal
 - 6710 Accounting Services
 - 6720 Legal & Professional Services
 - 6730 Liability Insurance
 - 6740 Merchant Fees
 - 6770 Licenses, Taxes and Fees
 - 6780 Bank Fees and Penalties
-

Quickbooks



Statement of Activity by Month

NHDC & BEACON
January 1-July 23, 2025

Account	January 2025	February 2025	March 2025	April 2025	May 2025	June 2025	Jul 1 - Jul 23 2025	Total
Income								
4100 BEACON Kitchen								
4120 Property Managem...	1,515.00	900.00	1,074.99	295.00	3,920.00	3,170.00	-	10,874.99
Total for 4100 BEACON ...	1,515.00	900.00	1,074.99	295.00	3,920.00	3,170.00	-	\$10,874.99
4200 CATERING								
4210 Early Learning	6,836.30	6,489.90	9,313.50	10,038.30	9,467.10	56,914.60	-	99,059.70
4220 SchoolBitez	10,372.03	7,554.54	6,453.41	7,660.19	4,745.76	-694.10	-	36,091.83
4230 Flavor	3,702.50	2,444.40	294.00	187.00	11,809.80	-	-	18,437.70
4290 Catering Discounts	-	-	-	-	-	-5,793.75	-	-5,793.75
Total for 4200 CATERING	20,910.83	16,488.84	16,060.91	17,885.49	26,022.66	50,426.75	-	\$147,795.48
4300 Direct Public Support								
4310 Corporate Contribu...	-	-	-	-	-	1,000.00	-	1,000.00
4320 Individ, Business Co...	10,028.42	45.00	45.00	343.42	3,124.48	2,856.70	-	16,443.02
Total for 4300 Direct Publ...	10,028.42	45.00	45.00	343.42	3,124.48	3,856.70	-	\$17,443.02
4400 Government								
4410 City/State Agencies	-	-	-	50,000.00	80,000.00	-	-	130,000.00
Total for 4400 Government	-	-	-	50,000.00	80,000.00	-	-	\$130,000.00
4500 Indirect Public Sup...								
4510 Private Foundations	550,000.00	-	-	-	-	30,000.00	-	580,000.00
4530 National Organizati...	-	5,000.00	-	-	45,000.00	-	-	50,000.00
Total for 4500 Indirect Pu...	550,000.00	5,000.00	-	-	45,000.00	30,000.00	-	\$630,000.00

Quickbooks



Codes are given a classification

- **BEACON**
- **BBI**
- **Admin**
- **Advancement**
- **Fin Cap**

Quickbooks



Account	Administration	Advancement	BBI	BEACON	Financial Capability	Not specified	Total
<ul style="list-style-type: none"> ▼ 4500 Indirect Public Sup... 4510 Private Foundations 280,000.00 - 150,000.00 150,000.00 - - 580,000.00 4530 National Organizati... 5,000.00 - - - - 50,000.00 Total for 4500 Indirect Pu... 285,000.00 - 150,000.00 150,000.00 - 45,000.00 \$630,000.00 							
<ul style="list-style-type: none"> ▼ 4700 Program Income 4790 Program Service Fees - - 740.49 - - 740.49 Total for 4700 Program In... - - 740.49 - - \$740.49 							
<ul style="list-style-type: none"> ▼ 4800 Miscellaneous reve... 4810 Miscellaneous Cont... 600.00 - - - - 600.00 Total for 4800 Miscellane... 600.00 - - - - \$600.00 							
Total for Income	383,043.02	-	304,298.71	211,713.19	-	38,399.06	\$937,453.98
▼ Cost of Goods Sold							
<ul style="list-style-type: none"> ▼ 5200 CATERING COSTS 5210 Food Costs - - 78,008.09 - - 78,008.09 5220 Service Supply Cost - - 9,330.02 - - 9,330.02 5240 Sub-Contracting - - 90.00 - - 90.00 Total for 5200 CATERING... - - 87,428.11 - - \$87,428.11 							
Total for Cost of Goods Sold	-	-	87,428.11	-	-	-	\$87,428.11
Gross Profit	383,043.02	-	216,870.60	211,713.19	-	38,399.06	\$850,025.87
▼ Expenses							
<ul style="list-style-type: none"> ▼ 6100 PERSONNEL <ul style="list-style-type: none"> ▼ 6110 Compensation 6111 Salary 119,207.34 - 44,261.50 - - 163,468.84 6112 Hourly - - 31,329.35 9,776.13 - 41,105.48 6115 Overtime - - 400.49 31.50 - 431.99 Total for 6110 Compe... 119,207.34 - 75,991.34 9,807.63 - - \$205,006.31 							



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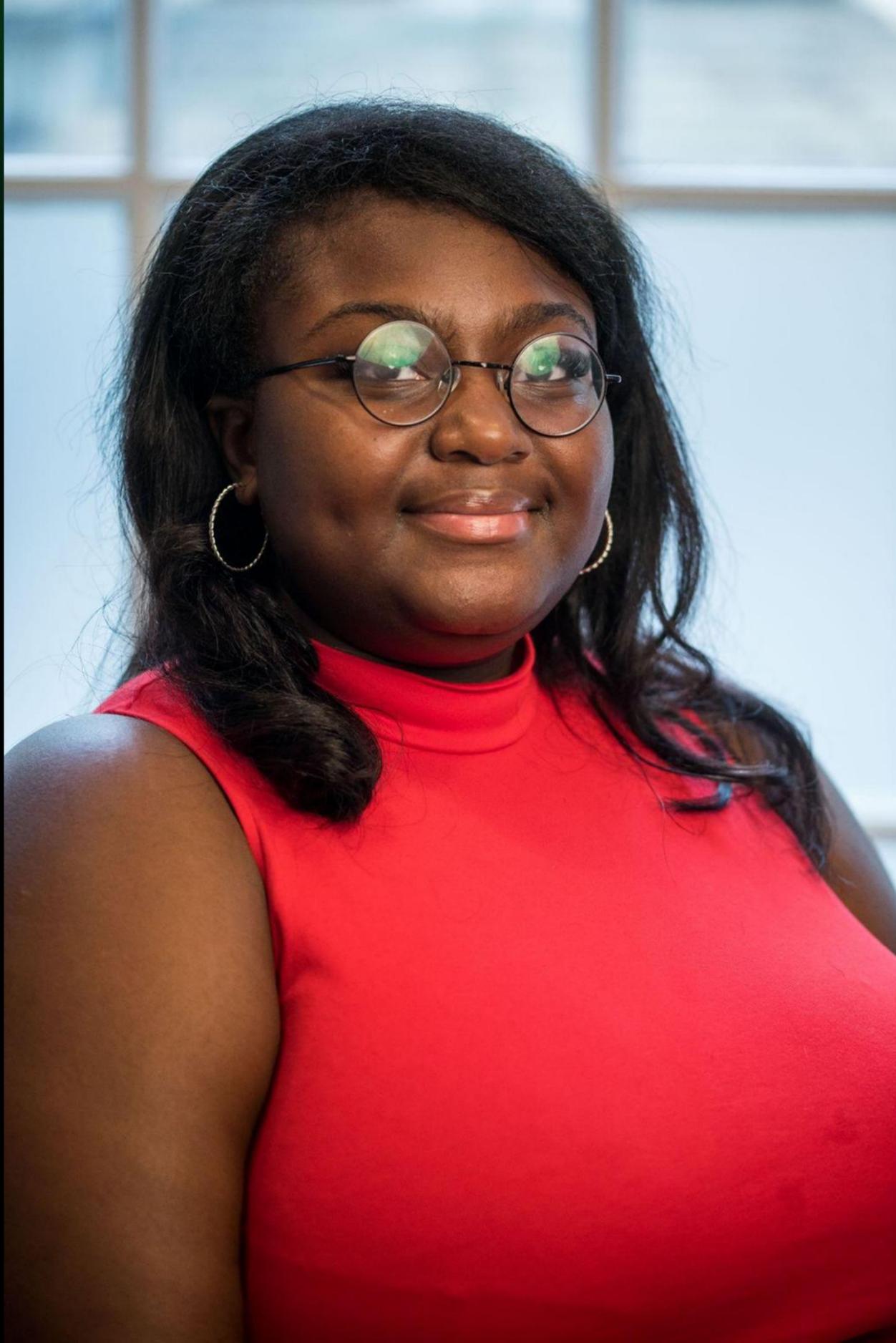
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1	3#333	FOOD INVENTORY													
2		Friday, July 18, 2025													
3		Observed By													
4		Priscilla Akpalu													
5		Bottom Shelf	\$130.73	Vendor	Product #	shelf unit	shelf unit cost	last month	quantity	break	bulk unit	bulk unit cost	notes	total	
6	1	Fortune Cookie	Green Dragon	Sysco	7113268	Case	\$ 52.45	0.8	0.8	1	Case	\$52.45	400/1 CT	\$41.96	
7	2	Soy Sauce Packet	Kikkoman	Sysco	4960829	Case	\$ 15.88	0.5	0.5	1	Case	\$15.88	200/.3 OZ	\$7.94	
8	3	Sweet & Sour Sauce Packet	Minh	Sysco	4960829	Case	\$ 20.49	0.7	0.7	1	Case	\$20.49	250/.5 OZ	\$14.34	
9	4	Ketchup Packet	Heinz	US Foods	6002398	Case	\$ 46.02	0.4	0.4	1	Case	\$46.02	1000/9 GR	\$18.41	
10	5	Mustard Packet	Heinz	US Foods	5329289	Case	\$ 28.16	0.3	0.3	1	Case	\$28.16	500/5.5 GR	\$8.45	
11		Mayo Packet	Hellmann's	Sysco	2673867	Case	\$ 40.75	0.2	0.2	1	Case	\$40.75	210-pack, 3/8oz	\$8.15	
12	6	Tarter Sauce Packet	Heinz	Sysco	4460705	Case	\$ 50.75	0.6	0.6	1	Case	\$50.75	500/12 GR	\$30.45	
13	7	White Sugar	Domino	Sam's Club	537672	qt	\$ 8.64	0.2	0.1	1	bag	\$8.64	10lb	\$0.86	
14	8	Flour	Gold Medal	Sam's Club	809852	qt	\$ 0.56	0.3	0.3	12	bag	\$6.72	12lb	\$0.17	
15	9	Jasmine Rice	Jade Mountain	Sysco	818047	25 LB Bag	\$ 27.89	1.3	0	1	Case	\$27.89	20 LB	\$0.00	
16	10	Yellow Cart	\$69.90	Vendor	Product #	shelf unit	shelf unit cost			break	bulk unit	bulk unit cost	notes	total	
17	11	Baking Soda	Arm & Hammer	n/a	n/a	1lb Box	\$ -	0.8	0.7	5	Case	\$0.00	1lb Box	\$0.00	
18	12	Vanilla Extract	McCormick	Kroger	5210007103	2oz Jar	\$ 6.79	0.7	0.7	1	jar	\$6.79	2 oz	\$4.75	



	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q
1			3-Jan	17-Jan	31-Jan	14-Feb	28-Feb	14-Mar	28-Mar	11-Apr	25-Apr	9-May	23-May	6-Jun	20-Jun	4-Jul	18-Jul
2	Bottom Shelf		\$1,217.91	\$1,230.99	\$1,208.99	\$1,668.05	\$1,421.42	\$1,389.40	\$1,298.74	\$1,536.02	\$969.10	\$156.55	\$180.72	\$171.80	\$148.05	\$167.85	\$130.73
3	Yellow Cart		\$136.47	\$134.72	\$123.62	\$190.27	\$129.92	\$120.23	\$117.85	\$111.10	\$115.32	\$42.10	\$83.89	\$69.97	\$44.69	\$40.43	\$69.90
4	Spices		\$0.00	\$0.00	\$0.00	\$233.88	\$207.60	\$181.67	\$124.28	\$184.02	\$106.99	\$59.98	\$106.89	\$110.27	\$110.99	\$104.92	\$101.62
5	Kitchen Fridge		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$134.10	\$203.36	\$89.42	\$229.00	\$97.62	\$98.98
6	Kitchen Freezer		\$123.09	\$187.77	\$171.80	\$0.00	\$0.00	\$259.46	\$70.73	\$140.17	\$157.86	\$254.29	\$337.64	\$249.02	\$257.15	\$299.09	\$288.24
7	Juice		\$868.37	\$632.70	\$707.23	\$604.59	\$570.74	\$744.47	\$511.81	\$647.41	\$563.06	\$77.00	\$73.50	\$63.00	\$63.00	\$63.00	\$49.00
8	Dry Storage											\$880.06	\$959.60	\$1,624.47	\$4,746.69	\$4,071.13	\$1,385.47
9	Walk-In Cooler											\$0.00	\$24.55	\$51.68	\$528.74	\$101.03	\$393.33
10	Walk-In Freezer		\$143.50	\$185.50	\$175.00	\$150.50	\$140.00	\$126.00	\$122.50	\$147.00	\$112.00	\$397.36	\$362.20	\$550.56	\$2,767.00	\$2,213.19	\$1,212.62
11	Total		\$2,489.34	\$2,371.68	\$2,386.64	\$2,847.29	\$2,469.68	\$2,821.24	\$2,245.92	\$2,765.72	\$2,024.32	\$2,001.43	\$2,332.34	\$2,980.18	\$8,895.32	\$7,158.26	\$3,729.89
12				\$0.23	\$0.33	52.59%	22.50%	43.19%	44.51%	41.19%	52.36%	23.16%	30.21%	52.14%	35.07%	40.25%	33.37%
13	Service Supplies		3-Jan	17-Jan	31-Jan	14-Feb	28-Feb	14-Mar	28-Mar	11-Apr	25-Apr	9-May	23-May	6-Jun	20-Jun	4-Jul	18-Jul
14	Kitchen Wall 1 - TOGO		\$93.24	\$42.35	\$32.44	\$56.38	\$1,845.20	\$1,496.96	\$1,629.10	\$1,523.15	\$1,462.89	\$1,462.89	\$766.44	\$766.44	\$734.73	\$787.82	\$779.78
15	Kitchen - Under Table						\$81.51	\$65.37	\$67.59	\$79.00	\$84.82	\$84.82	\$27.74	\$30.59	\$143.56	\$125.95	\$21.82
16	Kitchen Wall 2 - Catering						\$19.34	\$29.01	\$29.01	\$29.01	\$29.01	\$29.01	\$23.21	\$12.89	\$0.00	\$9.67	\$8.06
17	Kitchen Wall 3 - Paper						\$100.03	\$120.03	\$120.03	\$80.02	\$60.02	\$60.02	\$94.11	\$94.11	\$72.63	\$72.63	\$79.42
18	Dry Storage		\$1,371.06	\$1,687.16	\$1,349.28	\$1,138.33	\$59.42	\$138.60	\$115.34	\$102.36	\$83.68	\$83.68	\$42.94	\$46.94	\$36.24	\$0.00	\$72.48
19	Total		\$1,464.30	\$1,729.50	\$1,381.71	\$1,194.71	\$2,105.50	\$1,849.97	\$1,961.07	\$1,813.54	\$1,720.42	\$1,720.42	\$954.45	\$950.98	\$987.16	\$996.06	\$961.56
20				1.71%	6.88%	5.49%	-1.95%	10.86%	6.47%	4.80%	7.65%	2.45%	10.30%	3.41%	4.61%	0.01%	2.80%
21			3-Jan	17-Jan	31-Jan	14-Feb	28-Feb	14-Mar	28-Mar	11-Apr	25-Apr	9-May	23-May	6-Jun	20-Jun	4-Jul	18-Jul
22	Name	Codes	Totals	Totals	Totals	Totals	Totals	Totals	Totals	Totals	Totals	Totals	Totals	Totals	Totals	Totals	Totals
23	BBI	Accounting Line															
24	Barrett	4211	\$1,127.00	\$1,506.50	\$1,702.00	\$1,529.50	\$1,311.00	\$1,897.50	\$1,897.50	\$1,897.50	\$1,897.50	\$1,874.50	\$1,938.75	\$1,539.25	\$1,535.00	\$1,287.00	\$1,608.75
25	CDI	4212	\$0.00	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
26	B&G	4213	\$0.00	\$1,370.85	\$1,815.45	\$2,593.50	\$1,556.10	\$1,556.10	\$2,334.15	\$2,334.15	\$2,334.15	\$2,334.15	\$2,334.15	\$4,973.40	\$31,881.60	\$17,384.00	\$34,597.44
27	ELC	4210	\$1,127.00	\$2,877.35	\$3,517.45	\$4,123.00	\$2,867.10	\$3,453.60	\$4,231.65	\$4,231.65	\$4,231.65	\$4,208.65	\$4,272.90	\$6,512.65	\$33,416.60	\$18,671.00	\$36,206.19
28	Schoolbitez	4220	\$0.00	\$3,585.25	\$4,590.50	\$3,234.75	\$3,451.25	\$4,324.25	\$3,871.00	\$2,273.00	\$4,009.75	\$3,784.50	\$3,593.25	\$2,137.50	\$0.00	\$0.00	\$0.00
29	Flavor	4230	\$0.00	\$-	\$-	\$-	\$7,464.36	\$294.00	\$-	\$-	\$1,045.26	\$6,258.00	\$1,698.64	\$3,189.34	\$0.00	\$2,388.00	\$4,300.15
30	Total Catering	4200	\$1,127.00	\$6,462.60	\$8,107.95	\$7,357.75	\$13,782.71	\$8,071.85	\$8,102.65	\$6,504.65	\$9,286.66	\$14,251.15	\$9,564.79	\$11,839.49	\$33,416.60	\$21,059.00	\$41,192.35
31	Direct Public Support*	4300	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
32	Government*	4400	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
33	Indirect Public Support*	4500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
34	Total Grants	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
35	Grants Dispersal	-	\$7,692.31	\$7,692.31	\$7,692.31	\$7,692.31	\$7,692.31	\$7,692.31	\$7,692.31	\$7,692.31	\$7,692.31	\$7,692.31	\$7,692.31	\$7,692.31	\$7,692.31	\$7,692.31	\$7,692.31
36	Total BBI Revenue	-	\$8,819.31	\$14,154.91	\$15,800.26	\$15,050.06	\$21,475.02	\$15,764.16	\$15,794.96	\$14,196.96	\$16,978.97	\$21,943.46	\$17,257.10	\$19,531.80	\$41,108.91	\$28,751.31	\$48,884.66

	A	B	C	D	E	F	G	H	I	J	K	L	M
1		7-Jul	8-Jul	9-Jul	10-Jul	11-Jul							7-Jul
2	Customer Name	Monday	Tuesday	Wednesday	Thursday	Friday	Total Meals	Meal Rate	Total Revenue Week 1	barrett Early Learning Center			Monday
3	Barrett	39	39	39	39	39	195	\$ 4.25	\$ 828.75				PBD 0
4	CDI	0	0	0	0	0	0	\$ 4.25	\$ -				CDS 0
5	Schoolbites	0	0	0	0	0	0	\$ 1.00	\$ -				MTN 0
6	Boys & Girls Club	530	530	530	530	530	2650	\$ 6.56	\$ 17,384.00	SchoolBitez A NEW HILL PROJECT			Schoolbitez 0
7	Flavor						\$0.00	\$ 1.00	\$ -				
8	Total	39	39	0	39	39	195	\$ 4.25	\$ 18,212.75				
9		14-Jul	15-Jul	16-Jul	17-Jul	18-Jul							
10	Customer Name	Monday	Tuesday	Wednesday	Thursday	Friday	Total Meals	Meal Rate	Total Revenue Week 2				14-Jul
11	Barrett	39	39	39	39	39	195	\$ 4.00	\$ 780.00				Monday
12	CDI	0	0	0	0	0	0	\$ 4.25	\$ -				PBD 0
13	Schoolbites	0	0	0	0	0	0	\$ 1.00	\$ -				CDS 0
14	Boys & Girls Club	530	504	530	530	530	2624	\$ 6.56	\$ 17,213.44	BOYS & GIRLS CLUBS OF CENTRAL VIRGINIA			MTN 0
15	Flavor	\$945.46	\$1,022.01	\$946.25	\$1,058.32	\$1,014.12	\$4,986.16	\$ 1.00	\$ 4,986.16				Schoolbitez 0
16		39	39	39	39	39	195	\$ 4.13	\$ 22,979.60				
17		food	service supplies										
18	starting inventory	\$7,158.26	\$996.06										2 Week Total
19	ending inventory	\$3,729.89	\$961.56										\$ 41,192.35
20	variance	\$3,428.37	\$34.50										
21	cost	\$10,315.48	\$1,118.47										
22	true cost	\$13,743.85	\$1,152.97										
23	Vendor Name	Invoice #	Date	Cost	Codes		Name	Codes	Totals				
24	Sysco	597564997	5-Jul	\$452.34	5210: BBI Food Cos		BBI	Accounting Line					
25	Sam's Club	570	5-Jul	\$288.33	5210: BBI Food Cos		Barrett	4211	\$1,608.75				
26	Sam's Club	2382	5-Jul	\$100.41	5220: BBI Service S		CDI	4212	\$0.00				
27	WebstaurantStore	113257684	5-Jul	\$621.26	5220: BBI Service S		B&G	4213	\$34,597.44				
28	Sam's Club	10316357684	6-Jul	\$234.44	5210: BBI Food Cos		ELC	4210	\$36,206.19				
29	Sam's Club	10316361547	6-Jul	\$781.34	5210: BBI Food Cos		Schoolbitez	4220	\$0.00				
30	US Foods	2879101	7-Jul	\$1,206.18	5210: BBI Food Cos		Flavor	4230	\$4,986.16				
31	Plaza Azteca	6006	7-Jul	\$63.00	6270: Admin Meals		Total Catering	4200	\$41,192.35				
32	All The Plans, LLC	2025-0002	8-Jul	\$405.00			Direct Public Support*	4300	-				
33	Sam's Club	89649	8-Jul	\$677.59	5210: BBI Food Cos		Government*	4400	-				
34	Sysco	597567551	8-Jul	\$447.74	5210: BBI Food Cos		Indirect Public Support*	4500	-				
35	WebstaurantStore	113408594	9-Jul	\$81.14	6210: BBI Supplies		Total Grants	-	-				
36	Sysco	597570400	10-Jul	\$294.58	5210: BBI Food Cos		Grants Dispersal	-	\$7,692.31				
37	Jiffylube	418124	10-Jul	\$84.59	6260: BBI Vehicle C		Total BBI Revenue	-	\$48,884.66				
38	Shenandoah Joe Coffee	TFkf	10-Jul	\$15.23	6270: Admin Meals		Food Cost	5210	\$13,743.85				

populated from roll up temporary code numbers codes to come in the future ignore leave blank need formula from GL populated from the labor tab populated from the labor tab for n checks collected directly - terms st to be pulled from food corridor to be added as a constant like the c added in and then hidden



PROGRAM
COORDINATOR



kr/
**PROGRAM
MANAGER**

BEACON

A NEW HILL PROJECT

Working with the Community

- Starr Hill Pathways Visit
- Part of Highland's education initiative
- "From Roots to the Kitchen"





- UVA Hospital
Pop-UP
- Part of Compass'
Foodworks initiative
- Part of their effort to
“Support Local Business”

COMMUNITY ATTENTION YOUTH INTERNSHIP PROGRAM SUMMER 2025

 JUNE 23RD -- AUGUST 3RD, 2025

HIGHLIGHTS



Designed to offer youth the opportunity to explore different careers while developing workplace readiness skills and identifying strengths.



An 8-week summer internship program for youth in the Charlottesville area. We offer an orientation focused on developing soft skills. Each intern will receive a CAYIP Counselor, like a job coach, and complete a résumé by the end of the session.



Interns will receive a performance based stipend of \$15/hr working 20 hours each week with the potential to earn \$1,800 in the summer session.

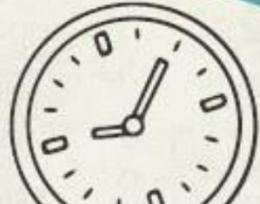
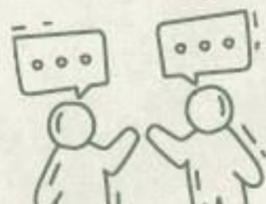


This is an opportunity for 14-21 year olds.

Participants must complete an online application and interview.

APPLICATIONS OPEN APRIL 1ST!

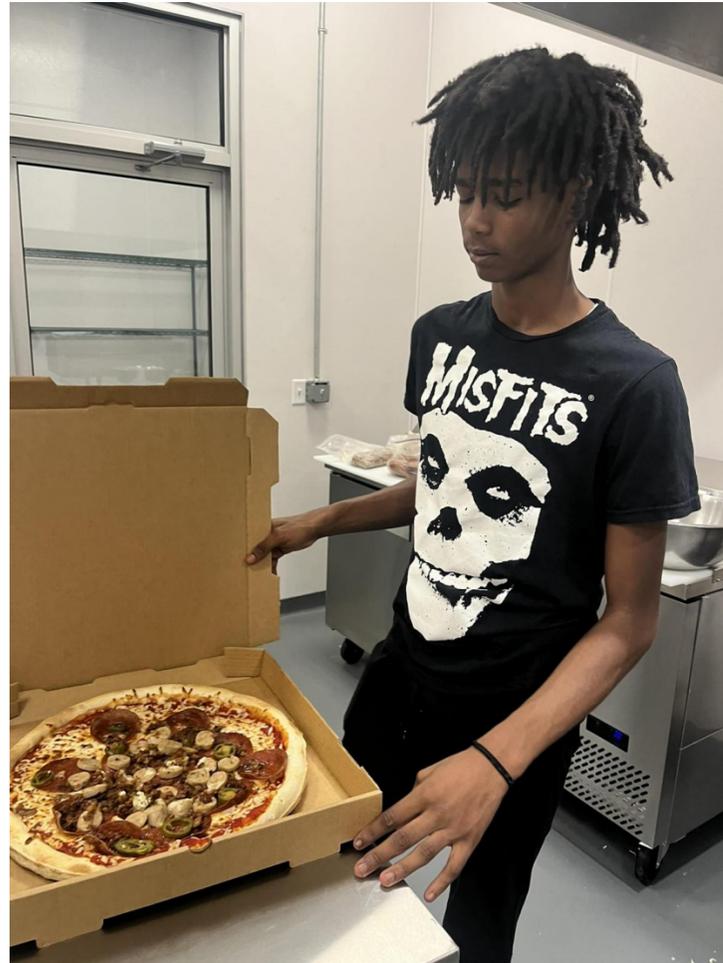
For further details, visit our website at www.charlottesville.gov/256 or contact the CAYIP Coordinator at raglandls@charlottesville.gov



The Community Attention
Youth Internship Program



Tyshaad



Jaycion



Diego



Markeya





Certificate of Achievement

This certificate is awarded to
DIEGO LOYA



Congratulations! You have completed
ServSafe® Food Handler
Employee Food Safety Course and Exam

National Restaurant Association
233 S. Wacker Drive, Suite 3600
Chicago, IL 60606-6383
800.765.2122 in Chicago area 312.715.1010
Restaurant.org | ServSafe.com

Certificate Number 7959789 Date 7/2/2025
Expiration Date 7/2/2028



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MEMBERSHIP

Full-Time

Apr - 0
May - 1
Jun - 1
July - 1
Aug - 2 (projection)

Part-Time

Apr - 0
May - 0
Jun - 0
July - 2
Aug - 2 (projection)

Hobbyist

Apr - 0
May - 0
Jun - 0
July - 1
Aug - 1 (projection)

Hourly

Apr - 3
May - 4
Jun - 4
July - 6
Aug - 7 (projection)



8 08 - 0=>34;



FIRST 5 MEMBERS



8 08 - 0=>34;



Budget
Mar 24
\$8.9K

Budget
Apr 24
\$11.2K

Budget
May 24
\$11.6K

Budget
Jun 24
\$14.2K

Budget
July 24
\$17.9K

Actual
Mar 25
\$4.5K

Actual
Apr 25
\$4.3K

Actual
May 25
\$8K

Actual
Jun 25
\$7.4K

Actual
July 25
\$8.7K



8 08 - 0=>34;



Q1 & Q2

Budget

\$53.9K

Actual

\$33.2K





CATERING



ELC

 **SchoolBitez**
A NEW HILL PROJECT

BEACON
FLAVOR
CATERING



07.



Q1
Budget
\$22.5K
Actual
\$21K

Q2
Budget
\$54.1K
Actual
\$75.5K

- H

1 -



07.



Q1 & Q2

Budget

\$76.6K

Actual

\$96.6K

¹
- H -





07.



Last Year Staffing

Chef - 1
Cook - 2
Dish - 1

David
Priscilla (intern)

Service By:
Order Up (\$23K)

This Year Staffing

Chef - 1
Cook - 2
Dish - 1

David
Priscilla
Caroline (intern)

Service By:
BEACON (no additional hours)



17, A: = _____



Q1
Budget
\$5K
Actual
\$7.8

Q2
Budget
\$8K
Actual
\$14.5K



17, A: = _____



Q1 & Q2

Budget

\$13K

Actual

\$22.3K



SCHOOLBITEZ



Jan 24	Feb 24	Mar 24	Apr 24	May 24	Aug 24	Sep 24	Oct 24	Nov 24	Dec 24
\$8.3K	\$9.1K	\$9.6K	\$7.3K	\$10.2K	\$2k	\$9.7K	\$10.5K	\$7.3K	\$6.9K

Jan 25	Feb 25	Mar 25	Apr 25	May 25	Aug 25	Sep 25	Oct 25	Nov 25	Dec 25
\$7.6K	\$6.1K	\$8.2K	\$7.1K	\$7.6K	new school year				



SCHOOLBITEZ



Q1

Budget

\$28.3K

Actual

\$23K

Q2

Budget

\$20.2K

Actual

\$15.8K



Y. 3 : : 7-4? 0E



Q1 & Q2

Budget

\$48.5K

Actual

\$38.9K



■ , ?0=49 2



9d

G

Q1

Q2

Budget

Budget

\$55.8K

\$82.2K

Actual

Actual

\$51.9k

\$106K



■ , ?0=49 2



9d

G

Q1 & Q2

Budget

\$138K

Actual

\$158K

¹ - H -



- -47, - : =

9d

G

G

Q1

Budget

\$30.3K

Actual

\$28.2k

Q2

Budget

\$37.7K

Actual

\$35K



- -47, - : = _____



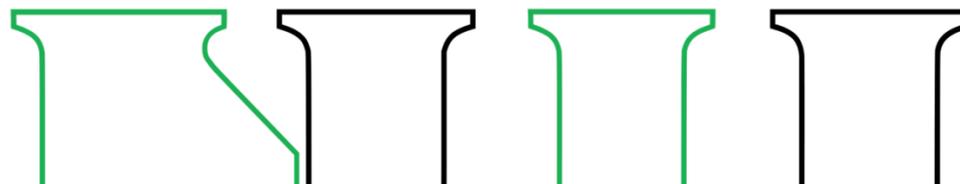
Q1 & Q2

Budget

\$68K

Actual

\$63.2K



- -4 7, - : =



ELC, Schoolbitez, Flavor, FMS
Curriculum

Q1 & Q2

Budget

\$68K

Actual

\$63.2K



- -4 7, - : =

ELC, Schoolbitez, Flavor, FMS
Curriculum



Q1 & Q2

Budget

Salary

\$50K

Hourly

\$18K

Q1 & Q2

Actual

Salary

\$44.2K

Hourly

\$19K



- -4 = J [JSZJ



ELC, Schoolbitez, Flavor, FMS
Curriculum

2023
Actual
\$155K

2024
Actual
\$291.5K

2025
Budget
\$327K





CURRICULUM

At **BEACON**, we understand that in today's fast-paced culinary world, successful food service isn't just about great food; it's about smart management. This course, developed under the **BEACON** banner, is designed to equip you with the fundamental principles and practical skills you need to excel in this exciting industry.



Thinktific Modules

* ZSNYX

Excell

Costing

Labor Management

Production Reports & Checklist

Inventory

Marketing

Performance Management

Hospitality





< Previous Lesson

Complete and Continue >

17% COMPLETE

Module 1.1 - Introduction

▶ Module 1 Overview (1:30)

✓ ☰ Objectives

✓ ☰ Key Vocabulary

✓ ☰ Key Information

✓ ☰ Independent Practice

✓ ☒ Check for Understanding

Module 1.2 - Application + Costing Card

✓ ☰ Objectives

✓ ☰ Key Vocabulary

✓ ☰ Key Information

✓ ☰ Independent Practice

▶ Module 1 Overview



Complete and Continue >



< Previous Lesson

Complete and Continue >

16% COMPLETE



Objectives



Key Vocabulary



Key Information



Independent Practice



Check for Understanding

Module 1.2 - Application + Costing Card



Objectives



Key Vocabulary



Key Information



Independent Practice



Check for Understanding

Key Vocabulary

Workbook: A workbook is the entire Excel file you create. It's like a notebook that can hold multiple sheets of paper (worksheets) filled with your data and calculations.

Row: Rows run horizontally across your worksheet. They are labeled with numbers starting at 1. Each row holds data for a specific category or item.

Column: Columns run vertically down your worksheet. They are labeled with letters starting at A and going all the way to XFD (and beyond in newer Excel versions). Each column holds data for a specific variable or property.

Cell: The intersection of a row and column creates a rectangular box called a cell. This is where you enter your data (text, numbers, dates, etc.) or formulas. Each cell has a unique address based on its column letter and row number (e.g., A1, B3, C12).

Calculate: To calculate means to perform a mathematical operation on your data. Excel can do basic calculations like addition, subtraction, multiplication, and division, or you can use formulas for more complex tasks.

Filename: The filename is the name you give your Excel workbook file. It helps you identify and manage your work. Choose a descriptive filename that reflects the content of your workbook.

[< Previous Lesson](#)[Complete and Continue >](#)

16% COMPLETE



≡ Key vocabulary



≡ Key Information



≡ Independent Practice



≡ Check for Understanding



≡ Resources

Module 3.3 - The Dynamic Nature of Labor Costs



≡ Objectives



≡ Key Vocabulary



≡ Key Information



≡ Independent Practice



≡ Check for Understanding

≡ Key Information

Watch the video below, explaining how to use this costed schedule to understand how to create a coverage schedule.

Creating Healthy & Efficient Staff Schedules

As a manager, crafting effective schedules goes beyond just filling shifts. You have a responsibility to ensure team members are well-rested and engaged, which translates to a productive and successful workplace. Today, we'll tackle the art of scheduling, focusing on:

- **Preventing Shift Work Sleep Disorder (SWSD):** We'll discuss this condition caused by constantly changing sleep patterns and explore strategies to minimize its impact on your staff.
- **The Power of Healthy Schedules:** See real-world examples of healthy vs. unhealthy schedules and discover how well-designed plans can boost employee engagement and performance.
- **Scheduling Do's & Don'ts:** Learn the golden rules for creating fair, efficient, and balanced schedules that take your team's well-being into account.

Beyond the Basics: Understanding Variances



< Previous Lesson

Complete and Continue >

16% COMPLETE

☐ ☰ Independent Practice

🎧 ☒ Check for Understanding

☐ ☰ Resources

Module 4.1 - The Banquet Event Order

☐ 🎥 Module 4 Overview (1:46)

☐ ☰ Objectives

☐ ☰ Key Vocabulary

☐ ☰ Key Information

☐ ☰ Independent Practice

☐ ☒ Check for Understanding

Module 4.2 - Banquet Event Order Agility

Quiz

1 / 3

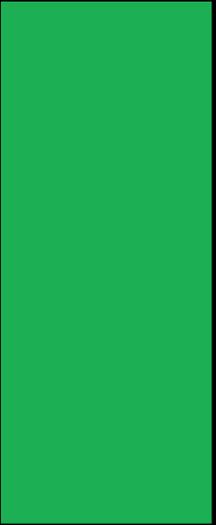
Why are labor costs considered dynamic rather than static?

Labor costs are always the same regardless of revenue.

Labor costs fluctuate based on the number of employees you have.

Labor needs change depending on the level of customer traffic and revenue.

Complete and Continue >

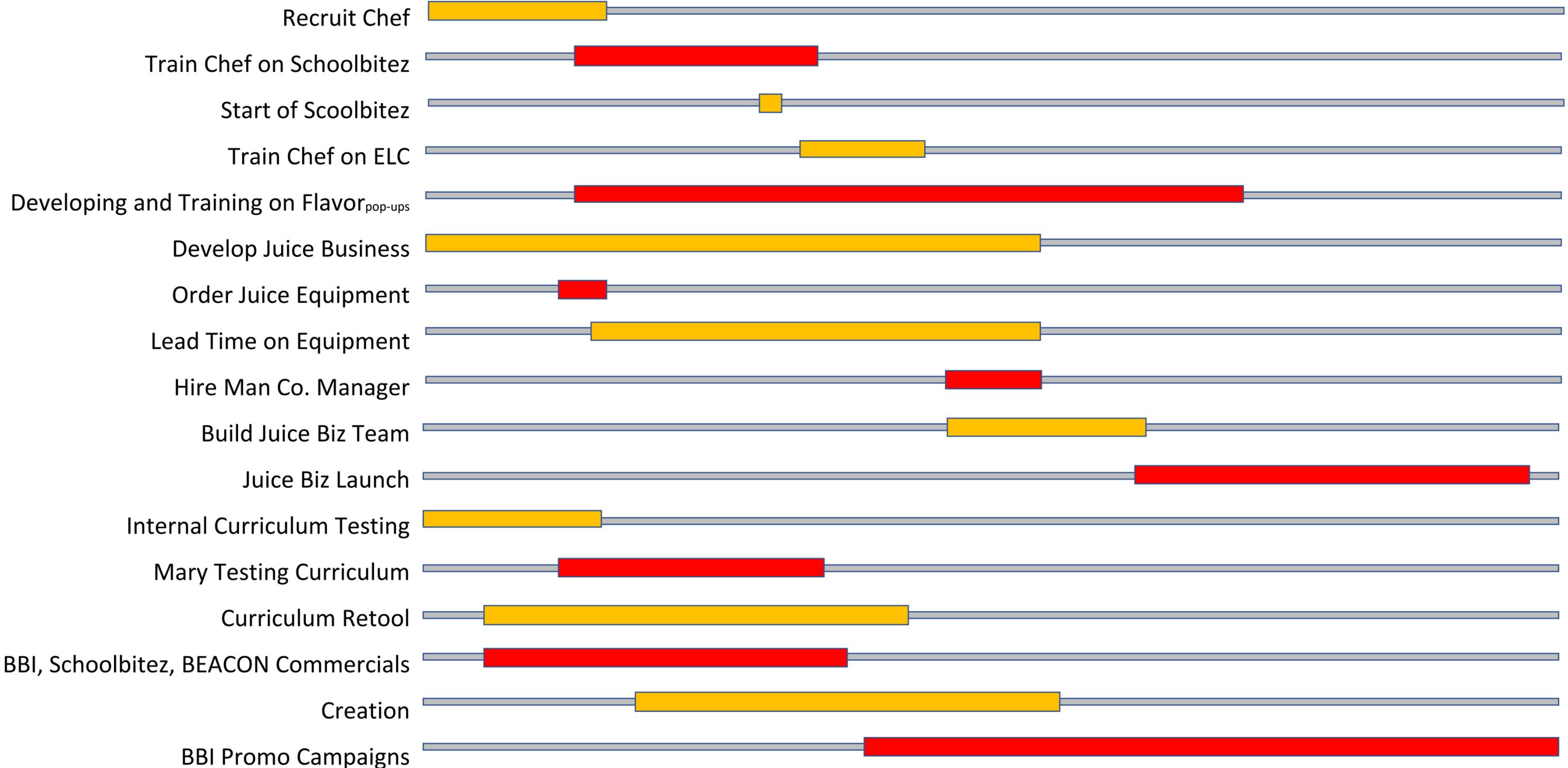


Q3 & Q4 Timelines

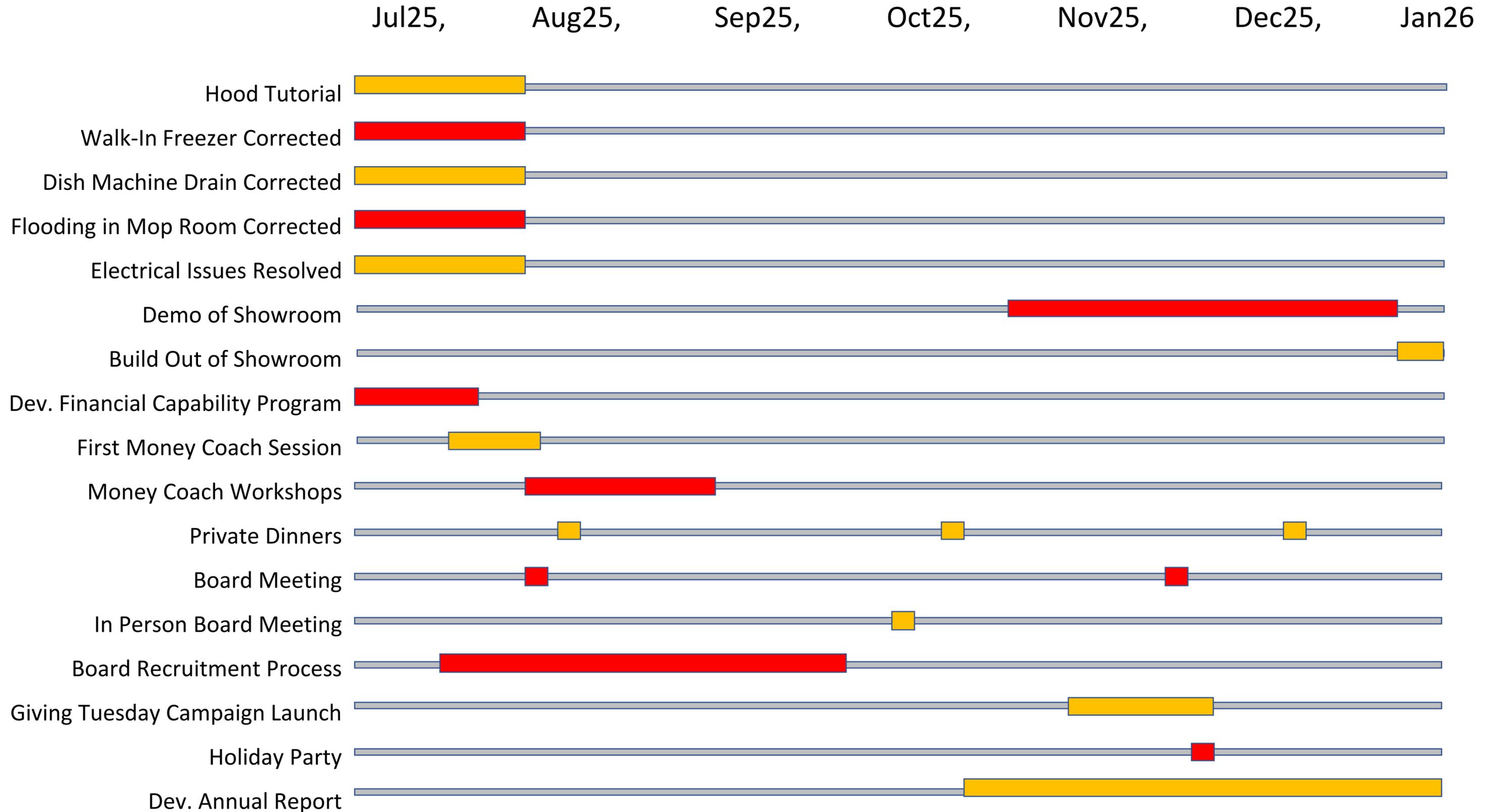
Q3 & Q4 Timeline



Jul25, Aug25, Sep25, Oct25, Nov25, Dec25, Jan26



Q3 & Q4 Timeline

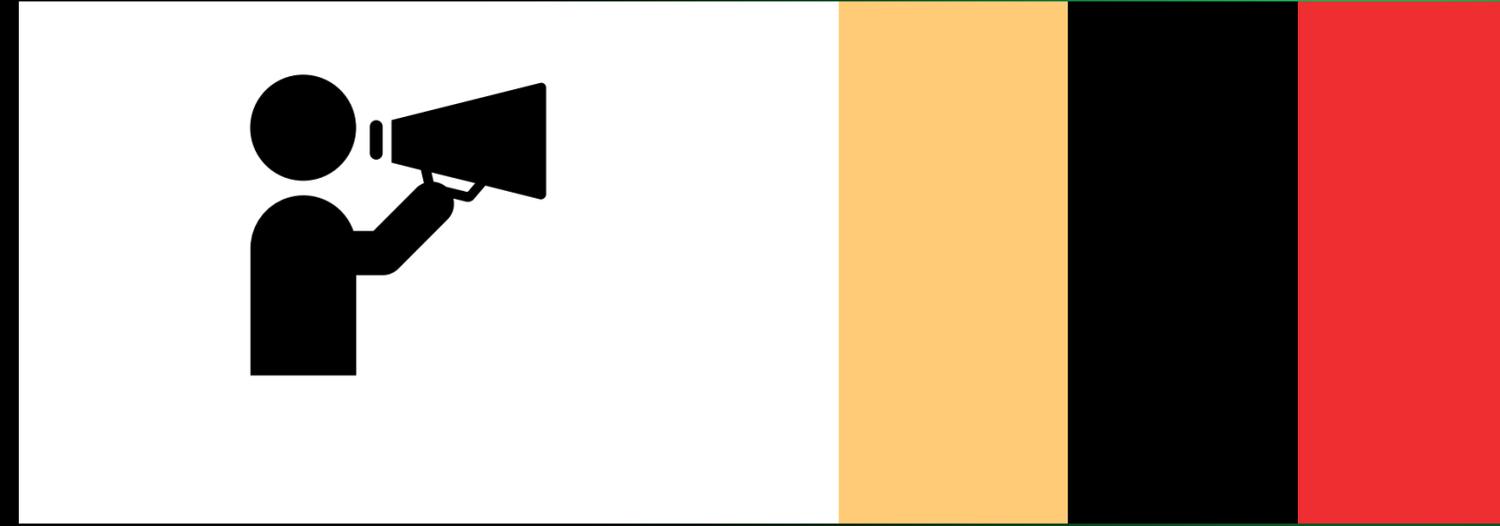


Conclusion



Important Points

- Quickbooks need to improve
- Priscilla is awesome!
- We are out in the community
- This summer's intern program went great!
- BEACON Membership revenue is behind, but is gaining steam
- This years Summer Food Service Provider (SFSP) program was our best year yet
- Flavor is doing well
- SchoolBitez needs some work
- Catering's revenue and labor looks on par with budget
- The Curriculum is almost ready to be launched



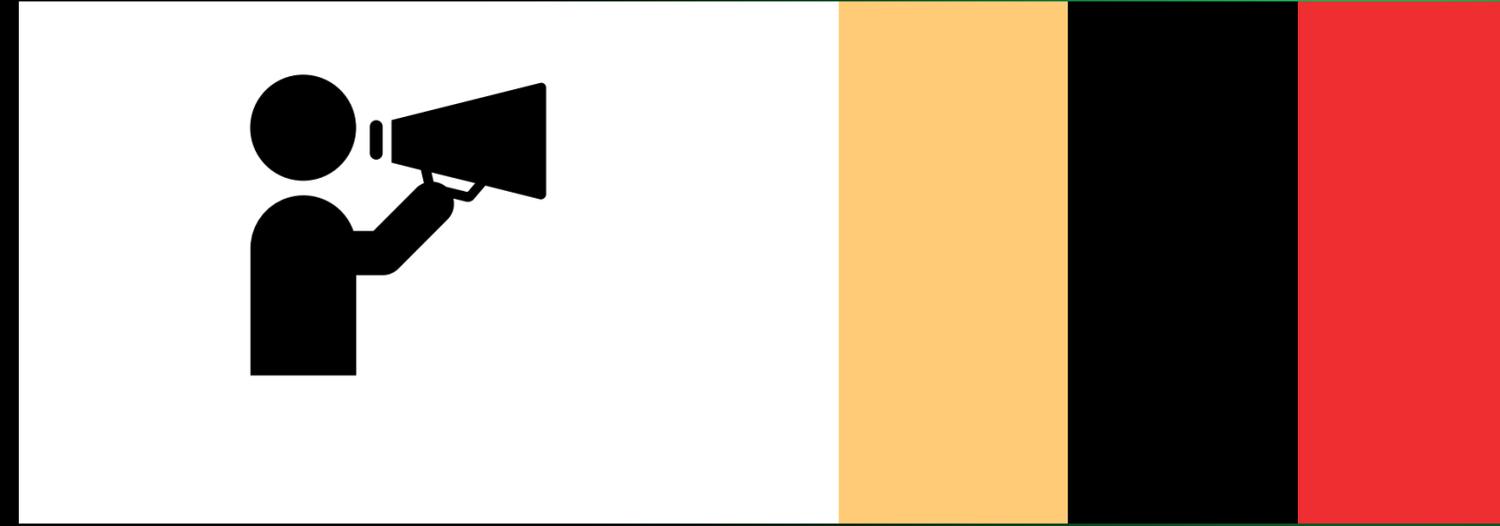
Advancement Update

Yolunda Harrell

Pipeline Funding

Awarded:	Operation/Program Area	Amount	FY
Agriculture Forestry Industries Development (AFID)	Capital-BEACON Made Equipment	\$ 50,000.00	2025/2026
City of Cville AFID Match	Capital- BEACON Made Equipment	\$ 50,000.00	2025/2026
CACF Renewal	ADMIN- Sabbatical/Extended Leave	\$ 15,000.00	2025/2026
Section 4	ADMIN- Marketing/Accounting	\$ 50,000.00	2025/2026
Submitted:			
Bank of America Community	BBI-Food Service Management Program & FINCAP	\$ 10,000.00	2026
Under Review:			
Bank of America Neighborhood Builders	ADMIN- General Operating	\$ 50,000.00	2026
<i>Nathan Cummings Foundation</i>	ADMIN- General Operating	\$ 100,000.00	2026
Awaiting Disbursement:			
USDA Rural Development	Capital- Equipment- Pay PHA	\$ 99,500.00	2025
Unsecured:			
USDA/VDACS- Resilient Food Systems Infrastructure (RFSI)	Capital- Construction & BEACON Made Equipment	\$ 962,958.00	2025
In Process:			
Truist Foundation	BBI-Food Service Management Program & FINCAP	\$ 50,000.00	2026
Anne & Gene Worrell Foundation	Capital/ADMIN	\$ 350,000.00	
Nasdaq Foundation	BBI-Food Service Management Program & FINCAP	\$ 75,000.00	2026
<i>FARE Fund</i>	Capital/BEACON/ADMIN-Retail Storefront Space & BEACON Made	\$ 150,000.00	2025/2026
BAMA Works	BBI-Food Service Management Program & FINCAP	\$ 10,000.00	2026
Planning Pipeline:			
Wells Fargo	BBI-Food Service Management Program & FINCAP	\$ 15,000.00	2026
Fulton Bank	BBI-Food Service Management Program & FINCAP	\$ 10,000.00	2026
Capital One	BBI-Food Service Management Program & FINCAP	\$ 10,000.00	2026
Virginia Housing Capacity	ADMIN-Strategic Plan Update/Succession Plan	\$ 20,000.00	2025
GEICO Philanthropic Foundation	BBI-Food Service Management Program & FINCAP	\$ 20,000.00	2026
Growing Justice Fund	BBI/BEACON Made	\$ 250,000.00	2026
Individual Contributions YTD			
Website		\$ 2,845.00	2025
Mail In Checks		\$ 5,475.00	2025

In Person Meeting Update



Yolunda Harrell



Meeting Adjourned

NEXT MEETING:

10 October 2025

WEBSITE:

NEWHILLDEV.ORG

ADDRESS:

401 E. MARKET ST. STE 14
CHARLOTTESVILLE, VA 22902

