

Van Go Board of Directors Meeting

October 21, 2020

4:00 p.m. via Zoom

AGENDA

General Meeting – Board members + Kristen, Eliza, Sarah, and Chris

Welcome and approval of minutes (John)

Program Report (Kristen)

Fundraising, Development, and Grants Report (Eliza)

Financial Report (Chris)

Update on future staff leadership (John)

Board member nominating committee (Sandy)

New business?

Executive Session – Board members only

Update on Carol Kobza separation from employment (John, et al.)

Van Go Board Meeting Wednesday, September 9, 2020

Present:

Michel Loomis, Becki Dick, Amy Shumaker, Stan Ricketts, Ralph Gage, John Bullock, Andrew Hansen, Jacki Berra, Judy Wright, Billy Pilgrim, Sandy Praeger, Kris Matthews, Jennifer Roth, Justin Anderson, Anthea Scouffas

Also Present:

Kristen Malloy, Eliza Darmon, Sarah Humbert, Chris Kohart

Welcome

John called the meeting to order at 4:02 p.m. and welcomed everyone. Judy moved to approve the minutes of the August meeting and Ralph seconded. All approved.

Program Report

Kristen shared that things are extremely busy right now. Hopefully everyone saw photos of the beautiful backboards unveiled at the Lawrence Douglas County Housing Authority. Those will be installed at their Edgewood courts in the next couple of weeks. We also officially wrapped up the summer JAMS program by unveiling the needs pantries last week. A physically distanced needs pantry unveiling party was held for the youth where they got to showcase all their hard work and dedication from the summer. This was a small but mighty crew that helped us pilot things in health and safety protocols. After finishing the unveiling, we moved to a Pantry Preview Party and had a great response to the pantries. At that event alone we sold eight of the 12 needs pantries. Jennifer Roth noted that Van Go had three events in one day—the basketball hoops and pantry unveilings.

Yesterday we started the fall JAMS program on site for a six-week session. We had a great response to our call for applications. In the summer session, we kept to youth who had worked at least one prior session so the only new pieces were the health and safety protocol. This time, we opened applications to people who had never worked at Van Go. We have a nice returning group of people who worked this summer in leadership roles, and brought in new people as well.

The other exciting thing about fall JAMS is that the Douglas County Commission approved the mural project. The youth will create a beautiful mural at the 31st Street underpass at Louisiana and 31st Street by Broken Arrow. This gives us the ability to have the youth outside which is very nice for our health and safety protocols. We will do three weeks on site with everyone and then start painting out at the mural site. Rick and Kristen met with the county this morning to finetune some details and they could not be more excited.

Arts Train begins next week and we are preparing for them. It will be a fun and possibly challenging problem solving experience. We'll have five youth in the gallery space and the remaining youth at the White Schoolhouse (thanks again, Jennifer Roth, for allowing us to use it). We will still be staying true to physically distancing workspaces, sanitizing protocols, masks, and our comprehensive check-in that helped us to stay successful this summer. One of the key pieces to success is that we are prepared to do remote work if necessary with the iPads and some "break in case of emergency" kits if kids do become ill and unable to come in to work. We're prepared to shift on a dime individually or as a group.

Please keep an eye on our social media so you can see what we're up to as our space remains closed to the public.

Fundraising, Development, and Grants Report

Eliza noted that things are rolling in fundraising and development, and we are coming up on a busy season. We mailed out our fundraising mailer—thanks to everyone who wrote notes. We received almost \$3,000 already! Something separate will go to the Avant Garde in late November. We generally do that request separately. As everyone else said, the pantries have been very successful. We sold two today so there's only one left—we're hoping to get it sold to Woodlawn Elementary school. Nearly everyone that showed up to our public unveiling bought a pantry. It was a very nice night. Eliza will share the photo album with every one of the youth unveiling their pantries. Eliza's "Go Van Go" was a neat moment when Lois Orth-Lopes and Steve Lopes shared some history of hearing Lynne present the idea for Van Go, and then found their tile on the glass wall. It felt like a beautiful full circle moment.

Postcards with invitations to Dinner on the Curve should arrive next week. We've sold 36 tickets so far. We ask board members to sell or invite eight people. The show piece is coming along. We've decided to pre-record the show so we have more control over it and can do some creative things and plan ahead. We will be working with Making Movies to provide the music, and Adam Johnson from the Cider Gallery is going to be filming us. John noted that the Dinner on the Curve ticket price this year is pretty affordable this year. It might be more approachable to invite people.

The Adornment online show is coming along. Our VISTA, Tay, set up the board room as a staging area for photographing and listing all of our merchandise. We have two months or so of prep time before we launch the store online.

For Grants, we got a portion of what we asked for from the county -- \$6,700 for future PPE expenses, and the spring mural. If anyone has a connection with a location in downtown or East Lawrence for the spring mural, which will focus on essential workers and interweave some BIPOC people as well, please let us know.

Anthea suggested speaking with the Unmistakably Lawrence folks about locations. Eliza said she's also planning to speak to Pat Watkins.

Eliza is still waiting to hear back about the Spark grant. We applied for \$20k for staff wages. We are also waiting to hear back on several other grants that we have submitted. John Bullock asked if Eliza could prepare for our next meeting "where we are/how we're tracking vs. goals" for this year since we're heading into the final quarter. It's been a unique year so things have changed a lot from where we started. Eliza noted that Kristen, Chris, and Eliza went through and edited their budget expectations after the pandemic hit. She feels if we can hit the individual giving goal we'll be in great shape. Next month she should have a better idea of where we stand, with another month of fundraising mailer returns and Dinner on the Curve income under our belt.

Honoring Ellie LeCompte

As you all know, we were the beneficiaries of a portion of the estate of Ellie LeCompte. Kristen and Eliza have been discussing options to honor her. They propose a three-pronged approach:

1. A scholarship in her name.
2. Name the social work room after Ellie. She was a psychotherapist so it feels very appropriate.
3. One of our young artists does pet portraits and Ellie loved her dogs. We would like to commission that artist to paint a portrait of Ellie's dogs to hang in the social work room.

Jennifer Roth asked if we need to make any motions on this. Eliza recommended waiting until they have fleshed out the scholarship piece and then making a motion perhaps at that time. Stan Ricketts asked Chris Kohart if there are any guidelines with the foundation where the money is sitting. Chris said the only stipulation was "for the good of Van Go."

Financial Report

Chris reported that as of the end of August we have \$80,000 in operations accounts, about \$30k ahead of where we were last year. On the income/expense summary, our net ordinary income is at a loss of \$174k. Our cash position is better. We have PPP money that we fully utilized, but have not yet recognized as income. Once that's factored in, we're at a much more normal place. We're in a pretty good position. The PPP loan should get recognized on the next financial statements. If we get the Spark money that will be very nice. Our current financial ratio is better (7.63). Cash on hand is 33 days' worth vs 23 last year. That doesn't include our cash at the DCCF.

The final LeCompte check was received, about \$218k. It was a pretty significant final settlement from her estate. We received about \$432k total. Chris also needs to reconcile the Endowment numbers so he can give an up-to-date Endowment pledge number.

Our current liabilities are still very healthy. Our debt position is very healthy. Total expenses are down about \$45k from this time last year. We're pacing to have some cost savings in a time when our revenue is down due to the pandemic. Once PPP is recognized we'll be almost identical to where we were last year. We're not going to put a lot of WIOA revenue in for the fall due to how we balanced grant funds for this time period. We're rebalancing and using more of the Rice Foundation funds that need to be used before the end of the year. We'll use the WIOA funds later on when it balances better with the other grants.

Stan said it seems remarkable how the staff is doing with fundraising. Jennifer agreed and said she is very thankful for all the Van Go staff. Eliza said when there's good programming going on, it's easy to ask for money for it. Kris Matthews reiterated how well Van Go is functioning and alive.

There's a conversation to be had about the payroll tax deferral—if we don't participate we would not be able to receive the tax forgiveness, IF that happens, which is not guaranteed at this point. If it's just a deferral that's not something we would want to participate in. However, if it does turn into a forgiveness, that extra money would be helpful to a lot of our kids. Andrew Hansen suggested that the board could choose to cover the cost if the amount is not forgiven so the double taxes are not passed on to the kids. Becki Dick said that as an employer, if any employees quit then the employer is on the hook. Chris noted there's a pretty hefty administrative cost as most payroll software is not equipped to track this.

Board member recruitment/nominating committee

John says that the bylaws state that the Executive Committee functions as the nominating committee. What they are going to do is look at the composition of the board through many lenses, when terms are expiring, etc. and look at populating the open spots with people who might represent different communities or kinds of diversity or different skillsets. It could be economic diversity, gender identity diversity, race, ethnicity, people who have participated in our programming—there are lots of ways to look at it. If you think of people who might be interested or good candidates, filter it back to the Exec Committee before you reach out to the person. We want to continue to diversify our board and have different voices represented and people who are passionate about Van Go. Becki said if there are specific areas we're looking to target, that would be helpful for her to know to be able to narrow down who to think of.

Kristen said there are a lot of people who are “past” their term limits but we’re still very happy to have here—so we are trying to figure out where we are since many stayed on through the transition year. Also, we are moving into a strategic planning year so we need to keep that in mind as well. John seconded Kristen’s thought about minimizing disruption, but we might be able to fill seats without replacing too many people. Justin Anderson said he’s definitely rolling off. We are not sure who else is at this point.

Changing date of October board meeting

The meeting is currently scheduled for October 14—immediately after DOC and during the final week of JAMS. We agreed to move the meeting to the third Wednesday, October 21st, instead.

New business?

No new business was raised.

The meeting adjourned at 5:03 into an executive session.



VAN GO PROGRAMS STATUS REPORT

VAN GO PROGRAMS: THE ARTS TRAIN & JAMS

REPORT DATE	REPORT NAME	PREPARED BY
10/19/20	Program Report to the Board	Kristen Malloy, Director of Programs

VAN GO PROGRAMS STATUS SUMMARY

September and October have been filled with onsite work experience in both of our JAMS and TAT programs. Employing the Health & Safety protocols and best practices from the Summer JAMS session, we have met with success in our fall sessions to date. Fall JAMS ran in conjunction with USD 497 in remote learning to minimize exposures, while still providing an opportunity for the youth to have important social connections during this timeframe. We are also well underway with successfully managing onsite work experience at two locations for the start of the Fall 2020 Arts Train semester. This arrangement will continue through the end of the Fall JAMS session, at which time we will have all of the TAT group resume onsite at Van Go.

THE ARTS TRAIN OVERVIEW

- Our 2020-2021 TAT session commenced in mid-September both onsite at Van Go, as well as at a satellite location at the Little White Schoolhouse, to allow for safety and physically distanced workspaces.
- We have nine (9) young adults, ages 18-24, working with us this fall and recruitment efforts and open enrollment is continuing to fill 1-2 additional spots in the program. See “Go Van Go” for pictures!
- Fall TAT Teaching Artist Rotations: Rick Wright (*2D/3D products for Adornment*); Bailey Wilson (*jewelry*); Kate Dinneen (*blacksmithing*); Raven Naramore (*textiles & culinary*); Alicia Kelly (*screen printing*)

JAMS OVERVIEW

- The Fall JAMS session successfully ran without interruption for 6-weeks onsite at Van Go from September 8th –October 15th.
- Twelve (12) youth, ages 14-18 years old, participated in the Fall JAMS session focused on creating a mural on the 31st Street underpass for the Douglas County Commission, as well as creating art product for both Dinner on the Curve and our upcoming Adornment Show.
- **Session by the Numbers**: Attendance Rate: 99%; Punctuality Rate: 98%; Completion Rate: 100%
10 of 12 Youth with Perfect Attendance!
- **Van Go Pre-Employment Prep Program (PEPP)** - At the end of October, we will be piloting this new 4-week extension of our JAMS program. Designed for 14-18 year olds continuing in remote learning, these 8-10 selected youth will have the opportunity to have quality, in-person social interactions focused on building job and life skills, with an element of art expression. They will earn a stipend for their 5-6 hours of participation in the PEPP. Thanks to the Cider Gallery for the use of their beautiful space for our PEPP too!

WIOA UPDATES

With the advent of onsite work experience back at Van Go, we are pleased to report that work experience wages are continuing to be reimbursed by Heartland Works/WIOA for our enrolled youth in both our JAMS and TAT programs.

“GO VAN GO!”

The Arts Train is back in the house 😊!
Look at how busy they have been in their first few weeks!





VAN GO DEVELOPMENT STATUS REPORT

VAN GO DEVELOPMENT

REPORT DATE	REPORT NAME	PREPARED BY
10/21/20	Development Update	Eliza Darmon

SUMMARY

Dinner on the (Flattened) Curve was successful with a bonus 'Learning Curve'. Ticket sales and logistics were very successful but nothing can compete with a live in-person auction. Slow and steady wins the race is the motto for the fundraising mailer (as always)—we continue to bring in dollars and we have a plan to promote it again early December. All on the pantries are spoken for! Next, on to Adornment and Avant Garde giving.

FUNDRAISING/EVENTS/PR

Development/Fundraising:

The fundraising mailer is on par with previous years garnering \$11,000 to date. We will do another big push to support the mailer early December. We are closing in on our goal of \$15,000.

The Development Committee met last Thursday to begin the final planning process for meeting our \$130,000 budget goal for Individual Contributions. There will be a special mailer to the Avant Garde and 25-30 face to face requests made.

Pantries: All are spoken for and we have 5 more in the works for Adornment.

Dinner on the (flattened) Curve:

We had a ball filming the video, and I hope you've had a chance to watch it! We grossed roughly \$66,857 via Dinner on the Curve which we are very pleased with.

Income breakdown: Sponsorships: \$21,647, Tickets: \$19,710, Auction: \$20,075, Fund A Need: \$2,925, Donations: \$2,500.

I believe we could have nearly doubled the auction had we been in person. The drive through pre-party/meal pick-up was a highlight—it was so great to see our supporters in person. VG staff was extremely helpful. TK and Emily from Merchants Pub & Plate deserve all of your business—they gave it their all! We received tons of positive feedback on the trays.

Learning Curve: It is no less work to pull off a virtual fundraiser! Whew. And, there is nothing like a LIVE auction to raise money. All in all, I would call it a success. Thanks for selling tickets and hosting gatherings!

Adornment:

Our online shop is under way, and should be ready to launch mid-November which will allow for a couple extra weeks of Adornment shopping. We will set up the gallery for shoppers to enter in the north door and plan to be open per usual.

GRANTS

We are waiting to hear from DCCF, Rice Foundation, Kriz Foundation, and are preparing a proposal for Winter Family Foundation. We did not receive the state SPARK funds, or the Evergy Hometown Recovery grant.

Awarded Federal/Government	Use of Funds	Amt recd	ck received	Notes
KCAIC FY20 Strategic Investments	leadership consultant	\$7,500	reimbursement	
KCAIC	COVID: utilities and gen op	\$20,000	reimbursement	
WIOA - FY21	youth, staff wages	\$261,345	reimbursement	
DG Cty CARES	PPE for fall programming	\$6,700	reimbursement	requested \$27,400
KCAIC - FY21 Innovative Parntership	Spring 2021 Mural	\$16,000	reimbursement	
Douglas County	mental health	\$20,000		
Total Govt Grants		\$331,545		
Awarded: Foundations	Use of Funds	Amt recd	ck received	Notes
KHF	COVID: safety net & social workers	\$25,000		
Shumaker Family Foundation	general operating	\$15,000		
DCCF COVID fund	youth ipads, housing	\$5,000		
Evergy Foundation	adornment	\$4,000		
Topeka Community Foundation	Go Healthy: mental health	\$5,600		requested \$10,000
Sprouts Neighborhood Grant	Go Healthy	\$5,000		
OPUS Foundation	Covid/Gen Op	\$5,000		
Total Foundations		\$64,600		
Awarded: Corporate / Business	Use of Funds	Amt recd		Notes
Hills Pet Foods	general operating	\$5,000		
Total Corporate/Business		\$5,000		
Pending	Use of Funds	Amt req		Notification
LCAC	art supplies	\$5,000		
DCCF Community Grant	ipads and projectors	\$4,300		
Beach Family Foundation	Adornment 2021	\$20,000		
Rice Family Foundation	youth wages	\$25,000		
Kriz Foundation	capital improvements	\$20,000		*2021expenses will need to be budgeted
Total Pending		\$565,045		
In the Works/Coming Soon	Use of Funds	Amount	Deadline	Notes
City of Lawrence, social service & alcohol tax	gen op and drug/alcohol prevention	\$60,000	November	
Winter Family Foundation	youth salaries	\$20,000	11/1/2020	
Total		\$80,000		
Denied/Declined				
SPARK: state small biz working grant	wages, gen op	\$20,000		state covid funding
DCCF Momentum	Go Healthy	\$6,000		
Evergy Hometown Econ Recovery Grant	spring 2021 programming	\$25,000		
Total Declined		\$51,000		

HOW YOU CAN HELP

Thank you for bringing snacks—this is HUGE!

We are seeking a downtown mural location for our spring mural 2021. Ideas?

SHARE our posts of Facebook, Instagram + forward our newsletters to your friends. So many people are connecting in this way right now, please share the love!

Would you like to submit a board highlight? Please send it to us@van-go.org.

###

▪ **Cash**

	\$62,155	Operations (CNB checking & Prestige MM)
	\$354	Petty Cash
	\$62,509	Total Cash

▪ **Total Assets** **\$2,683,978**

▪ **Total Debt** **\$106,100**

▪ **Income and Expenses (Operations)**

Accrual Basis, As of 09/30/20

	Actual YTD	Annual Budget	\$ Over Under (-) Budget
Total Income	\$540,634	\$855,610	-\$314,976
Total Expenses	\$580,788	\$877,940	-\$297,152
Net Ordinary Income	-\$40,154	-\$22,330	-\$17,824

▪ **Financial Developments**

- Van Go's current ratio for 2020 is 6.18. At this time last year Van Go's current ratio was 10.82.
- Van Go's number of days on cash hand for 2020 is 33.12. At this time last year Van Go's number of days on hand was 38.25.
- Net ordinary income for FY20 (-\$40,154) is a (.89%) change from net ordinary income for FY19 (-\$40,517).
- As of September 30, Van Go has fully utilized the PPP funds and KCAIC COVID-19 funds.
- Van Go received final settlement from the Lecompte estate on August 26, 2020. The final settlement to Van Go totaled \$218,292.63.

Van Go Inc

BALANCE SHEET

As of September 30, 2020

	TOTAL	
	AS OF SEP 30, 2020	AS OF SEP 30, 2019 (PY)
ASSETS		
Current Assets		
Bank Accounts		
Central National Bank Checking	25,281.26	79,591.61
Central National Prestige MM	36,873.87	
Petty Cash	353.98	190.05
Total Bank Accounts	\$62,509.11	\$79,781.66
Accounts Receivable		
Accounts Receivable	0.00	0.00
Endowment Pledges Receivable	87,744.43	124,744.43
Grants Receivable	67,246.41	56,479.72
Merchandise Sales	-450.00	-250.00
Pledges Receivable	75.00	0.00
Total Accounts Receivable	154,615.84	180,974.15
Total Accounts Receivable	\$154,615.84	\$180,974.15
Other Current Assets		
Prepaid Expenses	371.29	551.78
Undeposited Funds	17,500.00	14,034.03
Total Other Current Assets	\$17,871.29	\$14,585.81
Total Current Assets	\$234,996.24	\$275,341.62
Fixed Assets		
Building		
Accumulated Depreciation	-605,908.22	-605,908.22
Cost	1,633,865.56	1,633,865.56
Total Building	1,027,957.34	1,027,957.34
Equipment/Furnishings		
Equipment/Furnishings	15,660.00	15,660.00
Accumulated Depreciation	-174,179.15	-174,179.15
Cost	168,115.59	168,115.59
Total Equipment/Furnishings	9,596.44	9,596.44
Land and Land Improvements	45,277.00	45,277.00
Total Fixed Assets	\$1,082,830.78	\$1,082,830.78
Other Assets		
Beneficial interest held - DCCF	839,339.45	892,422.04
LeCompete Funds held at DCCF	432,781.93	435,685.50
Operating Funds held at DCCF	94,029.93	35,701.90
Total Other Assets	\$1,366,151.31	\$1,363,809.44
TOTAL ASSETS	\$2,683,978.33	\$2,721,981.84

Van Go Inc

BALANCE SHEET

As of September 30, 2020

	TOTAL	
	AS OF SEP 30, 2020	AS OF SEP 30, 2019 (PY)
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable	6,879.31	8,234.70
Total Accounts Payable	\$6,879.31	\$8,234.70
Credit Cards		
Chase Card	14,416.32	4,738.20
Total Credit Cards	\$14,416.32	\$4,738.20
Other Current Liabilities		
*Payroll Liabilities	1,375.36	300.81
FICA & Federal Withholding Tax	95.64	0.00
Ks Withholding Tax	2.14	0.00
Retirement Plan Payable	1,062.72	648.28
Total *Payroll Liabilities	2,535.86	949.09
Total Other Current Liabilities	\$2,535.86	\$949.09
Total Current Liabilities	\$23,831.49	\$13,921.99
Long-Term Liabilities		
Building Loan	0.00	211,373.02
Total Long-Term Liabilities	\$0.00	\$211,373.02
Total Liabilities	\$23,831.49	\$225,295.01
Equity		
Retained Earnings	2,578,977.50	2,039,041.83
Net Income	81,169.34	457,645.00
Total Equity	\$2,660,146.84	\$2,496,686.83
TOTAL LIABILITIES AND EQUITY	\$2,683,978.33	\$2,721,981.84

Van Go Inc

PROFIT AND LOSS

January - September, 2020

	TOTAL	
	JAN - SEP, 2020	JAN - SEP, 2019 (PY)
Income		
Building Event Revenue		8,700.00
Commissioned Sales	2,590.00	11,400.00
Benchmark	4,000.00	25,145.00
Total Commissioned Sales	6,590.00	36,545.00
Contributions Income	51,923.55	39,300.02
Corporate Sponsors	5,000.00	5,000.00
Foundations	37,100.00	24,180.66
KS Health Fdn.	25,000.00	25,000.00
Shumaker Family Fdn	15,000.00	15,000.00
Total Foundations	77,100.00	64,180.66
Windfall	1,955.30	
Total Contributions Income	135,978.85	108,480.68
Fundraiser	7,593.45	
Annual Event	24,485.00	54,985.00
Culinary Hearts	721.00	47,939.92
Total Fundraiser	32,799.45	102,924.92
Gallery Sales	3,173.28	2,485.08
Adornment 2012		4,000.00
Total Gallery Sales	3,173.28	6,485.08
Grants	106,100.00	3,750.00
City Alcohol Tax	30,000.00	31,000.00
City of Lawrence	24,000.00	30,000.00
Douglas County	22,010.00	20,000.00
Heartland Works (WIA)	152,916.56	207,180.03
KS Arts Commission AIE	27,000.00	22,466.00
Total Grants	362,026.56	314,396.03
Interest Income	41.20	
Miscellaneous Income	25.00	
Total Income	\$540,634.34	\$577,531.71
GROSS PROFIT	\$540,634.34	\$577,531.71
Expenses		
**Payroll Wages		0.00
Arts Train Wages	35,659.63	41,710.89
Jams Wages	40,174.69	35,077.76
Salary	252,178.51	272,881.32
Total **Payroll Wages	328,012.83	349,669.97

Van Go Inc

PROFIT AND LOSS

January - September, 2020

	TOTAL	
	JAN - SEP, 2020	JAN - SEP, 2019 (PY)
*Payroll Expenses		
FICA Expenses	24,938.12	26,727.14
Health/Dental Insurance	22,590.57	22,546.44
Retirement plan expense	6,935.62	6,735.20
SUTA Expense	0.00	-82.44
Workers Compensation	1,500.15	1,700.50
Total *Payroll Expenses	55,964.46	57,626.84
Advertising & Marketing	1,425.50	2,525.65
Bank Service Charges	1,419.49	2,643.57
Contracted employees		
Contract Artists/JAMS	195.75	
Contract Artists/TAT	4,200.00	12,775.00
Event Coordinator	3,100.00	1,450.00
Financial Director	18,900.00	18,000.00
Grant Writer	20,542.53	20,187.81
Lunch Program Coordinator	3,120.00	3,840.00
VISTA	4,500.00	
Total Contracted employees	54,558.28	56,252.81
Dues and Subscriptions	3,310.15	2,298.30
Equipment Purchases	12,462.81	928.23
Equipment Rental	2,726.10	7,616.37
Food and Beverage	97.09	
Board of Directors	386.54	418.15
Development	1,202.06	3,944.66
JAMS	4,308.71	8,027.34
Staff	424.98	1,659.94
Total Food and Beverage	6,419.38	14,050.09
Insurance		
Automobile Insurance	5,451.56	3,528.33
Building Insurance	5,727.06	5,435.28
Liability Insurance	4,764.39	4,503.17
Total Insurance	15,943.01	13,466.78
Interest Expense	69.82	7,864.59
Licenses and Permits	3,129.89	5,131.81
Miscellaneous		
Background checks	103.85	297.55
Total Miscellaneous	103.85	297.55
Participant Assistance	3,629.44	1,704.97
Photography	144.00	247.64
Postage and Delivery	2,291.76	2,908.70
Printing and Reproduction	6,046.39	6,095.88

Van Go Inc

PROFIT AND LOSS

January - September, 2020

	TOTAL	
	JAN - SEP, 2020	JAN - SEP, 2019 (PY)
Professional Fees	10,636.61	6,713.06
Accounting		765.00
Cleaning	820.00	1,040.00
Total Professional Fees	11,456.61	8,518.06
Repairs and Maintenance		
Building Repairs	21,109.67	14,742.00
Equipment		597.11
Total Repairs and Maintenance	21,109.67	15,339.11
Supplies/Equipment - Other		
Agency Development	285.96	1,754.16
Building	1,544.97	775.25
Office Supplies/Equipment	1,774.00	4,304.80
Total Supplies/Equipment - Other	3,604.93	6,834.21
Supplies/Equipment - Product		
Art	24,342.56	26,860.25
Merchandise	1,142.81	2,143.90
Woodshop	6,068.12	5,616.44
Total Supplies/Equipment - Product	31,553.49	34,620.59
Telephone	3,233.42	3,059.63
Internet Access	684.55	662.54
Security system	449.00	449.00
Total Telephone	4,366.97	4,171.17
Travel & Training		315.00
JAMS	377.46	958.19
Staff	290.31	2,740.30
Total Travel & Training	667.77	4,013.49
Utilities		
Gas and Electric	8,910.66	10,801.26
Water/Trash	951.71	1,184.31
Total Utilities	9,862.37	11,985.57
Vehicle Repairs/Maintenance	509.40	1,236.38
Total Expenses	\$580,788.37	\$618,048.33
NET OPERATING INCOME	\$ -40,154.03	\$ -40,516.62
Other Income		
Endowment Campaign	218,442.63	5,275.00
Investment Income	-23,758.32	8,390.03
Beneficial interest	-62,370.64	484,147.59
Total Investment Income	-86,128.96	492,537.62
Total Other Income	\$132,313.67	\$497,812.62

Van Go Inc

PROFIT AND LOSS

January - September, 2020

	TOTAL	
	JAN - SEP, 2020	JAN - SEP, 2019 (PY)
Other Expenses		
Futures Fund	46.00	
Non-Recurring Expenses		
Professional Fees	10,944.30	
Total Non-Recurring Expenses	10,944.30	
Other Expenses		-349.00
Total Other Expenses	\$10,990.30	\$ -349.00
NET OTHER INCOME	\$121,323.37	\$498,161.62
NET INCOME	\$81,169.34	\$457,645.00

Van Go Inc

BUDGET VS. ACTUALS: FY_2020 - FY20 P&L

January - September, 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
Building Event Revenue		5,000.00	-5,000.00	
Commissioned Sales	2,590.00	5,000.00	-2,410.00	51.80 %
Benchmark	4,000.00	25,000.00	-21,000.00	16.00 %
Total Commissioned Sales	6,590.00	30,000.00	-23,410.00	21.97 %
Contributions Income	51,923.55	130,000.00	-78,076.45	39.94 %
Corporate Sponsors	5,000.00	35,000.00	-30,000.00	14.29 %
Foundations	37,100.00	130,000.00	-92,900.00	28.54 %
KS Health Fdn.	25,000.00		25,000.00	
Shumaker Family Fdn	15,000.00		15,000.00	
Total Foundations	77,100.00	130,000.00	-52,900.00	59.31 %
Windfall	1,955.30		1,955.30	
Total Contributions Income	135,978.85	295,000.00	-159,021.15	46.09 %
Endowment Earnings		56,520.00	-56,520.00	
Fundraiser	7,593.45		7,593.45	
Annual Event	24,485.00	105,000.00	-80,515.00	23.32 %
Culinary Hearts	721.00	30,000.00	-29,279.00	2.40 %
Total Fundraiser	32,799.45	135,000.00	-102,200.55	24.30 %
Gallery Sales	3,173.28	3,000.00	173.28	105.78 %
Adornment 2012		20,000.00	-20,000.00	
Total Gallery Sales	3,173.28	23,000.00	-19,826.72	13.80 %
Grants	106,100.00		106,100.00	
City Alcohol Tax	30,000.00	24,000.00	6,000.00	125.00 %
City of Lawrence	24,000.00	30,000.00	-6,000.00	80.00 %
Douglas County	22,010.00	20,000.00	2,010.00	110.05 %
Heartland Works (WIA)	152,916.56	237,090.00	-84,173.44	64.50 %
KS Arts Commission AIE	27,000.00		27,000.00	
Total Grants	362,026.56	311,090.00	50,936.56	116.37 %
Interest Income	41.20		41.20	
Miscellaneous Income	25.00		25.00	
Total Income	\$540,634.34	\$855,610.00	\$ -314,975.66	63.19 %
GROSS PROFIT	\$540,634.34	\$855,610.00	\$ -314,975.66	63.19 %
Expenses				
**Payroll Wages				
Arts Train Wages	35,659.63	51,639.00	-15,979.37	69.06 %
Jams Wages	40,174.69	48,720.00	-8,545.31	82.46 %
Salary	252,178.51	389,563.00	-137,384.49	64.73 %
Total **Payroll Wages	328,012.83	489,922.00	-161,909.17	66.95 %
*Payroll Expenses				
FICA Expenses	24,938.12	37,479.00	-12,540.88	66.54 %
Health/Dental Insurance	22,590.57	32,806.00	-10,215.43	68.86 %

Van Go Inc

BUDGET VS. ACTUALS: FY_2020 - FY20 P&L

January - September, 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Retirement plan expense	6,935.62	11,687.00	-4,751.38	59.34 %
Workers Compensation	1,500.15	2,629.00	-1,128.85	57.06 %
Total *Payroll Expenses	55,964.46	84,601.00	-28,636.54	66.15 %
Advertising & Marketing	1,425.50	4,000.00	-2,574.50	35.64 %
Awards/Gifts		510.00	-510.00	
Bank Service Charges	1,419.49	5,211.00	-3,791.51	27.24 %
Contracted employees				
Contract Artists/JAMS	195.75	3,840.00	-3,644.25	5.10 %
Contract Artists/TAT	4,200.00	12,875.00	-8,675.00	32.62 %
Event Coordinator	3,100.00	3,539.00	-439.00	87.60 %
Financial Director	18,900.00	25,200.00	-6,300.00	75.00 %
Grant Writer	20,542.53	27,186.00	-6,643.47	75.56 %
Lunch Program Coordinator	3,120.00	4,920.00	-1,800.00	63.41 %
VISTA	4,500.00	4,000.00	500.00	112.50 %
Total Contracted employees	54,558.28	81,560.00	-27,001.72	66.89 %
Dues and Subscriptions	3,310.15	2,505.00	805.15	132.14 %
Equipment Purchases	12,462.81	4,550.00	7,912.81	273.91 %
Equipment Rental	2,726.10	18,200.00	-15,473.90	14.98 %
Food and Beverage	97.09		97.09	
Board of Directors	386.54		386.54	
Development	1,202.06	16,000.00	-14,797.94	7.51 %
JAMS	4,308.71	10,692.00	-6,383.29	40.30 %
Staff	424.98	1,360.00	-935.02	31.25 %
Total Food and Beverage	6,419.38	28,052.00	-21,632.62	22.88 %
Insurance				
Automobile Insurance	5,451.56	3,270.00	2,181.56	166.71 %
Building Insurance	5,727.06	7,542.00	-1,814.94	75.94 %
D&O Insurance		1,690.00	-1,690.00	
Liability Insurance	4,764.39	6,673.00	-1,908.61	71.40 %
Total Insurance	15,943.01	19,175.00	-3,231.99	83.14 %
Interest Expense	69.82		69.82	
Licenses and Permits	3,129.89	5,400.00	-2,270.11	57.96 %
Miscellaneous		750.00	-750.00	
Background checks	103.85		103.85	
Total Miscellaneous	103.85	750.00	-646.15	13.85 %
Participant Assistance	3,629.44	2,250.00	1,379.44	161.31 %
Photography	144.00	510.00	-366.00	28.24 %
Postage and Delivery	2,291.76	5,760.00	-3,468.24	39.79 %
Printing and Reproduction	6,046.39	8,000.00	-1,953.61	75.58 %
Professional Fees	10,636.61	15,850.00	-5,213.39	67.11 %
Accounting		8,500.00	-8,500.00	
Cleaning	820.00	1,360.00	-540.00	60.29 %

Van Go Inc

BUDGET VS. ACTUALS: FY_2020 - FY20 P&L

January - September, 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total Professional Fees	11,456.61	25,710.00	-14,253.39	44.56 %
Repairs and Maintenance				
Building Repairs	21,109.67	5,170.00	15,939.67	408.31 %
Equipment		2,500.00	-2,500.00	
Total Repairs and Maintenance	21,109.67	7,670.00	13,439.67	275.22 %
Supplies/Equipment - Other				
Agency Development	285.96	3,000.00	-2,714.04	9.53 %
Building	1,544.97	2,940.00	-1,395.03	52.55 %
Office Supplies/Equipment	1,774.00	5,735.00	-3,961.00	30.93 %
Total Supplies/Equipment - Other	3,604.93	11,675.00	-8,070.07	30.88 %
Supplies/Equipment - Product				
Art	24,342.56	22,547.00	1,795.56	107.96 %
Merchandise	1,142.81	3,150.00	-2,007.19	36.28 %
Woodshop	6,068.12	15,500.00	-9,431.88	39.15 %
Total Supplies/Equipment - Product	31,553.49	41,197.00	-9,643.51	76.59 %
Telephone	3,233.42	5,220.00	-1,986.58	61.94 %
Internet Access	684.55	1,236.00	-551.45	55.38 %
Security system	449.00		449.00	
Total Telephone	4,366.97	6,456.00	-2,089.03	67.64 %
Travel & Training		2,800.00	-2,800.00	
JAMS	377.46	750.00	-372.54	50.33 %
Staff	290.31	1,750.00	-1,459.69	16.59 %
Total Travel & Training	667.77	5,300.00	-4,632.23	12.60 %
Utilities				
Gas and Electric	8,910.66	14,647.00	-5,736.34	60.84 %
Water/Trash	951.71	2,379.00	-1,427.29	40.00 %
Total Utilities	9,862.37	17,026.00	-7,163.63	57.93 %
Vehicle Repairs/Maintenance	509.40	1,950.00	-1,440.60	26.12 %
Total Expenses	\$580,788.37	\$877,940.00	\$ -297,151.63	66.15 %
NET OPERATING INCOME	\$ -40,154.03	\$ -22,330.00	\$ -17,824.03	179.82 %
Other Income				
Endowment Campaign	218,442.63		218,442.63	
Investment Income	-23,758.32		-23,758.32	
Beneficial interest	-62,370.64		-62,370.64	
Total Investment Income	-86,128.96		-86,128.96	
Total Other Income	\$132,313.67	\$0.00	\$132,313.67	0.00%
Other Expenses				
Futures Fund	46.00		46.00	
Non-Recurring Expenses				
Professional Fees	10,944.30		10,944.30	

Van Go Inc

BUDGET VS. ACTUALS: FY_2020 - FY20 P&L

January - September, 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total Non-Recurring Expenses	10,944.30		10,944.30	
Total Other Expenses	\$10,990.30	\$0.00	\$10,990.30	0.00%
NET OTHER INCOME	\$121,323.37	\$0.00	\$121,323.37	0.00%
NET INCOME	\$81,169.34	\$ -22,330.00	\$103,499.34	-363.50 %