



Van Go Board of Directors Meeting

Wednesday, March 17, 2021

Time: 4 PM

Location: Zoom ID:

<https://us02web.zoom.us/j/85240233042?pwd=LzhMdnZ0TTZ1Ty9RZ2FwZ0dENlpTdz09>

- I. Call to Order (Jen)
- II. Approval of the Agenda (Jen)
- III. Strategic Planning Overview (Christina Holt, KUCR)
- IV. Approval of the Minutes (Jen)
- V. Reports
  - A. Co-Executive Directors
  - B. Finance
  - C. Board President
  - D. Committees
    - i. Development Committee (Eliza)
- VI. Old Business
  - A. Strategic Planning Discussion (Jen)
  - B. PPP Update, CNB (Stan)
- VII. New Business
- VIII. Comments and Announcements
- IX. Adjournment
- X. Executive Session

Next meeting date April , 21, 2021 4:00-6:00 pm

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A large, intricate black and white line drawing of a mandala or geometric pattern, featuring various shapes, lines, and dots, positioned at the bottom right of the page.

Van Go Board of Directors Annual Meeting  
Wednesday, February 17, 2021

Present: Jennifer Roth, Katie Winter, Mona Cliff, Ellen Chindamo, Jackie Berra, Amy Shumaker, Ralph Gage, Becki Dick, Stan Ricketts, Anthea Scouffas, Beth Easter, John Bullock, Sandy Praeger, Anthony Lewis, Kris Matthews

Also Present: Kristen Malloy, Eliza Darmon, Sarah Humbert, Chris Kohart

### **Welcome**

At 4:04pm, board president Jennifer Roth called the meeting to order.

Eliza Darmon introduced the new board members. We're honored and excited to have 3 new members with us today: Mona Cliff, Ellen Chindamo, and Katie Winter. Hopefully when we're all together in person you can get to know them better.

Ellen Chindamo is a jewelry artist and development professional. She was the program director at the Lawrence Arts Center for 10 years and met Lynne when she was getting Van Go off the ground. She got more involved with Van Go when her beloved husband (then-boyfriend) Brad Chindamo was Board President during the capital campaign. Ellen is currently the Development Director of Bishop Seabury Academy.

Mona Cliff is a nationally recognized, multi-disciplinary artist who focuses on Native American Identity. She did the murals on the building at 11<sup>th</sup> and Pennsylvania streets as part of the Rebuilding East 9<sup>th</sup> project. We consulted with her on our mural at the wetlands in the fall. She also painted some trays for our Dinner on the Curve auction. We're grateful to have her on the board as an artist and a voice for our native youth.

Katie Winter is curious and philosophical, and no matter where she goes Katie has always checked in at Van Go. She did her master's thesis on Van Go and even got married here! Katie has a deep understanding of Van Go and passion for our youth population. Katie recently renovated her family's one room school house in rural Douglas County which will hopefully soon be an educational center.

Kristen Malloy hosted an opening activity. With the launch of our "Van Zooms" we had to come up with ways to get the kids excited. This is a youth-tested and -approved activity! Old school Mad Libs with High Tech Zoom. The board collaborated in creating "Our Story of Van Go"! Check out the website if you want to see the *real* story of Van Go.

### **Approval of the Agenda**

Jen Roth opened the floor to anyone who would like to add or amend any agenda items. No one had any additions.

### **Approval of the Minutes**

Jen asked for a motion to approve the January minutes. Stan Ricketts moved, and Ralph Gage seconded. All approved.

### **Reports – Board President**

Jen began with a Board President report. This is our annual meeting. The bylaws require a meeting be held annually. It's meant to coincide with adding new board members. Normally the annual meeting would be held at someone's house and be a fun get-together, but circumstances have made us change that this year. Hopefully we can all get together outdoors somewhere when it's warmer.

Everyone should have received a copy of the Board Notebook delivered to their door. The notebook is also available online on the virtual board notebook webpage. The notebook is divided into sections. Feel free to add notes to it and keep all your stuff in one place. The first section has organizational documents, a history of the organization, an overview of programs, a staff directory, and the new organization chart showing Kristen and Eliza's co-executive directorship. It also includes the bylaws. There's a copy of the Endowment policy as well.

The board of directors section has a board directory and calendar of meetings. There are 2 copies of the board of directors agreement – one for you, one to return to Van Go. Also, in the notebook is an overview of board member responsibilities from a resource called Board Source. If you have any questions about the things on the agreement, please reach out to Jen or Eliza and Kristen (E&K). There is also included a copy of the board insurance policy.

The financial section has the 2021 budget, a chart of income from 2020, and a copy of the 2019 form 990.

There is a section on strategic planning, including a copy of the outcomes from the last strategic planning session in 2007.

Finally, there's a section with publicity, articles on Van Go, and other information.

Jen finished with a toast. 2020 was a challenging year but Van Go survived and thrived. We've got new board members, new co-ed's, a new staff member coming, a new strategic plan in the works. Here's to a happy 2021!

### **Reports – Co-Executive Directors**

Eliza mentioned that if anyone has been to past board retreats, Lynne used to have a "Van Been/Van Going" section—so E&K presented a slideshow/video highlighting the best of 2020 (Van Been).

Eliza highlighted the last slide – a quote from Amanda Gorman's poem from Inauguration Day. "If we merge mercy with might and might with right, then love becomes our legacy and change our children's birthright."

Kristen presented Van Going – Good things to come in 2021!

- Continuing to support our youth through pandemic recovery

- Strategic planning

- New! May Day Hey Day Community Event. Last year it was a virtual event, but this year we are hoping to host a walk/run/ride/roll event on the Lawrence Loop. More details to come.

- Benchmark to resume onsite this summer

- Integrating our new Employment Services Coordinator.

Eliza gave a development update. As mentioned, the May Day Hey Day event will take place on Saturday morning, May 1. Also mark your calendar for October 2 for our Dinner on the Curve event. Now that the dates are set, we can work on the details.

We are looking for a location downtown or in the downtown vicinity for a mural we'll be completing in late summer/early fall. It'll highlight essential workers, especially those in the food/hospitality industry. It's being funded by the Kansas Creative Arts Industries Commission. Eliza has worked with Pat Watkins and reached out to Dalton Paley but would appreciate any leads or connections. Email Eliza or Kristen if you have suggestions for a mural location in that area.

We'll soon be launching our first Go Fund Me for a community commission. Just Food has asked us to paint 10 of their food collection barrels. We decided to do a community commission and try to raise \$5k to do this project. By using Go Fund Me, many people can participate in this commission. It will continue the partnership begun with the Just Food mural painted in 2020 for their Cruising Cupboards. Each Arts Train artist will paint their own barrel.

Kristen reported that programs are in full swing as of today. The Arts Train is in session with 18-24-year olds for 20 hours each week. A good portion of the artwork for our Have a Heart art show was created by these youth, and now they're working on some projects for Dinner on the Curve. They're working on coolers, painting the Just Food collection barrels, and doing a culinary rotation. The nice part of the culinary rotation is that they learn to make healthy meals on a budget, and then they can take their food home to share with their families. They made one exception to the healthy food last week to make the lovely chocolate truffles that were delivered with the board packets.

In the spring session we start matching the youth with internships locally. One youth has already been placed at Arizona Trading Company. We've also continued to support program graduates impacted by the pandemic. One youth who has interest in office administration work is going to be coming to Van Go to work with Sarah and Eliza and build some skills so they can transition to other longer-term employment opportunities. We've also started some internships for past JAMS youth. Many grads decided to postpone their college plans for a year. We have one grad placed at Riverrat Print & Skate.

JAMS was scheduled to begin on Monday, but due to extreme temperatures and rolling blackouts the start date was pushed to today. We'll have them for the next 6-7 weeks. They'll be working with us for 6 weeks and then we'll have some additional, optional work opportunities over spring break. There are currently 12 artists on site—that number is dictated by the physically distanced work spaces we can fit in our space. We had a total of 34 applications for the 12 spots available. We had applicants from the College and Career Center, Free State, LHS, and Liberty Memorial Central. Also, the Housing Authority, Children's Shelter, DBT, and the Bert Nash WRAP program. We also had two applicants from our pilot Pre-Employment Preparation Program (PEPP) last fall.

The partner for JAMS this spring is a mural for the Douglas County Children's Advocacy Center. We had also bid for a Rock Chalk Park mural but that did not work with our timing for this spring. We hope we'll be able to do that mural in the future. We have our first client meeting scheduled via Zoom with the Children's Advocacy Center.

We are looking forward to adding in our new Employment Services Coordinator. We're doing a 2-stage interview process, first with a Zoom and secondly with an on-site visit. Stan Ricketts asked to clarify the Employment Services Coordinator role. The ESC will serve as the "boss" for all of the youth. They'll also do some workforce development and teach a session with The Arts Train around training for future workforce placement. They will not manage any of the other staff.

Lastly, we would typically have in our annual meeting the program staff to meet and greet everyone. They are hard at work today doing orientation on JAMS. Kristen showed a fun little TikTok introduction of all the program staff.

### **Reports - Finance**

Chris Kohart prepared a quick 101 session on Van Go's finances with a slideshow. *(While summarized here, this slideshow is available to view in its entirety on the Board Notebook webpage, entitled "Van Go Finances 101 (From 2021 Board Retreat)" under the "Board Reference Material" heading.)*

First Chris showed a "History and Trend" revenue projection chart. The revenue projection has changed over the years. Growth has progressed pretty naturally. The three main revenue streams have been Development, Government, and Self-Generated. There's also usually a chunk of "other to be found" income. We project out to 2025 that we'll be close to \$1M in the budget. We're becoming a larger organization.

Next, he showed a Revenue Reliance Projection. The Development funds have become a much more important portion of the budget. Self-generated funds have been around 10%. Government funds have been declining. There was a spike in 2020 due to PPP money, but we see that, as a future trend, government funds will continue to decline.

Payroll Expense Burden on total budget: payroll includes staff and kids, payroll taxes and employee benefits. It's a huge piece of our budget—75% - 80%. That's not uncommon since we're in a service industry. 25-30% of that payroll expense is kids' wages and benefits. That is always one of the hardest things to get funding for, which explains why government funding has trended down—payroll is a large part of our budget and one that government agencies least like to fund.

Van Go has 5 Major Assets:

**-Checking Account.** Operating funds held at Central National Bank, where we collect donations and pay bills. Chris's goal is always to be covered for an entire month, with an internal target balance of \$60-\$72k. As of 1/31/21 we had \$123,312. The account does tend to be larger at the start of the year since we get so much funding at the end of the calendar year.

**-Money Market.** Held at Central National Bank. We use this for restricted grants and our Futures fund. That way restricted funds aren't used for general operating expenses. This account averages around \$36k. As of 1/31/21 the balance was \$36,883.

**-Beneficial Interest at DCCF.** There are 3 pools of funds: The Endowed Fund, The Reserve Fund, and Lynne's Legacy Fund. These funds provide an annual unrestricted "contribution" to the operating fund. There is an Endowment Fund policy to provide definition and direction for these funds. The balance as of 1/31/21 was \$924,588.

**-Operating funds held at DCCF.** These funds are the annual unrestricted "contribution" from the Beneficial Interest. It can be moved to the Checking account if needed but serves as a reserve fund. We try very hard not to use this money and to keep it as operational reserves. The balance as of 1/31/21 was \$166,097.

**-LeCompte funds held at DCCF.** We received 12% of the estate of Ellen Lecompte. In total we received was \$649,542.63. The board made an agreement with Lynne Greene that the funds would first be used to satisfy the mortgage, which was paid in 2019, making Van Go debt free. The balance as of 1/31/21 was \$482,209.

Van Go has several important Revenue Sources:

**-WIOA.** Represents about 30% of our annual revenue. It covers about 41% of staff salaries, 42% of JAMS wages and 99% of Arts Train wages. Runs on a fiscal year so there is a mid-calendar year renewal and update on funding levels (out of sync with our budget year.)

**-Corporate and Foundations.** This is about 19% of our annual revenue. These funds typically fill in the gaps for funding of youth wages, the Go Healthy program, and art supplies. A large chunk of this is received in the final quarter of the year.

**-Individual Contributions.** 15% of our annual revenue. These funds help keep the door open, lights on, spaces occupiable and cover staff wages. We generally get 50% of these contributions in the last quarter.

**-Annual Events (Dinner on the Curve).** Represent 12% of our annual revenue.

Important Expenses:

**-Staff salaries & benefits.** 53% of annual budget expenses. Includes payroll taxes, retirement contributions (3% of employee wage), health/life insurance (Van Go pays 100% of employee only coverage), and workers compensation.

**-Kids wages and benefits.** 13% of annual budget expenses. Includes payroll taxes and workers compensation.

**-Contracted employees.** 9% of annual budget expenses. Including but not limited to grant writer, accountant, and contracted teaching artists.

**-Art supplies.** 5% of annual budget expenses. Includes all paint, wood, metal, canvas, etc.

Things to keep an eye on each month:

**-Operational Cash Balance.** Maintains a balance between \$60k & \$72k at any given time to make sure all monthly obligations can be fulfilled. Maintains Number of days cash on hand no lower than 30 days, without considering operating funds at DCCF.

**-Liabilities.** Van Go typically has no long-term liabilities. Most are paid within 30 days. Maintains accounts payable, credit cards, and payroll liabilities between \$12k-\$18k.

**-Revenue.** Maintains progress toward individual contributions goal throughout the year, knowing that 50% is received in the last quarter of the year. Maintains progress toward corporate and foundation goals. 30% typically received in last quarter of year.

**-Expenses.** Maintains reasonable pace on overall spending. Maintains within budget authority for highly variable expenses (equipment purchases, repairs and maintenance, art/woodshop supplies.)

Chris shared this presentation with E&K and it has been posted in the online board notebook.

Chris then proceeded to a more typical monthly finance report. Looking at our current financial statements, our cash position is great. We are still reflecting our 1<sup>st</sup> round PPP loan as “debt” as we’re going through the forgiveness process. We have no reason to think it will not be forgiven—hopefully by the end of the month.

Expenses are fine. Current financial ratio is 13.86. 81 days cash on hand. (Last year at this time we had 51 days on hand.) Net ordinary income \$24,914 is a 35.37% change from FY20 (\$38,546).

On February 4, 2021 we received \$99,830 from the PPP2 funds to be used for staff salaries, benefits, PPE and utilities.

Chris noted that payroll liabilities are due to a switch to Paycor – they no longer give us reports when kids don’t cash their checks and they are voided. We’re working to monitor uncashed paychecks better and contact kids whose checks were voided or turn those funds over the state as unclaimed property.

Anthea Scouffas moved to approve the financials. Stan Ricketts seconded. All approved.

## **Reports – Committees**

Jen noted that while we would typically have committee reports here, committees are somewhat on hold until we see what sort of demands on our time will come from strategic planning.

### **Old Business**

Kristen and Eliza have arranged to re-orient on March 2 with the group at KU that is helping us with strategic planning. Christina Holt is the point person. Vincent Francisco will also take part in the overall process but won't be in the March 2 meeting. There will be an update at the March board meeting.

### **New Business**

Stan Ricketts noted that we did file for forgiveness of our first PPP loan in December, but the bank asked us to file on a different form. Stan will submit that new form next week. He hopes it is a fast process. We also received a second round of PPP for \$99k. There was an error of about \$7670 between what we applied for and what we received. We are not sure how to ask for the bank to give us the difference. Since the application was filed to the SBA before the error was caught, we were advised not to withdraw the application and re-submit. The Executive Committee decided to take the \$99k. Central National Bank has said they will "make up" the difference to us in contributions over the next several years. They have been generous in the \$2500-\$2750 range in the last several years. There is some discrepancy between the Co-ED's and the Executive Committee on how to handle this. Stan has drafted an email to CNB asking them to make up that discrepancy this year since the funds are intended to be used this year. Stan doesn't doubt that they would make it up to us. However, that doesn't mean that they shouldn't fix their mistake. Stan doesn't want to cause friction prior to our PPP forgiveness applications going through, so he has not sent his email.

There's a balance where we don't want to cause damage to a long-term relationship, but the bank's promise to "make it good" was also somewhat vague. Kristen and Eliza feel it is their responsibility to advocate for the ongoing needs of Van Go. They've worked with David at CNB before and are comfortable talking with him to find a workable solution. That \$7600 is earmarked for salaries, which is a significant part of our expenses. It is particularly difficult to come by that type of funding. There would be additional work to make up that \$7,600 within this year. While mistakes happen and we don't want to compromise our relationship with them, E&K feel comfortable having a conversation with David to discuss in more detail how they will resolve the situation and come up with a plan.

Chris feels the forgiveness process on PPP2 will be easier—maybe mid-summer. It will not take as long as PPP1. So, we could potentially "press pause" on pushing CNB for resolution until that's over. Jen resolved to wait and circle back to this issue at a future meeting.

Next meeting is Wednesday, March 17 (St. Patrick's Day.) Sandy Praeger moved to adjourn and Beth Easter seconded. Meeting adjourned at 6:06pm.



#### Programs Update:

- New Employment Services Coordinator (ESC)
  - Welcome Emma Givens!
- The Arts Train (TAT)
  - Spring session continuing through 5/14/21
  - Ten (10) Apprentice Artists on site in TAT program
  - Rotations: Coolers & Peace Poles (Alicia Kelly); Just Food Barrels (Cole Heck); Blacksmithing (Kate Dinneen); Culinary Rotation (Raven Naramore)
- JAMS
  - Spring session continuing through 4/01/21
  - Twelve (12) Apprentice Artists on site in JAMS program
  - Extra work opportunities over Spring Break Week a success!
  - Project: Douglas County Child Advocacy Center (CAC) Mural
    - Mural Unveiling Date Set: April 15, 2021
- Pre-Employment Preparation Program (PEPP)
  - Planning for upcoming 4-week session in mid-April

#### Development & Operations Update:

- Mural Location
  - East side of US Bank—PRIMO SPOT!
- May Day Hey Day
  - Mark your calendar
  - Get involved
- Go Fund Me Update
  - Almost half way to goal
- Grant Update
  - DCCF Award
  - 3 funder meetings 3/18/21

#### How You Can Help:

- Create a team, participate or volunteer for May Day Hey Day
- Contribute or share the Go Fund Me-ANY amount welcome!
- Take your picture in front of our freshly painted windows, post and tag VG and Mona



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Awarded Federal/Government		Use of Funds	Amt recd	ck received	Notes
Total Govt Grants			\$ -		
Awarded: Foundations		Use of Funds	Amt recd	ck received	Notes
DCCF	security and ext lighting	\$ 4,600		yes	
Total Foundations			\$ 4,600		
Awarded: Corporate / Business		Use of Funds	Amt recd	ck received	Notes
Total Corporate/Business					
Pending		Use of Funds	Amt req		Notification
Sky Ranch Foundation *new funder	Benchmark 2021	\$ 25,000			LOI submitted
Total Pending			\$ 25,000		
In the Works/Coming Soon		Use of Funds	Amount	Deadline	Notes
Hills Pet Food	Adornment	\$ 5,000			
Downing Family Foundation *new funder	Benchmark	\$ 25,000			
Topeka Community Foundation	Go Healthy	\$ 6,000			
Total			\$ 36,000		
Denied/Declined					
Total Declined			\$ -		



■ **Cash**

	\$279,006	Operations (CNB checking, Prestige MM & Paypal)
	\$318	Petty Cash
	\$279,324	Total Cash

■ **Total Assets**    \$2,962,556

■ **Total Debt**    \$205,930(PPP1 \$106,100 + PPP2 \$99,830)

■ **Income and Expenses (Operations)**

**Accrual Basis, As of 2/28/21**

	Actual YTD	Annual Budget	\$ Over Under (-) Budget
Total Income	\$88,297	\$855,851	-\$767,554
Total Expenses	\$117,130	\$880,146	-\$763,016
Net Ordinary Income	-\$28,833	-\$24,295	-\$4,538

■ **Financial Developments**

- Van Go's current ratio for 2021 is 16.77. At this time last year Van Go's current ratio was 5.03. Target current ratio is 2.00.
- Van Go's number of days of cash on hand for 2021 is 115.70. At this time last year Van Go's number of days of cash on hand was 42.95. Target number of days of cash on hand is no less than 30 days.
- Net ordinary income for FY21 (\$28,833) is a 57.13% change from net ordinary income for FY20 (\$67,258)
- On February 4, 2021, Van Go received \$99,830 from the PPP2 funds to be used for staff salaries, benefits, PPE and utilities.
- Eliza, Kristen and Chris are keeping a close eye on the newly extended Employee Retention Credit to provide Van Go with some additional COVID relief funding.

# Van Go Inc

## Balance Sheet

As of February 28, 2021

	TOTAL	
	AS OF FEB 28, 2021	AS OF FEB 29, 2020 (PY)
<b>ASSETS</b>		
Current Assets		
Bank Accounts		
Central National Bank Checking	234,143.17	65,379.67
Central National Prestige MM	36,884.69	36,850.19
PayPal	6,938.64	0.00
Petty Cash	318.06	292.80
<b>Total Bank Accounts</b>	<b>\$278,284.56</b>	<b>\$102,522.66</b>
Accounts Receivable		
Accounts Receivable	0.00	0.00
Endowment Pledges Receivable	45,975.00	95,500.00
Grants Receivable	28,881.25	18,977.61
Merchandise Sales	-550.00	-450.00
Pledges Receivable	75.00	75.00
<b>Total Accounts Receivable</b>	<b>74,381.25</b>	<b>114,102.61</b>
<b>Total Accounts Receivable</b>	<b>\$74,381.25</b>	<b>\$114,102.61</b>
Other Current Assets		
Prepaid Expenses	2,053.47	0.00
Undeposited Funds	1,039.20	1,072.50
<b>Total Other Current Assets</b>	<b>\$3,092.67</b>	<b>\$1,072.50</b>
<b>Total Current Assets</b>	<b>\$355,758.48</b>	<b>\$217,697.77</b>
Fixed Assets		
Building		
Accumulated Depreciation	-661,383.74	-661,383.74
Cost	1,633,865.56	1,633,865.56
<b>Total Building</b>	<b>972,481.82</b>	<b>972,481.82</b>
Equipment/Furnishings		
Equipment/Furnishings	27,943.66	27,943.66
Accumulated Depreciation	-179,915.47	-179,915.47
Cost	168,115.59	168,115.59
<b>Total Equipment/Furnishings</b>	<b>16,143.78</b>	<b>16,143.78</b>
Land and Land Improvements	45,277.00	45,277.00
<b>Total Fixed Assets</b>	<b>\$1,033,902.60</b>	<b>\$1,033,902.60</b>
Other Assets		
Beneficial interest held - DCCF	924,587.84	881,035.09
LeCompete Funds held at DCCF	482,209.42	231,096.18
Operating Funds held at DCCF	166,097.18	101,181.37
<b>Total Other Assets</b>	<b>\$1,572,894.44</b>	<b>\$1,213,312.64</b>
<b>TOTAL ASSETS</b>	<b>\$2,962,555.52</b>	<b>\$2,464,913.01</b>

# Van Go Inc

## Balance Sheet

As of February 28, 2021

	TOTAL	
	AS OF FEB 28, 2021	AS OF FEB 29, 2020 (PY)
<b>LIABILITIES AND EQUITY</b>		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable	4,720.97	14,051.25
<b>Total Accounts Payable</b>	<b>\$4,720.97</b>	<b>\$14,051.25</b>
Credit Cards		
Chase Card	11,003.37	8,139.41
Home Depot	45.99	0.00
<b>Total Credit Cards</b>	<b>\$11,049.36</b>	<b>\$8,139.41</b>
Other Current Liabilities		
*Payroll Liabilities	2,602.35	1,078.35
FICA & Federal Withholding Tax	95.64	0.00
Ks Withholding Tax	2.14	0.00
Retirement Plan Payable	0.00	846.05
<b>Total *Payroll Liabilities</b>	<b>2,700.13</b>	<b>1,924.40</b>
<b>Total Other Current Liabilities</b>	<b>\$2,700.13</b>	<b>\$1,924.40</b>
<b>Total Current Liabilities</b>	<b>\$18,470.46</b>	<b>\$24,115.06</b>
Long-Term Liabilities		
PPP Loan - CNB	99,830.00	
<b>Total Long-Term Liabilities</b>	<b>\$99,830.00</b>	<b>\$0.00</b>
<b>Total Liabilities</b>	<b>\$118,300.46</b>	<b>\$24,115.06</b>
Equity		
Retained Earnings	2,883,369.51	2,511,838.74
Net Income	-39,114.45	-71,040.79
<b>Total Equity</b>	<b>\$2,844,255.06</b>	<b>\$2,440,797.95</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$2,962,555.52</b>	<b>\$2,464,913.01</b>

# Van Go Inc

## Profit and Loss

January - February, 2021

	TOTAL	
	JAN - FEB, 2021	JAN - FEB, 2020 (PY)
<b>Income</b>		
Commissioned Sales		250.00
Benchmark	206.00	
<b>Total Commissioned Sales</b>	<b>206.00</b>	<b>250.00</b>
Contributions Income	38,322.01	9,485.74
Gallery Sales	1,487.10	455.76
Adornment	88.00	
<b>Total Gallery Sales</b>	<b>1,575.10</b>	<b>455.76</b>
Grants		
Douglas County	10,000.00	10,000.00
Heartland Works (WIA)	38,189.21	32,475.89
<b>Total Grants</b>	<b>48,189.21</b>	<b>42,475.89</b>
Interest Income	4.39	17.52
<b>Total Income</b>	<b>\$88,296.71</b>	<b>\$52,684.91</b>
<b>GROSS PROFIT</b>	<b>\$88,296.71</b>	<b>\$52,684.91</b>
<b>Expenses</b>		
<b>**Payroll Wages</b>		
Arts Train Wages	6,679.26	5,661.63
Jams Wages	1,181.51	1,136.44
Salary	57,584.93	59,467.36
<b>Total **Payroll Wages</b>	<b>65,445.70</b>	<b>66,265.43</b>
<b>*Payroll Expenses</b>		
FICA Expenses	5,025.53	5,069.43
Health/Dental Insurance	4,963.60	5,629.40
Retirement plan expense	1,762.88	1,588.13
SUTA Expense	131.38	0.00
<b>Total *Payroll Expenses</b>	<b>11,883.39</b>	<b>12,286.96</b>
Advertising & Marketing	382.00	790.50
Awards/Gifts		70.00
Bank Service Charges	438.62	370.87
Contracted employees		
Contract Artists/JAMS		195.75
Contract Artists/TAT	1,950.00	1,100.00
Event Coordinator		3,100.00
Financial Director	4,242.00	4,200.00
Grant Writer	4,574.86	4,530.52
<b>Total Contracted employees</b>	<b>10,766.86</b>	<b>13,126.27</b>
Dues and Subscriptions	270.70	52.31

# Van Go Inc

## Profit and Loss

January - February, 2021

	TOTAL	
	JAN - FEB, 2021	JAN - FEB, 2020 (PY)
Equipment Purchases	4,422.27	560.94
Equipment Rental	599.94	661.80
Food and Beverage		
Board of Directors		155.43
Development	99.75	881.89
JAMS	1,235.82	864.27
Staff	125.18	187.94
<b>Total Food and Beverage</b>	<b>1,460.75</b>	<b>2,089.53</b>
Insurance		
Automobile Insurance	946.92	1,240.16
Building Insurance	1,002.50	1,272.68
Liability Insurance	532.87	1,057.24
<b>Total Insurance</b>	<b>2,482.29</b>	<b>3,570.08</b>
Interest Expense	471.27	1.00
Licenses and Permits	1,012.72	1,133.75
Miscellaneous		
Background checks	10.25	93.60
<b>Total Miscellaneous</b>	<b>10.25</b>	<b>93.60</b>
Participant Assistance		43.44
Photography	16.00	32.00
Postage and Delivery	203.25	207.00
Printing and Reproduction	307.00	0.00
Professional Fees	2,243.71	1,950.27
Cleaning	225.00	
<b>Total Professional Fees</b>	<b>2,468.71</b>	<b>1,950.27</b>
Repairs and Maintenance	550.00	
Building Repairs	2,600.00	1,357.01
<b>Total Repairs and Maintenance</b>	<b>3,150.00</b>	<b>1,357.01</b>
Supplies/Equipment - Other		
Agency Development	118.79	
Building	460.16	118.14
Office Supplies/Equipment	330.46	507.30
<b>Total Supplies/Equipment - Other</b>	<b>909.41</b>	<b>625.44</b>
Supplies/Equipment - Product		
Art	5,401.99	4,510.25
Merchandise		884.95
Woodshop	425.37	4,455.65
<b>Total Supplies/Equipment - Product</b>	<b>5,827.36</b>	<b>9,850.85</b>

# Van Go Inc

## Profit and Loss

January - February, 2021

	TOTAL	
	JAN - FEB, 2021	JAN - FEB, 2020 (PY)
Telephone	868.08	961.78
Internet Access	155.00	149.90
Security system		90.00
<b>Total Telephone</b>	<b>1,023.08</b>	<b>1,201.68</b>
Travel & Training		
JAMS	35.30	128.40
Staff	133.48	
<b>Total Travel &amp; Training</b>	<b>168.78</b>	<b>128.40</b>
Utilities		
Gas and Electric	3,177.08	3,190.34
Water/Trash	98.18	283.23
<b>Total Utilities</b>	<b>3,275.26</b>	<b>3,473.57</b>
Vehicle Repairs/Maintenance	134.55	
<b>Total Expenses</b>	<b>\$117,130.16</b>	<b>\$119,942.70</b>
NET OPERATING INCOME	<b>\$ -28,833.45</b>	<b>\$ -67,257.79</b>
Other Income		
Endowment Campaign	-10,000.00	0.00
<b>Total Other Income</b>	<b>\$ -10,000.00</b>	<b>\$0.00</b>
Other Expenses		
Futures Fund	281.00	33.00
Non-Recurring Expenses		
Professional Fees		3,750.00
<b>Total Non-Recurring Expenses</b>		<b>3,750.00</b>
<b>Total Other Expenses</b>	<b>\$281.00</b>	<b>\$3,783.00</b>
NET OTHER INCOME	<b>\$ -10,281.00</b>	<b>\$ -3,783.00</b>
NET INCOME	<b>\$ -39,114.45</b>	<b>\$ -71,040.79</b>

# Van Go Inc

Budget vs. Actuals: FY\_2021 - FY21 P&L

January - February, 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
Building Event Revenue		5,000.00	-5,000.00	
Commissioned Sales		10,000.00	-10,000.00	
Benchmark	206.00	25,000.00	-24,794.00	0.82 %
<b>Total Commissioned Sales</b>	<b>206.00</b>	<b>35,000.00</b>	<b>-34,794.00</b>	<b>0.59 %</b>
Contributions Income	38,322.01	130,000.00	-91,677.99	29.48 %
Corporate Sponsors		35,000.00	-35,000.00	
Foundations		130,000.00	-130,000.00	
<b>Total Contributions Income</b>	<b>38,322.01</b>	<b>295,000.00</b>	<b>-256,677.99</b>	<b>12.99 %</b>
Endowment Earnings		27,506.00	-27,506.00	
<b>Fundraiser</b>				
Annual Event		105,000.00	-105,000.00	
Culinary Hearts		30,000.00	-30,000.00	
<b>Total Fundraiser</b>		<b>135,000.00</b>	<b>-135,000.00</b>	
Gallery Sales	1,487.10	3,000.00	-1,512.90	49.57 %
Adornment	88.00	20,000.00	-19,912.00	0.44 %
<b>Total Gallery Sales</b>	<b>1,575.10</b>	<b>23,000.00</b>	<b>-21,424.90</b>	<b>6.85 %</b>
<b>Grants</b>				
City Alcohol Tax		24,000.00	-24,000.00	
City of Lawrence		30,000.00	-30,000.00	
Douglas County	10,000.00	20,000.00	-10,000.00	50.00 %
Heartland Works (WIA)	38,189.21	261,345.00	-223,155.79	14.61 %
<b>Total Grants</b>	<b>48,189.21</b>	<b>335,345.00</b>	<b>-287,155.79</b>	<b>14.37 %</b>
Interest Income	4.39		4.39	
<b>Total Income</b>	<b>\$88,296.71</b>	<b>\$855,851.00</b>	<b>\$ -767,554.29</b>	<b>10.32 %</b>
<b>GROSS PROFIT</b>	<b>\$88,296.71</b>	<b>\$855,851.00</b>	<b>\$ -767,554.29</b>	<b>10.32 %</b>
<b>Expenses</b>				
<b>**Payroll Wages</b>				
Arts Train Wages	6,679.26	53,253.00	-46,573.74	12.54 %
Jams Wages	1,181.51	48,720.00	-47,538.49	2.43 %
Salary	57,584.93	390,411.00	-332,826.07	14.75 %
<b>Total **Payroll Wages</b>	<b>65,445.70</b>	<b>492,384.00</b>	<b>-426,938.30</b>	<b>13.29 %</b>
<b>*Payroll Expenses</b>				
FICA Expenses	5,025.53	37,667.00	-32,641.47	13.34 %
Health/Dental Insurance	4,963.60	36,399.00	-31,435.40	13.64 %
Retirement plan expense	1,762.88	11,712.00	-9,949.12	15.05 %
SUTA Expense	131.38		131.38	
Workers Compensation		2,426.00	-2,426.00	
<b>Total *Payroll Expenses</b>	<b>11,883.39</b>	<b>88,204.00</b>	<b>-76,320.61</b>	<b>13.47 %</b>
Advertising & Marketing	382.00	4,000.00	-3,618.00	9.55 %
Awards/Gifts		3,569.00	-3,569.00	

# Van Go Inc

## Budget vs. Actuals: FY\_2021 - FY21 P&L

January - February, 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Bank Service Charges	438.62	3,672.00	-3,233.38	11.94 %
Contracted employees				
Americorp		4,800.00	-4,800.00	
Contract Artists/JAMS		3,840.00	-3,840.00	
Contract Artists/TAT	1,950.00	12,875.00	-10,925.00	15.15 %
Financial Director	4,242.00	25,704.00	-21,462.00	16.50 %
Grant Writer	4,574.86	27,730.00	-23,155.14	16.50 %
Lunch Program Coordinator	0.00	4,920.00	-4,920.00	0.00 %
VISTA		4,000.00	-4,000.00	
<b>Total Contracted employees</b>	<b>10,766.86</b>	<b>83,869.00</b>	<b>-73,102.14</b>	<b>12.84 %</b>
Dues and Subscriptions	270.70	964.00	-693.30	28.08 %
Equipment Purchases	4,422.27	4,641.00	-218.73	95.29 %
Equipment Rental	599.94	18,800.00	-18,200.06	3.19 %
Food and Beverage				
Development	99.75	16,000.00	-15,900.25	0.62 %
JAMS	1,235.82	11,421.00	-10,185.18	10.82 %
Staff	125.18	1,387.00	-1,261.82	9.03 %
<b>Total Food and Beverage</b>	<b>1,460.75</b>	<b>28,808.00</b>	<b>-27,347.25</b>	<b>5.07 %</b>
Insurance				
Automobile Insurance	946.92	6,000.00	-5,053.08	15.78 %
Building Insurance	1,002.50	7,694.00	-6,691.50	13.03 %
D&O Insurance		1,723.00	-1,723.00	
Liability Insurance	532.87	6,806.00	-6,273.13	7.83 %
<b>Total Insurance</b>	<b>2,482.29</b>	<b>22,223.00</b>	<b>-19,740.71</b>	<b>11.17 %</b>
Interest Expense	471.27		471.27	
Licenses and Permits	1,012.72	5,400.00	-4,387.28	18.75 %
Miscellaneous		765.00	-765.00	
Background checks	10.25		10.25	
<b>Total Miscellaneous</b>	<b>10.25</b>	<b>765.00</b>	<b>-754.75</b>	<b>1.34 %</b>
Participant Assistance		2,000.00	-2,000.00	
Photography	16.00	1,200.00	-1,184.00	1.33 %
Postage and Delivery	203.25	4,080.00	-3,876.75	4.98 %
Printing and Reproduction	307.00	7,000.00	-6,693.00	4.39 %
Professional Fees	2,243.71	13,750.00	-11,506.29	16.32 %
Accounting		800.00	-800.00	
Cleaning	225.00	1,600.00	-1,375.00	14.06 %
<b>Total Professional Fees</b>	<b>2,468.71</b>	<b>16,150.00</b>	<b>-13,681.29</b>	<b>15.29 %</b>
Repairs and Maintenance	550.00		550.00	
Building Repairs	2,600.00	5,429.00	-2,829.00	47.89 %
Equipment		2,625.00	-2,625.00	
<b>Total Repairs and Maintenance</b>	<b>3,150.00</b>	<b>8,054.00</b>	<b>-4,904.00</b>	<b>39.11 %</b>
Supplies/Equipment - Other				

# Van Go Inc

Budget vs. Actuals: FY\_2021 - FY21 P&L

January - February, 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Agency Development	118.79	3,060.00	-2,941.21	3.88 %
Building	460.16	2,999.00	-2,538.84	15.34 %
Office Supplies/Equipment	330.46	5,879.00	-5,548.54	5.62 %
<b>Total Supplies/Equipment - Other</b>	<b>909.41</b>	<b>11,938.00</b>	<b>-11,028.59</b>	<b>7.62 %</b>
Supplies/Equipment - Product				
Art	5,401.99	22,999.00	-17,597.01	23.49 %
Merchandise		3,213.00	-3,213.00	
Woodshop	425.37	15,810.00	-15,384.63	2.69 %
<b>Total Supplies/Equipment - Product</b>	<b>5,827.36</b>	<b>42,022.00</b>	<b>-36,194.64</b>	<b>13.87 %</b>
Telephone	868.08	5,306.00	-4,437.92	16.36 %
Internet Access	155.00	1,410.00	-1,255.00	10.99 %
<b>Total Telephone</b>	<b>1,023.08</b>	<b>6,716.00</b>	<b>-5,692.92</b>	<b>15.23 %</b>
Travel & Training		2,800.00	-2,800.00	
JAMS	35.30	765.00	-729.70	4.61 %
Staff	133.48	1,785.00	-1,651.52	7.48 %
<b>Total Travel &amp; Training</b>	<b>168.78</b>	<b>5,350.00</b>	<b>-5,181.22</b>	<b>3.15 %</b>
Utilities				
Gas and Electric	3,177.08	14,207.00	-11,029.92	22.36 %
Water/Trash	98.18	2,141.00	-2,042.82	4.59 %
<b>Total Utilities</b>	<b>3,275.26</b>	<b>16,348.00</b>	<b>-13,072.74</b>	<b>20.03 %</b>
Vehicle Repairs/Maintenance	134.55	1,989.00	-1,854.45	6.76 %
<b>Total Expenses</b>	<b>\$117,130.16</b>	<b>\$880,146.00</b>	<b>\$ -763,015.84</b>	<b>13.31 %</b>
NET OPERATING INCOME	<b>\$ -28,833.45</b>	<b>\$ -24,295.00</b>	<b>\$ -4,538.45</b>	<b>118.68 %</b>
Other Income				
Endowment Campaign	-10,000.00		-10,000.00	
<b>Total Other Income</b>	<b>\$ -10,000.00</b>	<b>\$0.00</b>	<b>\$ -10,000.00</b>	<b>0.00%</b>
Other Expenses				
Futures Fund	281.00		281.00	
<b>Total Other Expenses</b>	<b>\$281.00</b>	<b>\$0.00</b>	<b>\$281.00</b>	<b>0.00%</b>
NET OTHER INCOME	<b>\$ -10,281.00</b>	<b>\$0.00</b>	<b>\$ -10,281.00</b>	<b>0.00%</b>
NET INCOME	<b>\$ -39,114.45</b>	<b>\$ -24,295.00</b>	<b>\$ -14,819.45</b>	<b>161.00 %</b>