



## Van Go, Inc. Board Meeting Agenda

May 19, 2021

Time: 4:00-5:30 pm

Location: ZOOM LINK: <https://zoom.us/j/5369995320>

- I. Call to Order
- II. Approval of the Agenda
- III. Approval of the Minutes
- IV. Reports
  - A. Co-Executive Directors
    1. Development & Operations Update (Eliza)
    2. Program & HR Update (Kristen)
  - B. Finance (Chris)
    1. VG Finances Overview
    2. Financial Statements
  - C. Board President
  - D. Committees
    1. Development Committee (Eliza)
- V. Old Business
  - A. Strategic Planning Update (Jen)
  - B. New Board Member Update (Sandy)
- VI. New Business
  - A. In-Person Meeting Discussion (Jen)
- VII. Comments and Announcements
- VIII. Adjournment
- IX. Executive Session

**Next meeting date Wednesday, June 16, 2021 4:00-5:30 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 in the bottom right corner of the page.

Van Go Full Board Meeting  
Wednesday, April 21, 2021

Present: Jennifer Roth, Stan Ricketts, Jackie Berra, Mona Cliff, Amy Shumaker, Michel Loomis, Becki Dick, John Bullock, Sandy Praeger, Ellen Chindamo, Anthea Scouffas, Katie Winter

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

**Executive Session**

This meeting began with an executive session.

**Call to Order**

Board president Jen Roth called the regular meeting to order at 4:45pm.

**Approval of the Agenda**

Jen moved to approve the meeting agenda and Michel Loomis seconded. All approved.

**Approval of the Minutes**

Anthea Scouffas moved to approve the minutes from last month and Sandy Praeger seconded. All approved.

**Reports – Co-Executive Directors**

Eliza Darmon reported that we are in full swing for May Day Hey Day. MDHD raises crucial funds for Go Healthy—unrestricted funds that are vital to what we do. This event was created to be COVID friendly, but also we wanted a fundraising event that was family friendly, affordable, and supported our mission. We feel this is an event we can add on to in future years, especially as the Lawrence Loop is completed. The \$25 ticket fee is almost unheard of for our events. We have had to do a lot of outreach to lay the foundation for this event.

To date we've raised \$14k for the event and have about \$10k to go. We've sold 37 individual tickets and 64 team tickets. Please invite everyone you know. We still need volunteers, especially for crossing guards. The after party is really coming together and is a good selling point. We'll have a DJ (one of our Arts Train youth), skateboarding demos by River Rat Skate Shop, and cool funky bikes by Eric Farnsworth. If you're not already signed up, here's what you do: get a group of friends together, buy the \$25 individual ticket, meet up at the Haskell Ave access point, and walk 3 miles to Van Go. Get here between 11am and noon. Easy peasy! We still need your help to sell tickets.

If you aren't able to attend but still want to purchase tickets, we'll find people to use them. We have lots of people we'd be happy to give tickets to.

Michel said she set up a team for MDHD. It was so easy to get people to sign up for \$25. Then Michel sent them a mass email asking for help to raise the additional funds, no pressure. People

weren't at all upset by the extra ask. It was a lot easier than trying to sell a table to a seated fundraiser. People were really happy to join for such an affordable price.

Eliza updated on our business sponsors. Typically we try to raise \$30k in business sponsorships. We're at \$20,750 and waiting for a few more to get back to us. We rolled all our sponsorships into one package for all events this year.

Stan Ricketts, Kristen, and Eliza had a conversation with David Moore and one other Central National Bank representative as a follow up to the error in our round 2 PPP funding. David said they are going to "make it right" over the next two years. They'll make up the PPP error by giving additional funds split over this year and next.

An Avant Garde spring gathering was held last week, including many board. About 40 people attended. We had a snack and some wine and it was a very nice time. Many said it was their first real outing since COVID.

Kristen reported that we finished out the spring JAMS session and many got to see the beautiful artwork that was unveiled on April 15 for the Children's Advocacy Center. We're now moving into Summer Benchmark.

With JAMS wrapping up, we still have The Arts Train on site through the 14<sup>th</sup> of May. We're continuing the spring rotations including a new rotation with Emma, our new Employment Services Coordinator. She's doing some really nice instruction about employability skills with the Arts Train group, which includes everything from interview prep to resume development. At the conclusion of our Arts Train program, every artist leaves with a resume and cover letter template ready to go and edit for future applications. The Arts Train is also back on track with putting our artists into community based internships. Some of them have finished 9 months on-site already. The internships are individually selected based on their needs, interests, and skill sets. We're working with a couple of tattoo shops, The Merc, Pioneer Ridge, and the Bowersock Mills and Power Company. The youth took a tour at Bowersock, and one of them got very excited. The hope is that they can then transition into welding certification at Peaslee.

Kristen shared photos of some artwork you may see around town. Seven bus shelters around town are now adorned with zentangle artwork by The Arts Train. The locations are: 16<sup>th</sup> & Haskell, 7<sup>th</sup> & Vermont, Iowa & 9<sup>th</sup>, 31<sup>st</sup> & Iowa, 27<sup>th</sup> & Holcom, Overland & Free State High School, and Louisiana & 23<sup>rd</sup> St. Any time you want to take photos to share on social media, tag us—we love that stuff!

Summer benchmark applications are out. We're very excited to be bringing back our Benchmark program this summer. It'll be a lot of work to do through our health and safety protocol but we're dedicated to making it work. We're hiring 12 youth. Applications are due Tuesday of next week, and the program will start Monday, June 7. The unveiling will be on Friday, July 30 – mark your calendars! We will also have two interns from the Arts Train

completing two additional benches because our roster is very full, so we'll have 14 benches completed this year.

With JAMS ending, we added in a second round of our Pre Employment Preparation Program. PEPP is currently in our gallery space. We have 9 youth from ages 14 -16 learning and earning a stipend as they're taught how to prepare for future employment. This is a great thing coming out of the Winter Family Foundation money.

### **Reports—Finance**

Chris Kohart reported that our cash position is great: \$246k as of April 1. PPP1 was forgiven in full, and we anticipate PPP2 will be the same. We're juggling a lot of grants to make sure that forgiveness happens. Year to date income is \$147k and expenses are \$184k, which has our income at a loss of \$37k. That's normal. Our current ratio is 12.99 (target is 2) and we have 102 days of cash on hand. We're far ahead of our goals and far ahead of where we were last year. We are looking at the Employee Retention Credit and might qualify later this year, but we'll be keeping a close eye on it. It could credit us \$7k per employee if we have a revenue reduction of over 20%.

The balance sheet shows that our cash position is good. Accounts Payable is pretty high compared to where we normally are. It is mostly the next 3 installments for KUCR for the strategic planning process.

There are two main things to point out on the Profit and Loss statement. Our total income is \$147k compared to \$104k last year. The big chunk of that is individual contributions. We're way ahead of where we would normally be at this point. Also, our City of Lawrence is a zero currently, but timing on the invoice was off so it's not included in this report. Our expenses are pacing very well. Last year we were way under our budget for expenditures. All in all, for year 2 of a pandemic we're in a very good position.

Jen remarked that it's all much easier to understand after the Finances 101 presentation Chris gave at our retreat. Anthea moved to approve the financials and Sandy seconded. All approved.

### **Reports—Board President**

Jen asked everyone to mark their calendars for August 25 from 3-7pm for the strategic planning board retreat.

Last year May Day Hey Day was a pivot, an experiment, and Jen had been thinking about it that way this year. Yesterday it sunk in that this is one of our two big fundraising events. It replaces Culinary Hearts.

It's accessible to people of all ages. Before her team decided to go... elsewhere... Jen had team members from ages 7 – 70. We need to be building a strong foundation for this because it's here to stay. Jen also hadn't realized the importance of unrestricted funds. She finally gets it. Jen wants to emphasize how important it is to get involved and get excited for this event! Sell

your tickets. You can buy them even if you can't attend and Van Go will give them to someone who can't afford them.

Jen sewed banners for 4 days and has raised about \$500 so far to contribute. At this point she might suggest writing a check instead (jokingly), but there are ways to get creative with your fundraising.

### **Reports—Committees**

Eliza reported for the Development Committee. The committee met in March and decided to move ahead with the Avant Garde event last week. We've also decided to proceed with the Patio Parties we discussed last year. It's an opportunity for you to invite 6-8 people to your patio with snacks and beverages, and Van Go will bring the "dog and pony show" and introduce people to Van Go for an hour. It's relaxed, no pressure—just an easy way to educate people about Van Go. We'll hope to do those through the summer months so we'll circulate some potential dates. Beth Easter volunteered to host the first one so we can work out the kinks.

Sandy reported for the nominating committee. With a new vacancy with Ralph Gage's departure, we've got a few names to float. Stan Ricketts will be transitioning off at the end of the year so it would be nice to have someone with a financial background. The two names are Phil Rademacher (a local financial planner) and David Moore from Central National Bank.

Becki Dick said she's known David Moore for 25 years. Their kids went to school together. He'd be a good addition—he's a good person. He used to be on the Ballard Center board. He's got a lot of interest in kids and volunteered as a soccer coach for a long time. She feels he'd be an excellent addition to the board.

Michel Loomis said she knows Phil Rademacher and Rademacher Financial. He was on the arts center board with Michel and was a smart, good board member. She can't imagine him being anything but fantastic. He knows money.

John Bullock mentioned demographics and diversity, and keeping in mind the other spots that may be open at the end of the year. He has nothing negative to say about the candidates, but wanted to make sure we keep those things in mind.

Jen reminded everyone that we have 17 board members now. The bylaws allow for up to 20. At this point, Jen isn't opposed to adding 2 people, but filling Ralph's spot is pursuant to the vacancies clause in our bylaws. If we brought on 2 people, then the 2<sup>nd</sup> would be off-schedule. Sandy reminded everyone that if Kristen and Eliza approach these two and one says yes, we could always hold onto the second name until the end of the year.

John noted that if we're wanting this person to fill the "finance person" role on the board, we should be very clear about that in how we approach them.

Sandy made a motion to authorize Eliza and Kristen to approach these two names with the intention of filling Ralph's spot on the board (and with an eye to stepping into the treasurer's position). Michel seconded the motion. All were in favor.

### **Old Business**

Jen will send an update on Strategic Planning via email to save time. Check this meeting's board packet for the scope of work and updated timeline for strategic planning.

### **New Business**

No new business was introduced.

### **Comments & Announcements**

No comments or announcements were added.

### **Adjournment**

Anthea moved to adjourn and Sandy seconded. The meeting adjourned at 5:38pm.



Co-Executive Directors Board Report  
May 19, 2021

**Development and Operations (Eliza)**

- Events/Fundraising Update:
  - May Day Hey Day Recap
  - Dinner on the Curve: Oct 2, 2021, Merchants & Bates Co. on board
  - Patio Party Sign-Up
  
- Grants Update:
  - Waiting to hear: Topeka Community Foundation, Downing Family Foundation(new), Evergy
  - In the works: Kansas Health Foundation, Sprouts Foundation, Estee Lauder Foundation(new)
  - Awarded: DCCF, St. Patrick's Day Parade
  
- Operations Update:
  - Thanks to DCCF and the Kriz Foundation for the following building improvements: skylights and outdoor lighting are all back working, square metal veggies hung in kitchen, two trees on order from Vinland Valley Nursery to be planted in front 'yard'. There are more in the works.
  
- New Ameri-Corps VISTA: Chloe Hough

**Program Administration and Human Resources (Kristen)**

- The Arts Train (TAT)
  - Spring TAT session ended 5/14/21
  - Summer Internships: The Community Mercantile, The Bowersock Mills and Power Company, Lawrence Tattoo Co., VG Benchmark, VG Summer Lunch



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- TAT cont'd
  - Now recruiting applicants for Fall 2021 session
- JAMS
  - Summer Benchmark 2021 – Session dates: June 7<sup>th</sup> – July 29<sup>th</sup>, 2021
  - Twelve (12) JAMS Apprentice Artists/Two (2) TAT Apprentice Artists creating benches
  - Benchmark Unveiling Date: Friday, July 30<sup>th</sup>
  - Cruising Cupboard Unveiling @ Cider Gallery: Friday, May 28, 4:30-7
- Pre-Employment Preparation Program (PEPP)
  - 4-week session, Five (5) hours/week with a paid stipend for participation
  - Session ended May 12, 2021
- WIOA Update
  - PY21 Budget Request submitted on 4/30/21
  - Total PY21 Request: \$289,988
  - 11% Increase over PY20 allocation



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▪ **Cash**

\$225,780	Operations (CNB checking, Prestige MM & Paypal)
\$487	Petty Cash
<b>\$226,267</b>	<b>Total Cash</b>

▪ **Total Assets    \$3,036,063**

▪ **Total Debt    \$99,830(PPP2)**

▪ **Income and Expenses (Operations)**  
**Accrual Basis, As of 4/30/21**

	<b>Actual YTD</b>	<b>Annual Budget</b>	<b>\$ Over Under (-) Budget</b>
<b>Total Income</b>	<b>\$216,026</b>	<b>\$855,851</b>	<b>-\$639,825</b>
<b>Total Expenses</b>	<b>\$246,181</b>	<b>\$880,146</b>	<b>-\$633,965</b>
<b>Net Operating Income</b>	<b>-\$30,155</b>	<b>-\$24,295</b>	<b>-\$5,860</b>

▪ **Financial Developments**

- Van Go’s current ratio for 2021 is 11.34. At this time last year Van Go’s current ratio was 12.64. Target current ratio is 2.00.
- Van Go’s number of days of cash on hand for 2021 is 109.05. At this time last year Van Go’s number of days of cash on hand was 74.77. Target number of days of cash on hand is no less than 30 days.
- Net operating income for FY21 (\$30,155) is a 66.89% change from net operating income for FY20 (\$91,069)

# Van Go Inc

## Balance Sheet As of April 30, 2021

	TOTAL	
	AS OF APR 30, 2021	AS OF APR 30, 2020 (PY)
<b>ASSETS</b>		
Current Assets		
Bank Accounts		
Central National Bank Checking	186,273.57	136,799.22
Central National Prestige MM	36,889.00	36,863.34
PayPal	2,617.63	0.00
Petty Cash	487.22	68.50
<b>Total Bank Accounts</b>	<b>\$226,267.42</b>	<b>\$173,731.06</b>
Accounts Receivable		
Accounts Receivable	0.00	0.00
Endowment Pledges Receivable	34,475.00	79,975.00
Grants Receivable	40,905.32	12,463.39
Merchandise Sales	-550.00	-550.00
Pledges Receivable	75.00	75.00
<b>Total Accounts Receivable</b>	<b>74,905.32</b>	<b>91,963.39</b>
<b>Total Accounts Receivable</b>	<b>\$74,905.32</b>	<b>\$91,963.39</b>
Other Current Assets		
Prepaid Expenses	1,904.87	0.00
Undeposited Funds	36,690.68	6,119.76
<b>Total Other Current Assets</b>	<b>\$38,595.55</b>	<b>\$6,119.76</b>
<b>Total Current Assets</b>	<b>\$339,768.29</b>	<b>\$271,814.21</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	981,957.83	744,321.03
LeCompete Funds held at DCCF	506,100.06	191,189.61
Operating Funds held at DCCF	174,333.88	83,815.57
<b>Total Other Assets</b>	<b>\$1,662,391.77</b>	<b>\$1,019,326.21</b>
<b>TOTAL ASSETS</b>	<b>\$3,036,062.66</b>	<b>\$2,325,043.02</b>

# Van Go Inc

## Balance Sheet As of April 30, 2021

	TOTAL	
	AS OF APR 30, 2021	AS OF APR 30, 2020 (PY)
<b>LIABILITIES AND EQUITY</b>		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable	18,597.98	5,563.37
<b>Total Accounts Payable</b>	<b>\$18,597.98</b>	<b>\$5,563.37</b>
Credit Cards		
Chase Card	4,546.30	7,570.99
<b>Total Credit Cards</b>	<b>\$4,546.30</b>	<b>\$7,570.99</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	1,072.33	962.04
<b>Total *Payroll Liabilities</b>	<b>3,772.46</b>	<b>2,040.39</b>
<b>Total Other Current Liabilities</b>	<b>\$3,772.46</b>	<b>\$2,040.39</b>
<b>Total Current Liabilities</b>	<b>\$26,916.74</b>	<b>\$15,174.75</b>
Long-Term Liabilities		
PPP Loan - CNB	99,830.00	106,100.00
<b>Total Long-Term Liabilities</b>	<b>\$99,830.00</b>	<b>\$106,100.00</b>
<b>Total Liabilities</b>	<b>\$126,746.74</b>	<b>\$121,274.75</b>
Equity		
Retained Earnings	2,883,369.51	2,511,838.74
Net Income	25,946.41	-308,070.47
<b>Total Equity</b>	<b>\$2,909,315.92</b>	<b>\$2,203,768.27</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$3,036,062.66</b>	<b>\$2,325,043.02</b>

# Van Go Inc

## Profit and Loss

January - April, 2021

	TOTAL	
	JAN - APR, 2021	JAN - APR, 2020 (PY)
Income		
Commissioned Sales	2,221.79	2,590.00
Benchmark	309.00	
<b>Total Commissioned Sales</b>	<b>2,530.79</b>	<b>2,590.00</b>
Contributions Income	55,749.66	13,086.87
Foundations	10,165.00	
Shumaker Family Fdn		15,000.00
<b>Total Foundations</b>	<b>10,165.00</b>	<b>15,000.00</b>
<b>Total Contributions Income</b>	<b>65,914.66</b>	<b>28,086.87</b>
Fundraiser	20,668.75	1,370.20
Annual Event	3,500.00	4,250.00
Culinary Hearts		721.00
<b>Total Fundraiser</b>	<b>24,168.75</b>	<b>6,341.20</b>
Gallery Sales	2,722.23	545.76
Adornment	88.00	
<b>Total Gallery Sales</b>	<b>2,810.23</b>	<b>545.76</b>
Grants		
City Alcohol Tax	14,325.00	15,000.00
City of Lawrence	10,000.00	12,000.00
Douglas County	10,000.00	10,000.00
Heartland Works (WIA)	86,267.73	66,301.73
<b>Total Grants</b>	<b>120,592.73</b>	<b>103,301.73</b>
Interest Income	8.70	30.67
<b>Total Income</b>	<b>\$216,025.86</b>	<b>\$140,896.23</b>
<b>GROSS PROFIT</b>	<b>\$216,025.86</b>	<b>\$140,896.23</b>
Expenses		
**Payroll Wages		
Arts Train Wages	18,293.93	13,804.26
Jams Wages	6,381.32	8,600.77
Salary	122,167.44	114,013.58
<b>Total **Payroll Wages</b>	<b>146,842.69</b>	<b>136,418.61</b>
*Payroll Expenses		
FICA Expenses	11,280.38	10,384.23
Health/Dental Insurance	10,703.73	9,064.82
Retirement plan expense	2,645.13	2,922.21
SUTA Expense	247.82	0.00
Workers Compensation	544.50	544.50
<b>Total *Payroll Expenses</b>	<b>25,421.56</b>	<b>22,915.76</b>

# Van Go Inc

## Profit and Loss

January - April, 2021

	TOTAL	
	JAN - APR, 2021	JAN - APR, 2020 (PY)
Advertising & Marketing	667.00	1,395.50
Awards/Gifts		70.00
Bank Service Charges	688.89	557.85
Contracted employees		
Contract Artists/JAMS		195.75
Contract Artists/TAT	5,105.00	3,600.00
Event Coordinator		3,100.00
Financial Director	6,384.00	8,400.00
Grant Writer	9,173.13	9,105.38
Lunch Program Coordinator	250.00	120.00
<b>Total Contracted employees</b>	<b>20,912.13</b>	<b>24,521.13</b>
Dues and Subscriptions	869.95	396.61
Equipment Purchases	4,758.91	560.94
Equipment Rental	916.07	1,251.60
Food and Beverage		
Board of Directors		229.99
Development	517.10	881.89
JAMS	2,392.42	1,867.54
Staff	287.52	223.45
<b>Total Food and Beverage</b>	<b>3,197.04</b>	<b>3,202.87</b>
Insurance		
Automobile Insurance	1,893.84	2,480.32
Building Insurance	2,574.87	2,545.36
Liability Insurance	1,848.61	2,114.48
<b>Total Insurance</b>	<b>6,317.32</b>	<b>7,140.16</b>
Interest Expense	180.79	-190.84
Licenses and Permits	2,005.44	1,893.25
Miscellaneous	50.00	
Background checks	10.25	93.60
<b>Total Miscellaneous</b>	<b>60.25</b>	<b>93.60</b>
Participant Assistance	10.93	43.44
Photography	16.00	64.00
Postage and Delivery	559.90	850.30
Printing and Reproduction	457.35	75.00
Professional Fees	4,584.18	4,117.09
Cleaning	475.00	60.00
<b>Total Professional Fees</b>	<b>5,059.18</b>	<b>4,177.09</b>

# Van Go Inc

## Profit and Loss

January - April, 2021

	TOTAL	
	JAN - APR, 2021	JAN - APR, 2020 (PY)
Repairs and Maintenance	550.00	
Building Repairs	5,715.17	3,269.01
<b>Total Repairs and Maintenance</b>	<b>6,265.17</b>	<b>3,269.01</b>
Supplies/Equipment - Other		
Agency Development	715.49	
Building	731.26	118.14
Office Supplies/Equipment	733.40	730.47
Program Supplies	227.55	
<b>Total Supplies/Equipment - Other</b>	<b>2,407.70</b>	<b>848.61</b>
Supplies/Equipment - Product		
Art	7,989.38	7,177.44
Merchandise	363.12	1,125.47
Woodshop	442.54	4,979.44
<b>Total Supplies/Equipment - Product</b>	<b>8,795.04</b>	<b>13,282.35</b>
Telephone	2,104.27	1,807.86
Internet Access	315.00	304.80
Security system		90.00
<b>Total Telephone</b>	<b>2,419.27</b>	<b>2,202.66</b>
Travel & Training		
JAMS	35.30	219.43
Staff	133.48	126.31
<b>Total Travel &amp; Training</b>	<b>168.78</b>	<b>345.74</b>
Utilities		
Gas and Electric	6,487.21	5,680.40
Water/Trash	562.16	449.33
<b>Total Utilities</b>	<b>7,049.37</b>	<b>6,129.73</b>
Vehicle Repairs/Maintenance	134.55	450.00
<b>Total Expenses</b>	<b>\$246,181.28</b>	<b>\$231,964.97</b>
NET OPERATING INCOME	<b>\$ -30,155.42</b>	<b>\$ -91,068.74</b>
Other Income		
Endowment Campaign	-9,875.00	75.00
Investment Income		-57,272.37
Beneficial interest	77,872.33	-152,314.06
<b>Total Investment Income</b>	<b>77,872.33</b>	<b>-209,586.43</b>
<b>Total Other Income</b>	<b>\$67,997.33</b>	<b>\$ -209,511.43</b>
Other Expenses		
Futures Fund	645.50	46.00

# Van Go Inc

## Profit and Loss

January - April, 2021

	TOTAL	
	JAN - APR, 2021	JAN - APR, 2020 (PY)
Non-Recurring Expenses		
Professional Fees	11,250.00	7,444.30
<b>Total Non-Recurring Expenses</b>	<b>11,250.00</b>	<b>7,444.30</b>
<b>Total Other Expenses</b>	<b>\$11,895.50</b>	<b>\$7,490.30</b>
NET OTHER INCOME	<b>\$56,101.83</b>	<b>\$ -217,001.73</b>
NET INCOME	<b>\$25,946.41</b>	<b>\$ -308,070.47</b>

# Van Go Inc

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

January - April, 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
Building Event Revenue		5,000.00	-5,000.00	
Commissioned Sales	2,221.79	10,000.00	-7,778.21	22.22 %
Benchmark	309.00	25,000.00	-24,691.00	1.24 %
<b>Total Commissioned Sales</b>	<b>2,530.79</b>	<b>35,000.00</b>	<b>-32,469.21</b>	<b>7.23 %</b>
Contributions Income	55,749.66	130,000.00	-74,250.34	42.88 %
Corporate Sponsors		35,000.00	-35,000.00	
Foundations	10,165.00	130,000.00	-119,835.00	7.82 %
<b>Total Contributions Income</b>	<b>65,914.66</b>	<b>295,000.00</b>	<b>-229,085.34</b>	<b>22.34 %</b>
Endowment Earnings		27,506.00	-27,506.00	
Fundraiser	20,668.75		20,668.75	
Annual Event	3,500.00	105,000.00	-101,500.00	3.33 %
Culinary Hearts		30,000.00	-30,000.00	
<b>Total Fundraiser</b>	<b>24,168.75</b>	<b>135,000.00</b>	<b>-110,831.25</b>	<b>17.90 %</b>
Gallery Sales	2,722.23	3,000.00	-277.77	90.74 %
Adornment	88.00	20,000.00	-19,912.00	0.44 %
<b>Total Gallery Sales</b>	<b>2,810.23</b>	<b>23,000.00</b>	<b>-20,189.77</b>	<b>12.22 %</b>
<b>Grants</b>				
City Alcohol Tax	14,325.00	24,000.00	-9,675.00	59.69 %
City of Lawrence	10,000.00	30,000.00	-20,000.00	33.33 %
Douglas County	10,000.00	20,000.00	-10,000.00	50.00 %
Heartland Works (WIA)	86,267.73	261,345.00	-175,077.27	33.01 %
<b>Total Grants</b>	<b>120,592.73</b>	<b>335,345.00</b>	<b>-214,752.27</b>	<b>35.96 %</b>
Interest Income	8.70		8.70	
<b>Total Income</b>	<b>\$216,025.86</b>	<b>\$855,851.00</b>	<b>\$ -639,825.14</b>	<b>25.24 %</b>
<b>GROSS PROFIT</b>	<b>\$216,025.86</b>	<b>\$855,851.00</b>	<b>\$ -639,825.14</b>	<b>25.24 %</b>
<b>Expenses</b>				
<b>**Payroll Wages</b>				
Arts Train Wages	18,293.93	53,253.00	-34,959.07	34.35 %
Jams Wages	6,381.32	48,720.00	-42,338.68	13.10 %
Salary	122,167.44	390,411.00	-268,243.56	31.29 %
<b>Total **Payroll Wages</b>	<b>146,842.69</b>	<b>492,384.00</b>	<b>-345,541.31</b>	<b>29.82 %</b>
<b>*Payroll Expenses</b>				
FICA Expenses	11,280.38	37,667.00	-26,386.62	29.95 %
Health/Dental Insurance	10,703.73	36,399.00	-25,695.27	29.41 %
Retirement plan expense	2,645.13	11,712.00	-9,066.87	22.58 %
SUTA Expense	247.82		247.82	
Workers Compensation	544.50	2,426.00	-1,881.50	22.44 %
<b>Total *Payroll Expenses</b>	<b>25,421.56</b>	<b>88,204.00</b>	<b>-62,782.44</b>	<b>28.82 %</b>
Advertising & Marketing	667.00	4,000.00	-3,333.00	16.68 %
Awards/Gifts		3,569.00	-3,569.00	

# Van Go Inc

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

January - April, 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Bank Service Charges	688.89	3,672.00	-2,983.11	18.76 %
Contracted employees				
Americorp		4,800.00	-4,800.00	
Contract Artists/JAMS		3,840.00	-3,840.00	
Contract Artists/TAT	5,105.00	12,875.00	-7,770.00	39.65 %
Financial Director	6,384.00	25,704.00	-19,320.00	24.84 %
Grant Writer	9,173.13	27,730.00	-18,556.87	33.08 %
Lunch Program Coordinator	250.00	4,920.00	-4,670.00	5.08 %
VISTA		4,000.00	-4,000.00	
<b>Total Contracted employees</b>	<b>20,912.13</b>	<b>83,869.00</b>	<b>-62,956.87</b>	<b>24.93 %</b>
Dues and Subscriptions	869.95	964.00	-94.05	90.24 %
Equipment Purchases	4,758.91	4,641.00	117.91	102.54 %
Equipment Rental	916.07	18,800.00	-17,883.93	4.87 %
Food and Beverage				
Development	517.10	16,000.00	-15,482.90	3.23 %
JAMS	2,392.42	11,421.00	-9,028.58	20.95 %
Staff	287.52	1,387.00	-1,099.48	20.73 %
<b>Total Food and Beverage</b>	<b>3,197.04</b>	<b>28,808.00</b>	<b>-25,610.96</b>	<b>11.10 %</b>
Insurance				
Automobile Insurance	1,893.84	6,000.00	-4,106.16	31.56 %
Building Insurance	2,574.87	7,694.00	-5,119.13	33.47 %
D&O Insurance		1,723.00	-1,723.00	
Liability Insurance	1,848.61	6,806.00	-4,957.39	27.16 %
<b>Total Insurance</b>	<b>6,317.32</b>	<b>22,223.00</b>	<b>-15,905.68</b>	<b>28.43 %</b>
Interest Expense	180.79		180.79	
Licenses and Permits	2,005.44	5,400.00	-3,394.56	37.14 %
Miscellaneous	50.00	765.00	-715.00	6.54 %
Background checks	10.25		10.25	
<b>Total Miscellaneous</b>	<b>60.25</b>	<b>765.00</b>	<b>-704.75</b>	<b>7.88 %</b>
Participant Assistance	10.93	2,000.00	-1,989.07	0.55 %
Photography	16.00	1,200.00	-1,184.00	1.33 %
Postage and Delivery	559.90	4,080.00	-3,520.10	13.72 %
Printing and Reproduction	457.35	7,000.00	-6,542.65	6.53 %
Professional Fees	4,584.18	13,750.00	-9,165.82	33.34 %
Accounting		800.00	-800.00	
Cleaning	475.00	1,600.00	-1,125.00	29.69 %
<b>Total Professional Fees</b>	<b>5,059.18</b>	<b>16,150.00</b>	<b>-11,090.82</b>	<b>31.33 %</b>
Repairs and Maintenance	550.00		550.00	
Building Repairs	5,715.17	5,429.00	286.17	105.27 %
Equipment		2,625.00	-2,625.00	
<b>Total Repairs and Maintenance</b>	<b>6,265.17</b>	<b>8,054.00</b>	<b>-1,788.83</b>	<b>77.79 %</b>
Supplies/Equipment - Other				

# Van Go Inc

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

January - April, 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Agency Development	715.49	3,060.00	-2,344.51	23.38 %
Building	731.26	2,999.00	-2,267.74	24.38 %
Office Supplies/Equipment	733.40	5,879.00	-5,145.60	12.47 %
Program Supplies	227.55		227.55	
<b>Total Supplies/Equipment - Other</b>	<b>2,407.70</b>	<b>11,938.00</b>	<b>-9,530.30</b>	<b>20.17 %</b>
Supplies/Equipment - Product				
Art	7,989.38	22,999.00	-15,009.62	34.74 %
Merchandise	363.12	3,213.00	-2,849.88	11.30 %
Woodshop	442.54	15,810.00	-15,367.46	2.80 %
<b>Total Supplies/Equipment - Product</b>	<b>8,795.04</b>	<b>42,022.00</b>	<b>-33,226.96</b>	<b>20.93 %</b>
Telephone	2,104.27	5,306.00	-3,201.73	39.66 %
Internet Access	315.00	1,410.00	-1,095.00	22.34 %
<b>Total Telephone</b>	<b>2,419.27</b>	<b>6,716.00</b>	<b>-4,296.73</b>	<b>36.02 %</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	6,487.21	14,207.00	-7,719.79	45.66 %
Water/Trash	562.16	2,141.00	-1,578.84	26.26 %
<b>Total Utilities</b>	<b>7,049.37</b>	<b>16,348.00</b>	<b>-9,298.63</b>	<b>43.12 %</b>
Vehicle Repairs/Maintenance	134.55	1,989.00	-1,854.45	6.76 %
<b>Total Expenses</b>	<b>\$246,181.28</b>	<b>\$880,146.00</b>	<b>\$ -633,964.72</b>	<b>27.97 %</b>
<b>NET OPERATING INCOME</b>	<b>\$ -30,155.42</b>	<b>\$ -24,295.00</b>	<b>\$ -5,860.42</b>	<b>124.12 %</b>
Other Income				
Endowment Campaign	-9,875.00		-9,875.00	
Investment Income				
Beneficial interest	77,872.33		77,872.33	
<b>Total Investment Income</b>	<b>77,872.33</b>		<b>77,872.33</b>	
<b>Total Other Income</b>	<b>\$67,997.33</b>	<b>\$0.00</b>	<b>\$67,997.33</b>	<b>0.00%</b>
Other Expenses				
Futures Fund	645.50		645.50	
Non-Recurring Expenses				
Professional Fees	11,250.00		11,250.00	
<b>Total Non-Recurring Expenses</b>	<b>11,250.00</b>		<b>11,250.00</b>	
<b>Total Other Expenses</b>	<b>\$11,895.50</b>	<b>\$0.00</b>	<b>\$11,895.50</b>	<b>0.00%</b>
<b>NET OTHER INCOME</b>	<b>\$56,101.83</b>	<b>\$0.00</b>	<b>\$56,101.83</b>	<b>0.00%</b>
<b>NET INCOME</b>	<b>\$25,946.41</b>	<b>\$ -24,295.00</b>	<b>\$50,241.41</b>	<b>-106.80 %</b>