



## Van Go, Inc. Board Meeting Agenda

September 21, 2022

Time: 4:00-5:30 pm

Location: Van Go Gallery

- I. Call to Order (Jen)
- II. Approval of the Agenda (Jen)
- III. Approval of the Minutes (Jen)
- IV. GO Van GO! (JAMS Leadership Team)
- V. Reports
  - A. Co-Executive Directors
    1. Agency Update
      - a) New Staff Introductions
    2. Development Update
      - a) Dinner on the Curve
      - b) Annual Appeal
    3. Program Update
      - a) JAMS & TAT Fall Session Updates
  - B. Committees
    1. Nominating Committee (Katie Winter)
      - a) 2023 Slate
  - C. Board President (Jen)
    1. Engagement Calendar
    2. November BOD mtg date
  - D. Finance (David Moore)
    1. Financial Statements
- VI. Old Business
- VII. New Business
- VIII. Comments and Announcements
- IX. Adjournment

**Next meeting date Wednesday, November 2022 TBD**

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**VAN-GO.ORG**

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, July 20, 2022

Present: Jennifer Roth, Becki Dick, Mona Cliff, John Bullock, Michel Loomis, Ellen Chindamo, Beth Easter, Sandy Praeger, Paige Robinson (remotely), Kris Matthews (remotely), Jennifer Carttar, Kevin Kelley

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

**Call to Order**

Board President Jen Roth called the meeting to order at 4:08PM.

**Approval of the Agenda**

Sandy Praeger moved to approve the meeting agenda, and Ellen Chindamo seconded. All approved.

**Approval of the Minutes**

Kristen Malloy noted that “Kris Hedges” is listed in the May minutes under those present instead of Kris Matthews. This will be updated. Michel Loomis moved to approve the minutes with that amendment, and Becki Dick seconded. All approved.

**Reports – Co-Executive Directors**

Kristen kicked off the report with a “Go Van Go!” Often we highlight one specific youth, but today we want to highlight the collective group of Summer JAMS. For years we’ve talked about the strength of the community built when the youth walk in the door. We try to foster those connections and encourage kindness, but don’t always know how it translates when they walk out the door. There are 19 youth this summer session and a strong leadership team who enjoy spending time together out of work. This leadership team took it upon themselves to start inviting the other youth in Summer JAMS to spend time together. A couple of weeks ago, Cornelio asked if he could make an announcement at closing meeting, and they organized a youth-led trip to Syllas and Maddie’s after work. A large group of them also went to the movies. They’ve taken extra steps to ensure that youth without access to cell phones are included and informed before they leave for the day. It’s given some of our youth without a lot of friends or peers a really strong friend group to spend time with. This is one of the first times we’ve seen the entire group get together outside of work hours. That they’re making intentional efforts to make these plans and stick to them to ensure everyone is included is amazing!

Kristen gave some agency updates. If you remember, we had Bailey, our Program Assistant, leave in January, and our social worker Kristyna left in April. We are excited to report that we’ve offered a position to Kim Keating, a recent grad from the KU School of Social Welfare. She has a lot of experience working as a crisis counselor in the juvenile justice system. She’s well versed in trauma-informed care and has worked at DCF in Lawrence. She’s been doing an intensive internship at Pawnee Mental Health Center in Manhattan. She’s moving here from Junction

City. She'll start full time on August 1. She wanted to make sure to experience Summer JAMS so she's been coming one day a week to shadow.

Eliza reminded everyone that a half time marketing and events person was approved in this year's budget. We did some interviews and had some good candidates, but at that same time we were experiencing loss of funding from several funders. We've re-thought how we're going to hire for our open positions. We're planning to make a combined Program and Marketing Assistant to help fill in the gaps, since the Program Assistant position is fully funded through WIOA. That will leave money for us to continue hiring Layla, the event planner who has assisted us with Dinner on the Curve for the last several years. It's a cost-saving measure but we think it'll help get us through and have room for the position to grow.

Kristen noted that the budget also included a half-time woodworking and art assistant position. We were able to re-allocate the WIOA budget to move some contract teaching artist funds to cover this position. We'll go forward with hiring that position after Benchmark is over.

Eliza reminded everyone that we wrote a grant to purchase a new vehicle. We're trying to purchase a 14-passenger van so we can reduce our fleet from 3 vehicles to 2. We're exploring some pre-owned options, but there's also a freeze on ordering until the fall. The good news is that the Kriz Foundation awarded us the full amount needed for the project (\$45k) instead of just the \$25k that we requested. Beth Easter suggested Faust Fleet as a resource for leasing commercial vehicles.

Kristen then gave an update on our strategic planning goal of program evaluation, for which we've received a grant. Now that positions are being filled, Eliza and Kristen have meetings on the books with two organizations to provide technical assistance—Jackie from KU Center for Public Partnerships and Research, and Cindy Laufer from the Midwest Center for Nonprofit Leadership. We'll see what they have to offer and discuss our needs and goals.

Eliza gave a development update. At our last meeting we discussed the request we made of Douglas County. We'll be receiving the same \$20k we got for the last 5-6 years. They did not fund our additional request. We were invited to a budget meeting for at-risk population groups. We called Cammie Owens to figure out how to best prepare for that meeting. We then modified our additional request down, but they philosophically decided not to fund additional operating expenditures. They spent most of the meeting discussing truancy and things like that, but there wasn't much of a chance to chime in. The best outcome was that we were able to talk to Bob Tryanski, who is the director of behavioral health services for the county. Part of the dialog in those truancy conversations was that the county has been looking at mental health and adults, but now that they've established in a strong way that they're wanting to turn some focus to youth in crisis. They discussed putting together a youth crisis task force. We were able to say we want to be a part of those conversations since youth stabilization is one of the first things we do. There are a lot of ways we can partner and provide depth of services. He said Van Go is one of his favorite nonprofits in town so he will definitely include us in those

conversations. We do offer truancy diversion because youth are not able to come to work if they have not been present in every hour of school.

Other grants we've recently been awarded include KCAIC for a Spring 2023 project at Baker Wetlands, Douglas County Community Foundation with \$10k for a new van, and a United Way anti-poverty grant for \$15k. United way has revamped how they do grants, so we applied again for the first time in a long time.

We're working on an application for the Lawrence Cultural Arts Commission ARPA funding (\$10k cap). We also have upcoming applications for the Beach Family Foundation, Kriz, and the Rice Foundation.

We're working with Jennifer Roe, our grant writer, to put together 25 packets about Van Go to send to new foundations and introduce ourselves. Mona Cliff asked if we've ever approached the tribes for funding. It's been a while since we've done that. Mona may have some connections she can share, especially if we're employing native kids.

Last year we got a grant from the arts commission to create a new promotional video for Van Go. We're working on one with Mark Havener that we're hoping to film in August. We're trying to maximize that \$7,500 grant. If you haven't seen "Love Lawrence", his video from during the pandemic, it's worth a watch.

You'll see a Dinner on the Curve postcard on your tables. They went in the mail today so you'll get one at home as well. TK and Emily Peterson are on board to be the main caterers and they'll work with some other groups to cater different aspects (cocktails, etc.) We'll weave aspects of our 25<sup>th</sup> anniversary into the event. We've raised \$33k in event sponsors. The top sponsor is Rademacher Financial, and then below them is Scott Temperature. Other sponsors are Central National Bank, Grandstand, Intrust Bank, Jim Bost Plumbing, SSC, & US Bank. The postcard was designed by a KU graphic design intern.

We ask the board members to each sell 8 tickets—either a full table or just individual tickets. Michel and Ellen will be spearheading the push to sell tickets. Michel thinks of it in terms of couples, and if she can get one other couple to "split a table" with her, then they each only have to ask one additional couple and they've got a full table. Kristen noted that she doesn't want anyone who can't buy tickets to feel like they can't come. Some people will buy a table and donate the tickets back to us so we can fill seats with people we want to introduce to Van Go or who will bid at the auction. Ellen agreed that it's a good way to introduce people. It's social and educational, and it's not a hard sell. The trick right now is things are getting busy again. Text your friends right now and tell them to mark their calendars before you forget. We'll have 31-32 tables to fill, so if each of the 18 board members fills a table that goes a long way.

We are planning for the whole event to be outside, including the auction. We'll light the parking lot. We haven't firmed up the time for the event yet because there's a KU game that day. We'd

initially thought 4pm, but if there's a 1:00 football game we may push it to 5:00. Ellen said she'll see if she can pin anything down. Eliza also noted we're looking for auction items such as vacation homes/getaways if anyone has any leads. Ellen suggested using Winspire since there's no obligation if you don't hit the mark. Also, we're seeking experiences we can pair with the Winter Schoolhouse (e.g. last year we had a calligraphy class.) We're paying five Van Go grads to create some art for the auction, and also asked former Van Go teaching artists to contribute their own work to tie into the 25 year theme.

Kristen shared that our program year 2022 budget request from WIOA was approved in full. The allocation that started on July 1 is \$315,726. We're really excited. It's an 8.15% increase over last year. It's one of the more sizeable allocations we've had in a while. One thing we asked of Heartland Works was that they join us in the journey to increase the pay for our youth. The Arts Train went from \$8/hr to \$9/hr starting with an increased rate of pay after meeting goals for their first semester. Our JAMS youth went from \$7.25 to \$8/hr. It is still a journey and this is still transitional employment with a lot of other benefits on top of the hourly wage. We're marketing the total package to remain competitive and to be sustainable. We were also able to absorb raises for staff into the request. They also included funding for staff to go to the national workforce development conference.

We are one of four youth providers of the WIOA grant in this local area, and one of those providers dropped out and decided not to make an additional request for 2022, so we were able to leverage more funds with that pool being available. Sustaining this number in future years might be a challenge. We should anticipate that next year this grant will go out to RFP as they try to expand the region's service delivery which will increase competition for those funds.

The new Executive Director of Heartland Works and Sharon Byer came last week to summer lunch and stayed for 2.5 hours. They had lots of great questions for our youth and it was a very positive visit.

Chris Kohart noted this is "budget positive"—we had already budgeted for these youth and staff raises that are now being offset by WIOA funding. Kristen added that this is a reimbursement grant so we have to make sure we spend these funds.

We are actively hiring for The Arts Train for our fall session starting September 6. We're open to any suggestions you have for 18-24 year-olds. We're also offering a referral commission to our current participants. We're also trying to beef up the marketing around the whole package that's offered here in addition to the hourly rate.

JAMS wraps up next week. There are 19 beautiful benches that will be unveiled next Friday. Kristen shared around invitations to the unveiling. The event is open to the public again and will take place outside in the parking lot on Friday the 29<sup>th</sup> from 6 – 7PM. It's also a Final Friday so this is a great opportunity to come see the unveiling and then move on to dinner or the Cider Gallery.

## **Reports – Committees**

Eliza reported that the Avant Garden party was fabulous. 46 people attended; 18 were brand new to Van Go; 8 people renewed memberships at the \$1k level; we have 2 brand new Avant Garde members; and we sold our first international bench for next summer! We spent \$1,300 on the event. Huge thanks to Evan Williams for donating her catering. Thank you Michel for making that connection and of course to Jill Kleinberg for her incredible space. We hope to do something similar annually. Thanks to those who attended and helped plan. Ellen said she thought the kids did a great job and chatted with everyone. Michel said it's really important to highlight the kids at the events. It felt more personal. They were calm and not goofy and had a nice time. Sandy said they blended in with the group.

Jen Roth noted that at this time of the year we start the nominating process. At this meeting, Jen is asking for people to think about and begin suggesting names. Jen also needs two board members who are not on the executive committee to join the nominating committee. The committee will take names until August 19 and then in the September board meeting the proposed slate will be discussed. At the November board meeting we'll introduce new members. Send suggestions to [directors@van-go.org](mailto:directors@van-go.org). We're not confirmed on exactly how many people are rolling off but we need to start generating a list. Eliza said we have 4-6 spots opening. John Bullock added that newer board members shouldn't be discouraged from joining the committee—we need your connections!

Mona asked what type of people we're looking for. Eliza said KU connections and people from the county. We try to keep a parent of a past participant in the mix. Jackie Berra is moving to Colorado so we'll have spots on our Executive Committee if anyone is interested in moving into one of those roles. Sandy said she'd be willing to be on the committee again, but maybe not as the chair.

## **Reports—Board President**

Jen noted that there was a small group put together to put the final touches on the mission and vision statements that we brainstormed during strategic planning. They've been working with a marketing firm in Colorado to finish those. There will be a small event on Thursday, August 11 when we'll gather. The benches will be back with their clear coats and we'll unveil the vision and mission statements. So please mark your calendars for that date!

## **Reports—Finance**

Chris reported that as of end of June we have a little over \$400k between our checking and money market accounts. We just got our ERTC money and we put that in the money market account. Year to date actuals show we're operating at a profit through June (mostly due to the ERTC money.) Current ratio is 35.72. We have 156 days of cash on hand. Expenses are down mostly due to the open positions on staff. Everything looks good but we also had a budget loss

of \$149k this year that's being masked by things like the ERTC funds. We have a long runway, operationally. We have room to figure out the organization looking forward.

Eliza reminded everyone that the Endowment was established to help us through times where our funding picture changes.

Sandy moved to approve the financial report. Ellen seconded. All approved.

### **New Business**

No new business was presented.

### **Old Business**

Any old business was already covered during the meeting.

### **Comments and Announcements**

Dates for your calendar:

July 29 at 6:00 – Benchmark Unveiling

August 11 (time TBD) – Mission/Vision unveiling

September 21 – Board Meeting

October 8 – Dinner on the Curve

### **Adjournment**

Sandy moved to adjourn, and Mona second. The meeting adjourned at 5:36pm.

## **NOMINATING COMMITTEE REPORT**

### **Rotating Off the VG Board (confirmed):**

Jackie Berra, John Bullock, Beth Easter, Dr. Lewis, Kris Matthews

### **Terms Continuing (confirmed):**

Jennifer Carttar, Ellen Chindamo, Mona Cliff, Justin Cordova, David Moore, Paige Robinson, Katie Winter

### **Proposed Term Extensions (confirmed):**

Becki Dick (1 year)

Myrone Grady (1 year)

Kevin Kelley/Peaslee Tech (2 years)

Michel Loomis (2 years)

Sandy Praeger (1 year)

Jen Roth (2 years)

### **Number of Spots to Fill with Nominees: 5-6**

### **Proposed Executive Committee Slate (need 5 members):**

- **President:** Jennifer Roth
- **Past President:** Leaving open and proposing two (2) Members-At-Large
- **Treasurer:** David Moore
- **Secretary:** Katie Winter
- **Members-at-Large (2):** Justin Cordova & Paige Robinson

### **Proposed 2023 VG Board of Directors Slate:**

- **Charlie Sedlock (ECO DEVO)** Nominated by David Moore ('soft ask' made)  
President of Hamm Companies, Leadership Kansas
- **Kaylin Dillon (FINANCIAL)** Nominated by Ellen Chindamo  
Owner, Kaylin Dillon Financial (<https://kaylindillonfinancial.com/>)
- **Linda Luckey (KU)** Nominated by Anthea Scouffas (Former VG Board  
President)  
Retired KU. Provost's office. Founding Director of the Center for Service Learning
- **April Ramos, LSCSW (USD 497)** Counselor at Lawrence College and Career  
Center  
Former Billy Mills Counselor, WRAP Clinician, Dg Co Aids Project ED
- **Joe Sears (Parent of VG Grad)** Educator at Raintree. Musician
- **Steve Kelly (ECO DEVO)** Nominated by Kevin Kelley  
VP Douglas County Development Corporation, retired from KS Dept. of  
Commerce

### **Proposed Alternates:**

- **Vanessa Sanburn, MSW (USD 497)**  
Social Worker at College and Career Center, Former USD 497 School Board  
Member
- **Curtis Marsh (KU)**  
KU Endowment, Lied Center, KU School of Music
- **John Henley, Ian Sotomayor, Juan Diaz (PARENTS of VG Grads)**
- **DG CO REPRESENTATIVE or ECO DEVO**

▪ **Cash**

\$409,931	Operations (CNB checking, Prestige MM & Paypal)
\$64	Petty Cash
<b>\$409,995</b>	<b>Total Cash</b>

▪ **Total Assets    \$2,958,704**

▪ **Total Debt    \$0**

▪ **Income and Expenses (Operations)**  
**Accrual Basis, as of 07/31/22**

	<b>Actual YTD</b>	<b>Annual Budget</b>	<b>\$ Over Under (-) Budget</b>
<b>Total Income</b>	<b>\$409,191</b>	<b>\$800,619</b>	<b>-\$391,428</b>
<b>Total Expenses</b>	<b>\$482,758</b>	<b>\$950,650</b>	<b>-\$466,892</b>
<b>Net Operating Income</b>	<b>\$-73,567</b>	<b>-\$149,031</b>	<b>\$75,464</b>

▪ **Financial Developments**

- Van Go's current ratio for 2022 is 32.72. At this time last year Van Go's current ratio was 7.52. Target current ratio is 2.00.
- Van Go's number of days of cash on hand for 2022 is 157.94. At this time last year Van Go's number of days of cash on hand was 86.93. Target number of days of cash on hand is no less than 30 days.
- Net operating income for FY22 (\$73,567) is a 121.66% change from net operating income for FY21 (\$100,191).

# Van Go Inc

## Balance Sheet As of July 31, 2022

	TOTAL	
	AS OF JUL 31, 2022	AS OF JUL 31, 2021 (PY)
<b>ASSETS</b>		
Current Assets		
Bank Accounts		
Central National Bank Checking	281,448.14	170,284.86
Central National Prestige MM	128,372.77	36,895.44
PayPal	110.44	2,433.42
Petty Cash	64.37	581.01
<b>Total Bank Accounts</b>	<b>\$409,995.72</b>	<b>\$210,194.73</b>
Accounts Receivable		
Accounts Receivable	0.00	0.00
Endowment Pledges Receivable	3,750.00	20,500.00
Grants Receivable	24,416.04	33,740.57
Merchandise Sales	-550.00	-550.00
Pledges Receivable	75.00	75.00
<b>Total Accounts Receivable</b>	<b>27,691.04</b>	<b>53,765.57</b>
<b>Total Accounts Receivable</b>	<b>\$27,691.04</b>	<b>\$53,765.57</b>
Other Current Assets		
Undeposited Funds	1,000.00	0.00
<b>Total Other Current Assets</b>	<b>\$1,000.00</b>	<b>\$0.00</b>
<b>Total Current Assets</b>	<b>\$438,686.76</b>	<b>\$263,960.30</b>
Fixed Assets		
Building		
Accumulated Depreciation	-717,234.26	-717,234.26
Cost	1,642,865.56	1,642,865.56
<b>Total Building</b>	<b>925,631.30</b>	<b>925,631.30</b>
Equipment/Furnishings		
Equipment/Furnishings	34,260.46	34,260.46
Accumulated Depreciation	-184,433.78	-184,433.78
Cost	168,115.59	168,115.59
<b>Total Equipment/Furnishings</b>	<b>17,942.27</b>	<b>17,942.27</b>
Land and Land Improvements	45,277.00	45,277.00
<b>Total Fixed Assets</b>	<b>\$988,850.57</b>	<b>\$988,850.57</b>
Other Assets		
Beneficial interest held - DCCF	893,457.57	992,679.69
LeCompete Funds held at DCCF	461,864.12	511,473.22
Operating Funds held at DCCF	175,845.11	176,184.57
<b>Total Other Assets</b>	<b>\$1,531,166.80</b>	<b>\$1,680,337.48</b>
<b>TOTAL ASSETS</b>	<b>\$2,958,704.13</b>	<b>\$2,933,148.35</b>

# Van Go Inc

## Balance Sheet As of July 31, 2022

	TOTAL	
	AS OF JUL 31, 2022	AS OF JUL 31, 2021 (PY)
<b>LIABILITIES AND EQUITY</b>		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable	2,848.64	20,493.14
<b>Total Accounts Payable</b>	<b>\$2,848.64</b>	<b>\$20,493.14</b>
Credit Cards		
Charity Charge	7,289.25	
Chase Card	0.00	7,786.00
Home Depot	0.00	-1.00
<b>Total Credit Cards</b>	<b>\$7,289.25</b>	<b>\$7,785.00</b>
Other Current Liabilities		
*Payroll Liabilities	2,675.92	2,602.35
FICA & Federal Withholding Tax	418.66	95.64
Ks Withholding Tax	34.20	2.14
Retirement Plan Payable	25.59	1,400.37
<b>Total *Payroll Liabilities</b>	<b>3,154.37</b>	<b>4,100.50</b>
Sales Tax Payable	4,004.57	0.00
<b>Total Other Current Liabilities</b>	<b>\$7,158.94</b>	<b>\$4,100.50</b>
<b>Total Current Liabilities</b>	<b>\$17,296.83</b>	<b>\$32,378.64</b>
Long-Term Liabilities		
PPP Loan - CNB (deleted)	0.00	99,830.00
<b>Total Long-Term Liabilities</b>	<b>\$0.00</b>	<b>\$99,830.00</b>
<b>Total Liabilities</b>	<b>\$17,296.83</b>	<b>\$132,208.64</b>
Equity		
Retained Earnings	3,162,437.08	2,815,937.61
Net Income	-221,029.78	-14,997.90
<b>Total Equity</b>	<b>\$2,941,407.30</b>	<b>\$2,800,939.71</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$2,958,704.13</b>	<b>\$2,933,148.35</b>

# Van Go Inc

## Profit and Loss

January - July, 2022

	TOTAL	
	JAN - JUL, 2022	JAN - JUL, 2021 (PY)
<b>Income</b>		
Commissioned Sales	17,094.00	2,221.79
Benchmark	20,004.50	14,479.00
<b>Total Commissioned Sales</b>	<b>37,098.50</b>	<b>16,700.79</b>
Contributions Income	85,924.51	79,884.69
Corporate Sponsors		2,700.00
Foundations	49,500.00	25,165.00
<b>Total Contributions Income</b>	<b>135,424.51</b>	<b>107,749.69</b>
Fundraiser		22,186.75
Annual Event	33,450.25	28,106.75
Spring Event	18,690.30	
<b>Total Fundraiser</b>	<b>52,140.55</b>	<b>50,293.50</b>
Gallery Sales	1,913.30	4,053.19
Adornment	2,500.00	88.00
<b>Total Gallery Sales</b>	<b>4,413.30</b>	<b>4,141.19</b>
Grants		
City Alcohol Tax		14,325.00
City of Lawrence		10,000.00
Douglas County	10,000.00	20,000.00
Heartland Works (WIA)	170,086.91	162,599.95
<b>Total Grants</b>	<b>180,086.91</b>	<b>206,924.95</b>
Interest Income	27.43	15.13
<b>Total Income</b>	<b>\$409,191.20</b>	<b>\$385,825.25</b>
<b>GROSS PROFIT</b>	<b>\$409,191.20</b>	<b>\$385,825.25</b>
<b>Expenses</b>		
<b>**Payroll Wages</b>		
Arts Train Wages		36,509.85
Jams Wages		21,283.54
Salary		220,526.49
<b>Total **Payroll Wages</b>		<b>278,319.88</b>
<b>*Payroll Expenses</b>		
FICA Expenses		21,345.73
Health/Dental Insurance (deleted)		17,811.24
Retirement plan expense		5,401.18
SUTA Expense		341.08
Workers Compensation (deleted)		967.50
<b>Total *Payroll Expenses</b>		<b>45,866.73</b>

# Van Go Inc

## Profit and Loss

January - July, 2022

	TOTAL	
	JAN - JUL, 2022	JAN - JUL, 2021 (PY)
Development		
Advertising and Marketing	2,643.99	
Contracted Employees		
Grant Writer	16,175.88	16,105.65
VISTA		3,000.00
<b>Total Contracted Employees</b>	<b>16,175.88</b>	<b>19,105.65</b>
Donation Processing Fees	1,544.81	
Dues, Licenses and Subscriptions	2,988.40	
Equipment Rental	183.00	
Food and Beverage		
Development	324.99	
Events	890.93	
<b>Total Food and Beverage</b>	<b>1,215.92</b>	
Fringe Benefits		
FICA Expenses	1,301.66	
Retirement Plan Expense	1,106.45	
<b>Total Fringe Benefits</b>	<b>2,408.11</b>	
Payroll Expenses		
Salary	15,441.12	
<b>Total Payroll Expenses</b>	<b>15,441.12</b>	
Postage and Delivery	2,451.52	
Printing and Reproduction	1,439.84	
Professional Fees		
Events	2,950.00	
Photography	471.99	
<b>Total Professional Fees</b>	<b>3,421.99</b>	
Supplies/Equipment		
Agency Development	1,100.51	1,050.33
<b>Total Supplies/Equipment</b>	<b>1,100.51</b>	<b>1,050.33</b>
Supplies/Equipment - Product		
Merchandise	-160.71	973.12
<b>Total Supplies/Equipment - Product</b>	<b>-160.71</b>	<b>973.12</b>
Travel & Training		
Staff Development	361.12	
<b>Total Travel &amp; Training</b>	<b>361.12</b>	
<b>Total Development</b>	<b>51,215.50</b>	<b>21,129.10</b>
Dues and Subscriptions (deleted)		2,065.67

# Van Go Inc

## Profit and Loss

January - July, 2022

	TOTAL	
	JAN - JUL, 2022	JAN - JUL, 2021 (PY)
Equipment Purchases		8,708.91
Equipment Rental (deleted)		14,787.97
Food and Beverage		
Development (deleted-1)		1,174.50
JAMS		6,005.21
Staff		395.83
<b>Total Food and Beverage</b>		<b>7,575.54</b>
Fundraising (deleted)		
Advertising & Marketing (deleted)		1,260.72
<b>Total Fundraising (deleted)</b>		<b>1,260.72</b>
Insurance (deleted)		
Liability Insurance (deleted)		3,447.22
<b>Total Insurance (deleted)</b>		<b>3,447.22</b>
Licenses and Permits (deleted)		4,355.50
Miscellaneous		50.00
Participant Assistance		2,472.92
Photography		16.00
Postage and Delivery		775.80
Printing and Reproduction		1,054.11
Professional Fees	0.00	7,308.14
Cleaning (deleted)		900.00
<b>Total Professional Fees</b>	<b>0.00</b>	<b>8,208.14</b>
Program Services		
Advertising and Marketing	545.00	
Awards/Gifts	1,487.81	585.00
Contracted Employees		
Contract Artists/JAMS	7,836.25	3,150.00
Contract Teaching Artists	3,758.75	6,350.00
Healthy Chef	4,035.00	4,000.00
<b>Total Contracted Employees</b>	<b>15,630.00</b>	<b>13,500.00</b>
Dues, Licenses and Subscriptions	1,622.94	
Equipment Rental	101.81	
Food and Beverage		
Program Based Events	945.90	
Snacks	1,776.22	
Summer Lunch	2,975.28	
<b>Total Food and Beverage</b>	<b>5,697.40</b>	

# Van Go Inc

## Profit and Loss

January - July, 2022

	TOTAL	
	JAN - JUL, 2022	JAN - JUL, 2021 (PY)
Fringe Benefits		
FICA Expenses	14,495.27	
Health/Dental Insurance	18,665.10	
Retirement Plan Expense	4,121.96	
SUTA Expenses	140.82	
<b>Total Fringe Benefits</b>	<b>37,423.15</b>	
Insurance		
Automobile	2,586.01	3,478.90
<b>Total Insurance</b>	<b>2,586.01</b>	<b>3,478.90</b>
Miscellaneous		
Background checks		10.25
Other	477.80	
<b>Total Miscellaneous</b>	<b>477.80</b>	<b>10.25</b>
Participant Assistance	1,141.15	
Futures Fund	90.00	1,128.00
<b>Total Participant Assistance</b>	<b>1,231.15</b>	<b>1,128.00</b>
Payroll Expenses		
Arts Train Wages	35,551.06	
Jams Wages	35,088.09	
Salary	117,026.55	
<b>Total Payroll Expenses</b>	<b>187,665.70</b>	
Professional Fees	250.00	
Payroll	2,707.13	
<b>Total Professional Fees</b>	<b>2,957.13</b>	
Repairs and Maintenance		
Vehicle	317.00	134.55
<b>Total Repairs and Maintenance</b>	<b>317.00</b>	<b>134.55</b>
Supplies/Equipment		
Program Supplies	475.86	840.41
<b>Total Supplies/Equipment</b>	<b>475.86</b>	<b>840.41</b>
Supplies/Equipment - Product		
Art	21,097.12	12,682.93
Woodshop	3,669.69	506.94
<b>Total Supplies/Equipment - Product</b>	<b>24,766.81</b>	<b>13,189.87</b>
Travel & Training		
Staff Development	11.50	
Travel	192.85	
<b>Total Travel &amp; Training</b>	<b>204.35</b>	
<b>Total Program Services</b>	<b>283,189.92</b>	<b>32,866.98</b>

# Van Go Inc

## Profit and Loss

January - July, 2022

	TOTAL	
	JAN - JUL, 2022	JAN - JUL, 2021 (PY)
Supporting Services		
Bank Service Fees (CNB/Insurance)	60.00	1,559.25
Contracted Employees		
Accountant	15,750.00	14,952.00
<b>Total Contracted Employees</b>	<b>15,750.00</b>	<b>14,952.00</b>
Dues, Licenses and Subscriptions	1,228.58	
Equipment Rental	1,460.23	
Food and Beverage	0.00	
Board of Directors	198.80	
Staff	1,810.95	
<b>Total Food and Beverage</b>	<b>2,009.75</b>	
Fringe Benefits		
FICA Expenses	5,888.21	
Health/Dental Insurance	2,487.15	
Retirement Plan Expense	2,399.41	
SUTA Expenses	196.78	
<b>Total Fringe Benefits</b>	<b>10,971.55</b>	
Insurance		
Building	3,956.75	4,078.62
Liability	3,319.70	
Workers Compensation	1,591.80	
<b>Total Insurance</b>	<b>8,868.25</b>	<b>4,078.62</b>
Interest Expense	198.18	179.79
Payroll Expenses		
Salary	79,544.12	
<b>Total Payroll Expenses</b>	<b>79,544.12</b>	
Postage and Delivery	126.85	
Printing and Reproduction	856.78	
Professional Fees		
Cleaning	2,688.00	
Payroll	1,510.73	
<b>Total Professional Fees</b>	<b>4,198.73</b>	
Repairs and Maintenance		
Building	7,789.57	13,898.74
Equipment	129.56	
<b>Total Repairs and Maintenance</b>	<b>7,919.13</b>	<b>13,898.74</b>
Supplies/Equipment		
Building	511.49	1,127.29
Office	2,649.63	2,363.58
<b>Total Supplies/Equipment</b>	<b>3,161.12</b>	<b>3,490.87</b>

# Van Go Inc

## Profit and Loss

January - July, 2022

	TOTAL	
	JAN - JUL, 2022	JAN - JUL, 2021 (PY)
Travel & Training		
Staff Development	30.00	
<b>Total Travel &amp; Training</b>	<b>30.00</b>	
Utilities		
Gas and Electric	6,222.68	8,310.98
Internet Access	527.34	545.00
Security system	248.24	66.38
Telephone	4,265.33	4,332.99
Water/Trash	705.79	1,133.95
<b>Total Utilities</b>	<b>11,969.38</b>	<b>14,389.30</b>
<b>Total Supporting Services</b>	<b>148,352.65</b>	<b>52,548.57</b>
Travel & Training		
JAMS		104.95
Staff		401.48
<b>Total Travel &amp; Training</b>		<b>506.43</b>
<b>Total Expenses</b>	<b>\$482,758.07</b>	<b>\$486,016.19</b>
NET OPERATING INCOME	<b>\$ -73,566.87</b>	<b>\$ -100,190.94</b>
Other Income		
Endowment Campaign	150.00	900.00
Investment Income		
Beneficial interest	-238,527.15	95,543.04
<b>Total Investment Income</b>	<b>-238,527.15</b>	<b>95,543.04</b>
Other Income	91,439.21	
<b>Total Other Income</b>	<b>\$ -146,937.94</b>	<b>\$96,443.04</b>
Other Expenses		
Non-Recurring Expenses	524.97	
Professional Fees		11,250.00
<b>Total Non-Recurring Expenses</b>	<b>524.97</b>	<b>11,250.00</b>
<b>Total Other Expenses</b>	<b>\$524.97</b>	<b>\$11,250.00</b>
NET OTHER INCOME	<b>\$ -147,462.91</b>	<b>\$85,193.04</b>
NET INCOME	<b>\$ -221,029.78</b>	<b>\$ -14,997.90</b>

# Van Go Inc

Budget vs. Actuals: FY\_2022 - FY22 P&L

January - July, 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
Commissioned Sales	17,094.00	7,500.00	9,594.00	227.92 %
Benchmark	20,004.50	25,000.00	-4,995.50	80.02 %
<b>Total Commissioned Sales</b>	<b>37,098.50</b>	<b>32,500.00</b>	<b>4,598.50</b>	<b>114.15 %</b>
Contributions Income	85,924.51	140,000.00	-54,075.49	61.37 %
Foundations	49,500.00	115,000.00	-65,500.00	43.04 %
<b>Total Contributions Income</b>	<b>135,424.51</b>	<b>255,000.00</b>	<b>-119,575.49</b>	<b>53.11 %</b>
Endowment Earnings		70,119.00	-70,119.00	
<b>Fundraiser</b>				
Annual Event	33,450.25	110,000.00	-76,549.75	30.41 %
Spring Event	18,690.30	30,000.00	-11,309.70	62.30 %
<b>Total Fundraiser</b>	<b>52,140.55</b>	<b>140,000.00</b>	<b>-87,859.45</b>	<b>37.24 %</b>
Gallery Sales	1,913.30	8,000.00	-6,086.70	23.92 %
Adornment	2,500.00	25,000.00	-22,500.00	10.00 %
<b>Total Gallery Sales</b>	<b>4,413.30</b>	<b>33,000.00</b>	<b>-28,586.70</b>	<b>13.37 %</b>
<b>Grants</b>				
Douglas County	10,000.00	20,000.00	-10,000.00	50.00 %
Heartland Works (WIA)	170,086.91	250,000.00	-79,913.09	68.03 %
<b>Total Grants</b>	<b>180,086.91</b>	<b>270,000.00</b>	<b>-89,913.09</b>	<b>66.70 %</b>
Interest Income	27.43		27.43	
<b>Total Income</b>	<b>\$409,191.20</b>	<b>\$800,619.00</b>	<b>\$ -391,427.80</b>	<b>51.11 %</b>
<b>GROSS PROFIT</b>	<b>\$409,191.20</b>	<b>\$800,619.00</b>	<b>\$ -391,427.80</b>	<b>51.11 %</b>
<b>Expenses</b>				
<b>Development</b>				
Advertising and Marketing	2,643.99	2,500.00	143.99	105.76 %
<b>Contracted Employees</b>				
Grant Writer	16,175.88	28,462.92	-12,287.04	56.83 %
<b>Total Contracted Employees</b>	<b>16,175.88</b>	<b>28,462.92</b>	<b>-12,287.04</b>	<b>56.83 %</b>
Donation Processing Fees	1,544.81	4,695.00	-3,150.19	32.90 %
Dues, Licenses and Subscriptions	2,988.40	5,188.00	-2,199.60	57.60 %
Equipment Purchases		500.00	-500.00	
Equipment Rental	183.00	15,000.00	-14,817.00	1.22 %
<b>Food and Beverage</b>				
Development	324.99	1,500.00	-1,175.01	21.67 %
Events	890.93	15,000.00	-14,109.07	5.94 %
<b>Total Food and Beverage</b>	<b>1,215.92</b>	<b>16,500.00</b>	<b>-15,284.08</b>	<b>7.37 %</b>
<b>Fringe Benefits</b>				
FICA Expenses	1,301.66	3,766.23	-2,464.57	34.56 %
Health/Dental Insurance		1,882.37	-1,882.37	
Retirement Plan Expense	1,106.45	1,476.95	-370.50	74.91 %
SUTA Expenses		11.54	-11.54	

# Van Go Inc

Budget vs. Actuals: FY\_2022 - FY22 P&L

January - July, 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total Fringe Benefits</b>	<b>2,408.11</b>	<b>7,137.09</b>	<b>-4,728.98</b>	<b>33.74 %</b>
Payroll Expenses				
Salary	15,441.12	49,231.73	-33,790.61	31.36 %
<b>Total Payroll Expenses</b>	<b>15,441.12</b>	<b>49,231.73</b>	<b>-33,790.61</b>	<b>31.36 %</b>
Postage and Delivery	2,451.52	2,357.38	94.14	103.99 %
Printing and Reproduction	1,439.84	4,952.32	-3,512.48	29.07 %
Professional Fees				
Events	2,950.00	4,758.14	-1,808.14	62.00 %
Photography	471.99	600.00	-128.01	78.67 %
<b>Total Professional Fees</b>	<b>3,421.99</b>	<b>5,358.14</b>	<b>-1,936.15</b>	<b>63.87 %</b>
Supplies/Equipment				
Agency Development	1,100.51	2,000.00	-899.49	55.03 %
<b>Total Supplies/Equipment</b>	<b>1,100.51</b>	<b>2,000.00</b>	<b>-899.49</b>	<b>55.03 %</b>
Supplies/Equipment - Product				
Merchandise	-160.71	3,080.76	-3,241.47	-5.22 %
<b>Total Supplies/Equipment - Product</b>	<b>-160.71</b>	<b>3,080.76</b>	<b>-3,241.47</b>	<b>-5.22 %</b>
Travel & Training				
Staff Development	361.12	400.00	-38.88	90.28 %
Travel		250.00	-250.00	
<b>Total Travel &amp; Training</b>	<b>361.12</b>	<b>650.00</b>	<b>-288.88</b>	<b>55.56 %</b>
<b>Total Development</b>	<b>51,215.50</b>	<b>147,613.34</b>	<b>-96,397.84</b>	<b>34.70 %</b>
Program Services				
Advertising and Marketing	545.00	200.00	345.00	272.50 %
Awards/Gifts	1,487.81	1,039.50	448.31	143.13 %
Contracted Employees				
Contract Artists/JAMS	7,836.25		7,836.25	
Contract Teaching Artists	3,758.75	9,040.00	-5,281.25	41.58 %
Healthy Chef	4,035.00	5,340.00	-1,305.00	75.56 %
<b>Total Contracted Employees</b>	<b>15,630.00</b>	<b>14,380.00</b>	<b>1,250.00</b>	<b>108.69 %</b>
Dues, Licenses and Subscriptions	1,622.94	3,647.88	-2,024.94	44.49 %
Equipment Purchases		1,500.00	-1,500.00	
Equipment Rental	101.81	1,000.00	-898.19	10.18 %
Food and Beverage				
Program Based Events	945.90	875.00	70.90	108.10 %
Snacks	1,776.22	4,461.50	-2,685.28	39.81 %
Summer Lunch	2,975.28	3,000.00	-24.72	99.18 %
<b>Total Food and Beverage</b>	<b>5,697.40</b>	<b>8,336.50</b>	<b>-2,639.10</b>	<b>68.34 %</b>
Fringe Benefits				
FICA Expenses	14,495.27	30,197.54	-15,702.27	48.00 %
Health/Dental Insurance	18,665.10	20,439.86	-1,774.76	91.32 %
Retirement Plan Expense	4,121.96	7,780.47	-3,658.51	52.98 %

# Van Go Inc

Budget vs. Actuals: FY\_2022 - FY22 P&L

January - July, 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
SUTA Expenses	140.82	111.71	29.11	126.06 %
<b>Total Fringe Benefits</b>	<b>37,423.15</b>	<b>58,529.58</b>	<b>-21,106.43</b>	<b>63.94 %</b>
Insurance				
Automobile	2,586.01	6,031.15	-3,445.14	42.88 %
<b>Total Insurance</b>	<b>2,586.01</b>	<b>6,031.15</b>	<b>-3,445.14</b>	<b>42.88 %</b>
Miscellaneous				
Background checks		150.00	-150.00	
Other	477.80		477.80	
<b>Total Miscellaneous</b>	<b>477.80</b>	<b>150.00</b>	<b>327.80</b>	<b>318.53 %</b>
Participant Assistance	1,141.15	4,440.15	-3,299.00	25.70 %
Futures Fund	90.00		90.00	
<b>Total Participant Assistance</b>	<b>1,231.15</b>	<b>4,440.15</b>	<b>-3,209.00</b>	<b>27.73 %</b>
Payroll Expenses				
Arts Train Wages	35,551.06	78,240.00	-42,688.94	45.44 %
Jams Wages	35,088.09	57,150.00	-22,061.91	61.40 %
Salary	117,026.55	259,349.03	-142,322.48	45.12 %
<b>Total Payroll Expenses</b>	<b>187,665.70</b>	<b>394,739.03</b>	<b>-207,073.33</b>	<b>47.54 %</b>
Professional Fees	250.00		250.00	
Payroll	2,707.13	10,417.97	-7,710.84	25.99 %
<b>Total Professional Fees</b>	<b>2,957.13</b>	<b>10,417.97</b>	<b>-7,460.84</b>	<b>28.38 %</b>
Repairs and Maintenance				
Vehicle	317.00	991.67	-674.67	31.97 %
<b>Total Repairs and Maintenance</b>	<b>317.00</b>	<b>991.67</b>	<b>-674.67</b>	<b>31.97 %</b>
Supplies/Equipment				
Program Supplies	475.86	3,500.00	-3,024.14	13.60 %
<b>Total Supplies/Equipment</b>	<b>475.86</b>	<b>3,500.00</b>	<b>-3,024.14</b>	<b>13.60 %</b>
Supplies/Equipment - Product				
Art	21,097.12	32,500.00	-11,402.88	64.91 %
Woodshop	3,669.69	6,000.00	-2,330.31	61.16 %
<b>Total Supplies/Equipment - Product</b>	<b>24,766.81</b>	<b>38,500.00</b>	<b>-13,733.19</b>	<b>64.33 %</b>
Travel & Training				
Staff Development	11.50	1,600.00	-1,588.50	0.72 %
Travel	192.85	1,033.74	-840.89	18.66 %
<b>Total Travel &amp; Training</b>	<b>204.35</b>	<b>2,633.74</b>	<b>-2,429.39</b>	<b>7.76 %</b>
<b>Total Program Services</b>	<b>283,189.92</b>	<b>550,037.17</b>	<b>-266,847.25</b>	<b>51.49 %</b>
Supporting Services				
Bank Service Fees (CNB/Insurance)	60.00	373.68	-313.68	16.06 %
Contracted Employees				
Accountant	15,750.00	26,175.24	-10,425.24	60.17 %
<b>Total Contracted Employees</b>	<b>15,750.00</b>	<b>26,175.24</b>	<b>-10,425.24</b>	<b>60.17 %</b>

# Van Go Inc

Budget vs. Actuals: FY\_2022 - FY22 P&L

January - July, 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Dues, Licenses and Subscriptions	1,228.58	339.84	888.74	361.52 %
Equipment Purchases		2,000.00	-2,000.00	
Equipment Rental	1,460.23	1,720.45	-260.22	84.87 %
Food and Beverage	0.00		0.00	
Board of Directors	198.80	400.00	-201.20	49.70 %
Staff	1,810.95	1,200.00	610.95	150.91 %
<b>Total Food and Beverage</b>	<b>2,009.75</b>	<b>1,600.00</b>	<b>409.75</b>	<b>125.61 %</b>
Fringe Benefits				
FICA Expenses	5,888.21	10,320.40	-4,432.19	57.05 %
Health/Dental Insurance	2,487.15	9,525.89	-7,038.74	26.11 %
Retirement Plan Expense	2,399.41	4,047.21	-1,647.80	59.29 %
SUTA Expenses	196.78	47.21	149.57	416.82 %
<b>Total Fringe Benefits</b>	<b>10,971.55</b>	<b>23,940.71</b>	<b>-12,969.16</b>	<b>45.83 %</b>
Insurance				
Building	3,956.75	6,914.11	-2,957.36	57.23 %
D & O		1,680.00	-1,680.00	
Liability	3,319.70	6,491.40	-3,171.70	51.14 %
Workers Compensation	1,591.80	2,255.93	-664.13	70.56 %
<b>Total Insurance</b>	<b>8,868.25</b>	<b>17,341.44</b>	<b>-8,473.19</b>	<b>51.14 %</b>
Interest Expense	198.18		198.18	
Payroll Expenses				
Salary	79,544.12	134,907.15	-55,363.03	58.96 %
<b>Total Payroll Expenses</b>	<b>79,544.12</b>	<b>134,907.15</b>	<b>-55,363.03</b>	<b>58.96 %</b>
Postage and Delivery	126.85	785.79	-658.94	16.14 %
Printing and Reproduction	856.78	1,650.77	-793.99	51.90 %
Professional Fees				
Accounting		1,680.00	-1,680.00	
Cleaning	2,688.00	3,465.00	-777.00	77.58 %
Payroll	1,510.73	2,198.55	-687.82	68.71 %
<b>Total Professional Fees</b>	<b>4,198.73</b>	<b>7,343.55</b>	<b>-3,144.82</b>	<b>57.18 %</b>
Repairs and Maintenance				
Building	7,789.57	2,000.00	5,789.57	389.48 %
Equipment	129.56	500.00	-370.44	25.91 %
<b>Total Repairs and Maintenance</b>	<b>7,919.13</b>	<b>2,500.00</b>	<b>5,419.13</b>	<b>316.77 %</b>
Supplies/Equipment				
Building	511.49	2,745.87	-2,234.38	18.63 %
Office	2,649.63	4,636.43	-1,986.80	57.15 %
<b>Total Supplies/Equipment</b>	<b>3,161.12</b>	<b>7,382.30</b>	<b>-4,221.18</b>	<b>42.82 %</b>
Travel & Training				
Staff Development	30.00	1,200.00	-1,170.00	2.50 %
Travel		250.00	-250.00	

# Van Go Inc

Budget vs. Actuals: FY\_2022 - FY22 P&L

January - July, 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total Travel &amp; Training</b>	<b>30.00</b>	<b>1,450.00</b>	<b>-1,420.00</b>	<b>2.07 %</b>
Utilities				
Gas and Electric	6,222.68	11,751.29	-5,528.61	52.95 %
Internet Access	527.34	966.00	-438.66	54.59 %
Security system	248.24	793.15	-544.91	31.30 %
Telephone	4,265.33	6,910.67	-2,645.34	61.72 %
Water/Trash	705.79	2,067.20	-1,361.41	34.14 %
<b>Total Utilities</b>	<b>11,969.38</b>	<b>22,488.31</b>	<b>-10,518.93</b>	<b>53.22 %</b>
<b>Total Supporting Services</b>	<b>148,352.65</b>	<b>251,999.23</b>	<b>-103,646.58</b>	<b>58.87 %</b>
<b>Total Expenses</b>	<b>\$482,758.07</b>	<b>\$949,649.74</b>	<b>\$ -466,891.67</b>	<b>50.84 %</b>
NET OPERATING INCOME	<b>\$ -73,566.87</b>	<b>\$ -149,030.74</b>	<b>\$75,463.87</b>	<b>49.36 %</b>
Other Income				
Endowment Campaign	150.00		150.00	
Investment Income				
Beneficial interest	-238,527.15		-238,527.15	
<b>Total Investment Income</b>	<b>-238,527.15</b>		<b>-238,527.15</b>	
Other Income	91,439.21	149,031.00	-57,591.79	61.36 %
<b>Total Other Income</b>	<b>\$ -146,937.94</b>	<b>\$149,031.00</b>	<b>\$ -295,968.94</b>	<b>-98.60 %</b>
Other Expenses				
Non-Recurring Expenses	524.97		524.97	
<b>Total Other Expenses</b>	<b>\$524.97</b>	<b>\$0.00</b>	<b>\$524.97</b>	<b>0.00%</b>
NET OTHER INCOME	<b>\$ -147,462.91</b>	<b>\$149,031.00</b>	<b>\$ -296,493.91</b>	<b>-98.95 %</b>
NET INCOME	<b>\$ -221,029.78</b>	<b>\$0.26</b>	<b>\$ -221,030.04</b>	<b>-85,011,453.85 %</b>