



## Van Go, Inc. Board Meeting Agenda

December 7, 2022, 5:00-6:30 pm

Van Go, Inc.

- I. Call to Order (Jen)
- II. Approval of the Agenda (Jen)
- III. Approval of the Minutes (Jen)
- IV. Reports
  - A. Committees
    - a. Nominating Committee (Jen)
      - i. Approve 2023 Board Nominees and Slate of Officers
  - B. Co-Executive Directors
    - a. Go Van Go
    - b. Agency Update
    - c. Development
    - d. Programming
  - C. Finance Director (Chris)
    - a. Financials
  - D. Board President (Jen)
- V. Old Business
  - A. Strategic Plan (Jen)
- VI. New Business
  - A. Presentation and Approval of 2023 Budget (Co-ED's)
  - B. January Annual Meeting Date (Jen)
- VII. Comments and Announcements
- VIII. Adjournment

Next meeting date: Annual Meeting in January, date TBD

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715 NEW JERSEY  
PO BOX 153  
LAWRENCE, KS 66044  
785.842.3797

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A large, intricate black and white line drawing of a dome or archway structure, possibly a traditional building or a stylized architectural element, occupies the bottom right portion of the page.



## **Board of Directors Meet & Greet**

**Join us Wednesday, December 7, at 4 PM  
in the Van Go Gallery to meet current  
Van Go board members and staff.**

**Refreshments provided | Please RSVP**



Van Go Full Board Meeting  
Wednesday, September 21, 2022

Present: Jennifer Roth, David Moore, Justin Cordova, Mona Cliff, Katie Winter, Michel Loomis, Myrone Grady (remotely), Ellen Chindamo, Becki Dick (remotely), Kevin Kelley (remotely), Jennifer Carttar, Sandy Praeger, Beth Easter

Also Present: Eliza Darmon, Kristen Malloy, Kim Keating, Alize Tyler, Van Go JAMS Leadership team

**Call to Order**

Board president Jen Roth called the meeting to order at 4:07PM.

**Approval of the Agenda**

Kristen and Eliza requested a revision to the agenda by moving the New Staff Introductions to the head of the meeting.

There are 2 new staff members, Kim Keating, and Alize Tyler.

Alize Tyler is the new program and marketing assistant. She works with both Eliza and Kristen, so she works both with operations and development as well as youth transportation and orientation. She's a KU Grad with a degree in Supply Chain Management/Minor in Spanish, and is active in the community with Big Brothers Big Sisters.

Kim Keating is the new social worker for the JAMS program. She has a masters and bachelors in Social Work from KU. She's from Junction City and worked with the juvenile justice system there. She saw the need for prevention and that's what led her to get her Masters. She just received her license. Kim runs the clothing closet at Van Go along with her BSW Intern. They're helping normalize the idea of asking for resources for our teens.

**Approval of the Minutes**

David Moore motioned to approve the July minutes, and Katie Winter seconded. All approved.

**GO Van GO!**

Kristen introduced the JAMS Leadership Team. JAMS started just last week and this group has been selected. They have all worked at least one prior session and exemplify the qualities of a good employee in the workplace. Gus, Oliver, Barack, Gracelynn, Rhylea, Davon, and Cornelio do a variety of leadership activities and leadership development. They lead team meetings each week and serve as a liaison between youth participants and staff.

Eliza reminded everyone that we kicked off the journey of revamping the Van Go vision and mission statements last year at our strategic planning retreat. We're finally ready to announce the finalized statements. The JAMS Leadership Team distributed cards with the finalized statements.

*Our vision: To spark self-expression and hope.*

*Our mission: To inspire young lives through art, work, and community.*

### **Reports—Co-Executive Directors**

Kristen started the reports with an agency update. You got to meet the new staff members, Kim and Alize. If you remember, our budget allowed us the opportunity to add a new half-time marketing assistant and a half-time woodshop art assistant. We had some unanticipated departures in program staff earlier this year. We're happy to have filled those positions. Our plan once Kim and Alize are fully onboarded is to move forward and fill our woodshop/art assistant position. It takes a lot to hire people! We hope to have that person in place maybe by January.

Elize shared that Justin Graham, who has donated his time and done all of our IT work for years, has a new full-time position that no longer allows him the time to help us. So we'll be looking for a new IT/Help Desk/Desktop Support person and work on building that into our budget moving forward. If you know anyone, we are accepting suggestions.

We are starting to see some things need replaced and repaired in the building. We replaced our dishwasher over the summer, have a new air conditioner ordered, and our roof is in need of some repairs. We'll write grants where we can but we also have some earnings on our investment funds we could spend for those things.

Eliza moved into the Development update. We've got 281 of our 300 tickets accounted for with Dinner on the Curve. Let anyone who might be waiting to buy know that we're almost sold out. We're still waiting for the KU game time to be announced to decide the official start time.

We have some financial room to make up from May Day Hey Day. We think we'll meet our goal with the auction, ticket sales, and Raise a Paddle. We have \$15k raised already for the Raise a Paddle, \$35k in ticket sales, and \$30k in sponsorships.

Ellen talked about the auction. One thing that makes an auction really successful is finding the "perfect match" of bidders and items. This year we're going to try Winspire, where we can auction off trips but don't have to pay Winspire unless we hit our target price. We've got a Glamping Getaway and a New Orleans Jazz experience on the auction block. Consider the experience packages and talk to your table about going in on something together.

Eliza shared that our Raise a Paddle will be for art supplies, which as a \$40,000 line item in our budget. We use high quality supplies so our youth know they're creating something lasting. Art is the means by which everything else happens at Van Go. We have a donor who has already pledged \$10k and is going to raise her paddle for an additional \$5k at the event.

We do still need volunteers for Dinner on the Curve—particularly cleanup volunteers the night of and Sunday or Monday. Send sororities, students, and others in need of community service

hours our way!

This is also the time of year that we do our annual appeal. The last quarter of the year is always weighted heavily. We'll build the fundraising mailer around the new video that we will debut at Dinner on the Curve. We'll keep the mailer simple and try to get people to watch the video. We may be putting out a call for note writing in late October. If you have an outstanding board pledge we will be reaching out to remind you.

Kristen updated that Programs has been all about recruiting, interviewing, hiring, and enrolling. July and August are all things recruitment. The fall session for The Arts Train is when we bring in the largest number at one time. We'll hire again in January but usually we are looking to fill 10-12 spots for TAT in the fall, plus 20 youth for JAMS. Application numbers have been down, partially due to our lower wages. Typically we have not had to really recruit for JAMS but we have to dig harder for The Arts Train. We're starting to see a bit of an upswing in applications. We've been working hard to track everything related to referrals and applications so we know where to build relationships. Our referral sources have had a lot of staff turnover as well so there's new relationships to build.

We're pleased to report that both sessions are in full swing and at full capacity for the first time since COVID hit. There are 20 JAMS youth and 11 Arts Train. We are still doing a health and safety protocol with universal masking, but the youth are able to opt out of masks if they provide up-to-date vaccination cards and signed parental permission (for JAMS). We're also promoting and facilitating vaccinations as much as possible. Most of the youth are still masking. We are back to providing transportation, and we require masks in the vans. We're also watching the community levels and will require masks if the community level is high.

Both sessions are creating artwork for Adornment. The Arts Train are working on screen printing with Alicia Kelly, lawn games with Cole Heck, blacksmithing with Kate Dinneen, and of course painted items with Rick. They'll also do some employability skills training with Emma. This year's Adornment theme is "Van Go Greatest Hits" in honor of our 25<sup>th</sup> anniversary.

### **Reports—Committees**

Katie Winter gave an update from the Nominating Committee. The board packet has a list of who is rotating off. The members rotating off are Jackie Berra, John Bullock, Beth Easter, Anthony Lewis, and Kris Matthews.

Members whose terms are continuing: Jennifer Carttar, Ellen Chindamo, Mona Cliff, Justin Cordova, David Moore, Paige Robinson, Katie Winter

Members extending their terms: Becki Dick, Myrone Grady, Kevin Kelley, Michel Loomis, Sandy Praeger, and Jennifer Roth

Proposed Executive Committee: Jennifer Roth (President), David Moore (Treasurer), Katie Winter (Secretary), Justin Cordova & Paige Robinson (Members-at-large).

We will vote on this slate in November. **(NOTE: November meeting moved to December 7 later**

*in the meeting.)*

Proposed new members:

Charlie Sedlock (ECO DEVO), president of Hamm companies.

Kaylin Dillon (Financial)

Linda Luckey (KU)

April Ramos (USD497)

Joe Sears (Parent of VG Grad)

Steve Kelly (ECO DEVO)

If anyone has relationships with these people let us know and we can figure out the best approach. We also have some alternates.

Beth Easter moved, and David Moore seconded the motion to authorize the nominating committee to approach this proposed slate. They would then be voted in at the next meeting. All voted in favor.

### **Reports—Board President**

Jen revisited the Engagement Calendar. When thinking about the last three months of the year and how to engage with VG outside of the board meetings, you've heard about Dinner on the Curve. Adornment begins November 26 (the Saturday after Thanksgiving). Kristen interjected that it's great to come to opening night because the youth get to speak at that event, and then kick off holiday shopping! On Sunday the 27<sup>th</sup> will be the 25<sup>th</sup> Reunion brunch.

Jen shared that she went to Party America in a Van Go shirt and ran into a Van Go grad and was able to share the reunion date.

Jen is thankful for everyone who came to the Paper Plains Zine Fest. The Van Go staff had to bust their butts to clear out the whole space right before programming began. There were tons of people here from all over and they got to be introduced to Van Go.

We need to discuss a different date for the November board meeting. We're proposing Wednesday, December 7 instead. This would be the meeting where we vote on new board and thank the rolling off board members. You might block off until 6pm on that date since it can run a little longer.

There may also be engagement opportunities around Adornment—helping set up/flip the space for the reunion; staffing gallery hours; etc.

### **Reports—Finance**

David gave the financial update because Chris Kohart is out of town right now. We have \$410k in checking/money markets as of end of July. We just converted \$125k of that into a CD. We're getting about 3.5% off that for 6 months. Total assets are approaching \$3 million. Total debt is \$0. That's pretty much unheard of for a nonprofit. We're in a great position. Income and

expenses as of July were at \$410k revenue, \$483k expenses. It's not an anomaly for this agency at this point of the year. We're in a better position than last year. We'll make it up the budget deficit in the last quarter.

Our current ratio is off the charts – 32.72 vs our target of 2.0; last year it was 7.52. We have about 158 days cash on hand vs our target of 30 days.

On the balance sheet, the cash on hand stands out vs last year. That's due to PPP and the Employee Retention Credit (ERC). Current assets are \$440k. Fixed assets are about \$1M. We have other assets of \$1.5M, which is our other accounts at DCCF.

Our liabilities are much lower than last year, due to our PPP loan which was forgiven. Profit and Loss is tracking similarly to last year at this time. Our net operating income is -\$74k vs -\$100k last year. There is a shortfall in our other income due to interest on our DCCF accounts. We'll make things up with the ERC. We have a long runway.

Eliza noted that while it looks like we have lots of cash, that's 3 years of PPP of \$100k each, which won't exist next year. In addition to the city funding we lost, if our Endowment earnings go down... we have to look into the future and think about how we'll fill those buckets.

We'll send out the August financials via email for an e-approval once those are prepped.

Justin moved to approve the financials, and Jen Carttar seconded. All approved.

### **Old Business**

Kristen and Eliza want to make sure to come back to our Strategic Plan whenever they can. Some of the things we focused on this year were shoring things up internally. We wanted to address having our evaluation processes overhauled by an external service. We got a grant to fund a consultant. We had meetings with people from the Midwest Center for Nonprofit Leadership, and with CPPR at KU. We have a lot of things we've been doing and collecting, but we need someone to do an evaluation and assessment of what we're doing and where we're going with it, so they can determine a scope. The Midwestern Center for Nonprofit Leadership has a "menu" of items to choose from. We've requested a proposal for a one-day assessment that will help us determine what we need to do next. We have a grant from the Beach Family Foundation for this and our reunion (which is a great opportunity to survey our grads.)

### **New Business**

No new business.

### **Comments & Announcements**

Eliza congratulated Mona on her Rocket Grant. She'll be doing a mural on the columns of the 23<sup>rd</sup> street underpass which is right along the May Day Hey Day route!

David thanked Jen Roth for stepping up for another year as board president. Jen said it's been really fun to be a part of the nominating committee and she is excited about the new executive

committee slate.

**Adjournment**

David Moore moved to adjourn, Ellen Chindamo seconded. The meeting adjourned at 5:22pm.

▪ **Cash**

	\$352,231	Operations (CNB checking, Prestige MM & Paypal)
	\$1,228	Petty Cash
	\$353,459	Total Cash

▪ **Total Assets**    **\$2,799,440**

▪ **Total Debt**    **\$0**

▪ **Income and Expenses (Operations)**  
**Accrual Basis, as of 11/30/22**

	Actual YTD	Annual Budget	\$ Over Under (-) Budget
Total Income	\$750,478	\$800,619	-\$50,141
Total Expenses	\$806,978	\$949,650	-\$142,672
Net Operating Income	\$-56,500	-\$149,031	\$92,531

▪ **Financial Developments**

- Van Go’s current ratio for 2022 is 99.14. At this time last year Van Go’s current ratio was 9.52. Target current ratio is 2.00.
- Van Go’s number of days of cash on hand for 2022 is 135.38. At this time last year Van Go’s number of days of cash on hand was 89.14. Target number of days of cash on hand is no less than 30 days.
- Net operating income for FY22 (\$56,500) is a 9.57% change from net operating income for FY21 (\$62,480).

# Van Go Inc

## Balance Sheet

As of November 30, 2022

	TOTAL	
	AS OF NOV 30, 2022	AS OF NOV 30, 2021 (PY)
<b>ASSETS</b>		
Current Assets		
Bank Accounts		
Central National Bank Checking	197,898.83	177,256.82
Central National Prestige MM	28,428.02	36,904.00
CNB 6 Month CD	125,400.00	
PayPal	504.29	793.09
Petty Cash	1,227.81	1,238.00
<b>Total Bank Accounts</b>	<b>\$353,458.95</b>	<b>\$216,191.91</b>
Accounts Receivable		
Accounts Receivable	0.00	0.00
Endowment Pledges Receivable	0.00	20,500.00
Grants Receivable	27,347.51	27,373.13
Merchandise Sales	-550.00	-550.00
Pledges Receivable	75.00	75.00
<b>Total Accounts Receivable</b>	<b>26,872.51</b>	<b>47,398.13</b>
<b>Total Accounts Receivable</b>	<b>\$26,872.51</b>	<b>\$47,398.13</b>
Other Current Assets		
Undeposited Funds	37,318.45	28,479.80
<b>Total Other Current Assets</b>	<b>\$37,318.45</b>	<b>\$28,479.80</b>
<b>Total Current Assets</b>	<b>\$417,649.91</b>	<b>\$292,069.84</b>
Fixed Assets		
Building		
Accumulated Depreciation	-773,609.78	-717,234.26
Cost	1,642,865.56	1,642,865.56
<b>Total Building</b>	<b>869,255.78</b>	<b>925,631.30</b>
Equipment/Furnishings		
Accumulated Depreciation	-190,004.91	-184,433.78
Cost	168,115.59	168,115.59
<b>Total Equipment/Furnishings</b>	<b>12,371.14</b>	<b>17,942.27</b>
Land and Land Improvements	45,277.00	45,277.00
<b>Total Fixed Assets</b>	<b>\$926,903.92</b>	<b>\$988,850.57</b>
Other Assets		
Beneficial interest held - DCCF	849,055.40	982,512.48
LeCompete Funds held at DCCF	438,776.24	505,939.11
Operating Funds held at DCCF	167,054.97	174,278.31
<b>Total Other Assets</b>	<b>\$1,454,886.61</b>	<b>\$1,662,729.90</b>
<b>TOTAL ASSETS</b>	<b>\$2,799,440.44</b>	<b>\$2,943,650.31</b>

# Van Go Inc

## Balance Sheet

As of November 30, 2022

	TOTAL	
	AS OF NOV 30, 2022	AS OF NOV 30, 2021 (PY)
<b>LIABILITIES AND EQUITY</b>		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable	970.11	12,905.48
<b>Total Accounts Payable</b>	<b>\$970.11</b>	<b>\$12,905.48</b>
Credit Cards		
Charity Charge	-2,878.96	10,625.68
Chase Card	0.00	2,084.38
Home Depot	155.56	0.00
<b>Total Credit Cards</b>	<b>\$ -2,723.40</b>	<b>\$12,710.06</b>
Other Current Liabilities		
*Payroll Liabilities	2,675.92	2,394.93
FICA & Federal Withholding Tax	95.64	95.64
Ks Withholding Tax	2.14	2.14
Retirement Plan Payable	0.00	2,513.81
<b>Total *Payroll Liabilities</b>	<b>2,773.70</b>	<b>5,006.52</b>
Sales Tax Payable	7,699.99	2,252.29
<b>Total Other Current Liabilities</b>	<b>\$10,473.69</b>	<b>\$7,258.81</b>
<b>Total Current Liabilities</b>	<b>\$8,720.40</b>	<b>\$32,874.35</b>
<b>Total Liabilities</b>	<b>\$8,720.40</b>	<b>\$32,874.35</b>
Equity		
Retained Earnings	3,100,490.43	2,815,937.61
Net Income	-309,770.39	94,838.35
<b>Total Equity</b>	<b>\$2,790,720.04</b>	<b>\$2,910,775.96</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$2,799,440.44</b>	<b>\$2,943,650.31</b>

# Van Go Inc

## Profit and Loss

January - November, 2022

	TOTAL	
	JAN - NOV, 2022	JAN - NOV, 2021 (PY)
Income		
Commissioned Sales	17,094.00	2,221.79
Benchmark	20,516.50	19,299.00
<b>Total Commissioned Sales</b>	<b>37,610.50</b>	<b>21,520.79</b>
Contributions Income	152,920.60	156,159.94
Corporate Sponsors	2,500.00	5,200.00
Foundations	74,500.00	69,665.00
<b>Total Contributions Income</b>	<b>229,920.60</b>	<b>231,024.94</b>
Fundraiser		22,186.75
Annual Event	158,883.06	100,182.13
Spring Event	18,690.30	
<b>Total Fundraiser</b>	<b>177,573.36</b>	<b>122,368.88</b>
Gallery Sales	4,325.74	10,152.69
Adornment	16,586.06	9,164.47
<b>Total Gallery Sales</b>	<b>20,911.80</b>	<b>19,317.16</b>
Grants		
City Alcohol Tax		28,650.00
City of Lawrence		20,000.00
Douglas County	20,000.00	20,000.00
Heartland Works (WIA)	264,379.25	252,234.34
<b>Total Grants</b>	<b>284,379.25</b>	<b>320,884.34</b>
Interest Income	82.68	23.69
<b>Total Income</b>	<b>\$750,478.19</b>	<b>\$715,139.80</b>
GROSS PROFIT	<b>\$750,478.19</b>	<b>\$715,139.80</b>
Expenses		
**Payroll Wages		
Arts Train Wages		55,276.80
Jams Wages		34,644.41
Salary		358,277.49
<b>Total **Payroll Wages</b>		<b>448,198.70</b>
*Payroll Expenses		
FICA Expenses		34,368.86
Health/Dental Insurance (deleted)		28,800.10
Retirement plan expense		8,320.13
SUTA Expense		419.06
Workers Compensation (deleted)		1,558.00
<b>Total *Payroll Expenses</b>		<b>73,466.15</b>

# Van Go Inc

## Profit and Loss

January - November, 2022

	TOTAL	
	JAN - NOV, 2022	JAN - NOV, 2021 (PY)
Development		
Advertising and Marketing	322.21	
Contracted Employees		
Grant Writer	25,419.24	25,349.01
Marketing and Events	6,725.00	
VISTA		3,000.00
<b>Total Contracted Employees</b>	<b>32,144.24</b>	<b>28,349.01</b>
Donation Processing Fees	4,363.48	1,037.34
Dues, Licenses and Subscriptions	5,540.11	
Equipment Rental	15,973.60	
Food and Beverage		
Development	536.55	
Events	22,397.56	
<b>Total Food and Beverage</b>	<b>22,934.11</b>	
Fringe Benefits		
FICA Expenses	1,926.40	
Retirement Plan Expense	902.11	
<b>Total Fringe Benefits</b>	<b>2,828.51</b>	
Payroll Expenses		
Salary	24,394.38	
<b>Total Payroll Expenses</b>	<b>24,394.38</b>	
Postage and Delivery	2,862.46	
Printing and Reproduction	2,721.07	
Professional Fees		
Events	4,559.25	
Photography	1,100.00	
<b>Total Professional Fees</b>	<b>5,659.25</b>	
Supplies/Equipment		
Agency Development	3,611.31	1,705.66
<b>Total Supplies/Equipment</b>	<b>3,611.31</b>	<b>1,705.66</b>
Supplies/Equipment - Product		22.00
Merchandise	3,287.09	4,589.40
<b>Total Supplies/Equipment - Product</b>	<b>3,287.09</b>	<b>4,611.40</b>
Travel & Training		
Staff Development	115.14	
<b>Total Travel &amp; Training</b>	<b>115.14</b>	
<b>Total Development</b>	<b>126,756.96</b>	<b>35,703.41</b>
Dues and Subscriptions (deleted)		2,942.71
Equipment Purchases		9,940.90

# Van Go Inc

## Profit and Loss

January - November, 2022

	TOTAL	
	JAN - NOV, 2022	JAN - NOV, 2021 (PY)
Equipment Rental (deleted)		15,019.44
Food and Beverage		
Board of Directors (deleted-1)		600.99
Development (deleted-1)		2,113.89
JAMS		7,915.28
Staff		1,283.20
<b>Total Food and Beverage</b>		<b>11,913.36</b>
Fundraising (deleted)		
Advertising & Marketing (deleted)		2,007.88
<b>Total Fundraising (deleted)</b>		<b>2,007.88</b>
Insurance (deleted)		
D&O Insurance (deleted)		1,677.00
Liability Insurance (deleted)		4,530.64
<b>Total Insurance (deleted)</b>		<b>6,207.64</b>
Licenses and Permits (deleted)		6,057.40
Miscellaneous		800.00
Participant Assistance		2,859.82
Photography		466.00
Postage and Delivery		1,628.05
Printing and Reproduction		5,711.22
Professional Fees	0.00	13,006.83
Accounting (deleted-1)		1,600.00
Cleaning (deleted)		3,100.00
<b>Total Professional Fees</b>	<b>0.00</b>	<b>17,706.83</b>
Program Services		
Advertising and Marketing	595.00	
Awards/Gifts	1,642.19	670.00
Contracted Employees		
Contract Artists/JAMS	3,546.00	5,364.00
Contract Teaching Artists	13,942.00	10,665.00
Healthy Chef	5,190.00	5,100.00
<b>Total Contracted Employees</b>	<b>22,678.00</b>	<b>21,129.00</b>
Dues, Licenses and Subscriptions	2,957.01	
Equipment Purchases	-185.00	
Food and Beverage		
Program Based Events	1,159.78	
Snacks	2,630.81	66.29
Summer Lunch	3,138.24	
<b>Total Food and Beverage</b>	<b>6,928.83</b>	<b>66.29</b>

# Van Go Inc

## Profit and Loss

January - November, 2022

	TOTAL	
	JAN - NOV, 2022	JAN - NOV, 2021 (PY)
Fringe Benefits		
FICA Expenses	24,239.48	
Health/Dental Insurance	17,602.88	
Retirement Plan Expense	6,460.53	
SUTA Expenses	236.07	
<b>Total Fringe Benefits</b>	<b>48,538.96</b>	
Insurance		
Automobile	4,325.02	5,356.84
<b>Total Insurance</b>	<b>4,325.02</b>	<b>5,356.84</b>
Miscellaneous		
Background checks	10.25	30.75
<b>Total Miscellaneous</b>	<b>10.25</b>	<b>30.75</b>
Participant Assistance		
Futures Fund	1,192.95	317.00
	90.00	1,591.50
<b>Total Participant Assistance</b>	<b>1,282.95</b>	<b>1,908.50</b>
Payroll Expenses		
Arts Train Wages	57,641.59	
Jams Wages	53,122.35	
Salary	197,804.22	
<b>Total Payroll Expenses</b>	<b>308,568.16</b>	
Professional Fees		
Payroll	5,648.21	
<b>Total Professional Fees</b>	<b>5,648.21</b>	
Repairs and Maintenance		
Vehicle	1,698.93	538.82
<b>Total Repairs and Maintenance</b>	<b>1,698.93</b>	<b>538.82</b>
Supplies/Equipment		
Program Supplies	1,500.64	1,128.44
<b>Total Supplies/Equipment</b>	<b>1,500.64</b>	<b>1,128.44</b>
Supplies/Equipment - Product		
Art	34,739.82	28,762.96
Woodshop	4,442.75	506.94
<b>Total Supplies/Equipment - Product</b>	<b>39,182.57</b>	<b>29,269.90</b>
Travel & Training		
Staff Development	182.62	
Travel	438.92	
<b>Total Travel &amp; Training</b>	<b>621.54</b>	
<b>Total Program Services</b>	<b>445,993.26</b>	<b>60,098.54</b>

# Van Go Inc

## Profit and Loss

January - November, 2022

	TOTAL	
	JAN - NOV, 2022	JAN - NOV, 2021 (PY)
Supporting Services		
Bank Service Fees (CNB/Insurance)	291.18	3,266.51
Contracted Employees		
Accountant	23,325.00	23,520.00
<b>Total Contracted Employees</b>	<b>23,325.00</b>	<b>23,520.00</b>
Dues, Licenses and Subscriptions	1,905.95	
Equipment Purchases	1,049.00	
Equipment Rental	2,557.63	
Food and Beverage		
Board of Directors	341.84	
Staff	2,244.30	104.00
<b>Total Food and Beverage</b>	<b>2,586.14</b>	<b>104.00</b>
Fringe Benefits		
FICA Expenses	8,818.61	
Health/Dental Insurance	14,291.61	
Retirement Plan Expense	3,678.19	
SUTA Expenses	223.11	
<b>Total Fringe Benefits</b>	<b>27,011.52</b>	
Insurance		
Building	6,217.75	6,639.57
D & O	1,771.00	
Liability	5,583.70	
Workers Compensation	2,159.80	
<b>Total Insurance</b>	<b>15,732.25</b>	<b>6,639.57</b>
Interest Expense		214.57
Finance Charge (deleted)		40.00
<b>Total Interest Expense</b>		<b>254.57</b>
Payroll Expenses		
Salary	125,287.50	
<b>Total Payroll Expenses</b>	<b>125,287.50</b>	
Postage and Delivery	568.85	
Printing and Reproduction	1,140.38	
Professional Fees		
Cleaning	4,129.00	
Payroll	1,955.24	
<b>Total Professional Fees</b>	<b>6,084.24</b>	

# Van Go Inc

## Profit and Loss

January - November, 2022

	TOTAL	
	JAN - NOV, 2022	JAN - NOV, 2021 (PY)
Repairs and Maintenance		
Building	2,835.63	13,898.74
Equipment	129.56	
<b>Total Repairs and Maintenance</b>	<b>2,965.19</b>	<b>13,898.74</b>
Supplies/Equipment		
Building	1,480.49	3,922.00
Office	3,181.92	4,213.54
<b>Total Supplies/Equipment</b>	<b>4,662.41</b>	<b>8,135.54</b>
Travel & Training		
Staff Development	120.00	
Travel	50.18	
<b>Total Travel &amp; Training</b>	<b>170.18</b>	
Utilities		
Gas and Electric	9,311.99	10,241.70
Internet Access	828.90	845.00
Security system	937.24	755.38
Telephone	6,353.96	6,816.81
Water/Trash	1,458.61	1,668.76
<b>Total Utilities</b>	<b>18,890.70</b>	<b>20,327.65</b>
<b>Total Supporting Services</b>	<b>234,228.12</b>	<b>76,146.58</b>
Travel & Training		
JAMS		322.45
Staff		422.53
<b>Total Travel &amp; Training</b>		<b>744.98</b>
<b>Total Expenses</b>	<b>\$806,978.34</b>	<b>\$777,619.61</b>
NET OPERATING INCOME	<b>\$ -56,500.15</b>	<b>\$ -62,479.81</b>
Other Income		
Endowment Campaign	425.00	1,475.00
Investment Income		
Beneficial interest	-315,082.34	77,360.46
<b>Total Investment Income</b>	<b>-315,082.34</b>	<b>77,360.46</b>
Other Income	91,439.21	99,830.00
Special Projects	1,875.00	
<b>Total Other Income</b>	<b>\$ -221,343.13</b>	<b>\$178,665.46</b>

# Van Go Inc

## Profit and Loss

January - November, 2022

	TOTAL	
	JAN - NOV, 2022	JAN - NOV, 2021 (PY)
Other Expenses		
Non-Recurring Expenses	31,927.11	
Professional Fees		21,347.30
<b>Total Non-Recurring Expenses</b>	<b>31,927.11</b>	<b>21,347.30</b>
<b>Total Other Expenses</b>	<b>\$31,927.11</b>	<b>\$21,347.30</b>
NET OTHER INCOME	<b>\$ -253,270.24</b>	<b>\$157,318.16</b>
NET INCOME	<b>\$ -309,770.39</b>	<b>\$94,838.35</b>

# Van Go Inc

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

January - November, 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	20,516.50	25,000.00	-4,483.50	82.07 %
<b>Total Commissioned Sales</b>	<b>37,610.50</b>	<b>32,500.00</b>	<b>5,110.50</b>	<b>115.72 %</b>
Contributions Income	152,920.60	140,000.00	12,920.60	109.23 %
Corporate Sponsors	2,500.00		2,500.00	
Foundations	74,500.00	115,000.00	-40,500.00	64.78 %
<b>Total Contributions Income</b>	<b>229,920.60</b>	<b>255,000.00</b>	<b>-25,079.40</b>	<b>90.16 %</b>
Endowment Earnings		70,119.00	-70,119.00	
<b>Fundraiser</b>				
Annual Event	158,883.06	110,000.00	48,883.06	144.44 %
Spring Event	18,690.30	30,000.00	-11,309.70	62.30 %
<b>Total Fundraiser</b>	<b>177,573.36</b>	<b>140,000.00</b>	<b>37,573.36</b>	<b>126.84 %</b>
Gallery Sales	4,325.74	8,000.00	-3,674.26	54.07 %
Adornment	16,586.06	25,000.00	-8,413.94	66.34 %
<b>Total Gallery Sales</b>	<b>20,911.80</b>	<b>33,000.00</b>	<b>-12,088.20</b>	<b>63.37 %</b>
<b>Grants</b>				
Douglas County	20,000.00	20,000.00	0.00	100.00 %
Heartland Works (WIA)	264,379.25	250,000.00	14,379.25	105.75 %
<b>Total Grants</b>	<b>284,379.25</b>	<b>270,000.00</b>	<b>14,379.25</b>	<b>105.33 %</b>
Interest Income	82.68		82.68	
<b>Total Income</b>	<b>\$750,478.19</b>	<b>\$800,619.00</b>	<b>\$ -50,140.81</b>	<b>93.74 %</b>
<b>GROSS PROFIT</b>	<b>\$750,478.19</b>	<b>\$800,619.00</b>	<b>\$ -50,140.81</b>	<b>93.74 %</b>
<b>Expenses</b>				
<b>Development</b>				
Advertising and Marketing	322.21	2,500.00	-2,177.79	12.89 %
<b>Contracted Employees</b>				
Grant Writer	25,419.24	28,462.92	-3,043.68	89.31 %
Marketing and Events	6,725.00		6,725.00	
<b>Total Contracted Employees</b>	<b>32,144.24</b>	<b>28,462.92</b>	<b>3,681.32</b>	<b>112.93 %</b>
Donation Processing Fees	4,363.48	4,695.00	-331.52	92.94 %
Dues, Licenses and Subscriptions	5,540.11	5,188.00	352.11	106.79 %
Equipment Purchases		500.00	-500.00	
Equipment Rental	15,973.60	15,000.00	973.60	106.49 %
<b>Food and Beverage</b>				
Development	536.55	1,500.00	-963.45	35.77 %
Events	22,397.56	15,000.00	7,397.56	149.32 %
<b>Total Food and Beverage</b>	<b>22,934.11</b>	<b>16,500.00</b>	<b>6,434.11</b>	<b>138.99 %</b>
<b>Fringe Benefits</b>				
FICA Expenses	1,926.40	3,766.23	-1,839.83	51.15 %
Health/Dental Insurance		1,882.37	-1,882.37	

# Van Go Inc

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

January - November, 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Retirement Plan Expense	902.11	1,476.95	-574.84	61.08 %
SUTA Expenses		11.54	-11.54	
<b>Total Fringe Benefits</b>	<b>2,828.51</b>	<b>7,137.09</b>	<b>-4,308.58</b>	<b>39.63 %</b>
Payroll Expenses				
Salary	24,394.38	49,231.73	-24,837.35	49.55 %
<b>Total Payroll Expenses</b>	<b>24,394.38</b>	<b>49,231.73</b>	<b>-24,837.35</b>	<b>49.55 %</b>
Postage and Delivery	2,862.46	2,357.38	505.08	121.43 %
Printing and Reproduction	2,721.07	4,952.32	-2,231.25	54.95 %
Professional Fees				
Events	4,559.25	4,758.14	-198.89	95.82 %
Photography	1,100.00	600.00	500.00	183.33 %
<b>Total Professional Fees</b>	<b>5,659.25</b>	<b>5,358.14</b>	<b>301.11</b>	<b>105.62 %</b>
Supplies/Equipment				
Agency Development	3,611.31	2,000.00	1,611.31	180.57 %
<b>Total Supplies/Equipment</b>	<b>3,611.31</b>	<b>2,000.00</b>	<b>1,611.31</b>	<b>180.57 %</b>
Supplies/Equipment - Product				
Merchandise	3,287.09	3,080.76	206.33	106.70 %
<b>Total Supplies/Equipment - Product</b>	<b>3,287.09</b>	<b>3,080.76</b>	<b>206.33</b>	<b>106.70 %</b>
Travel & Training				
Staff Development	115.14	400.00	-284.86	28.79 %
Travel		250.00	-250.00	
<b>Total Travel &amp; Training</b>	<b>115.14</b>	<b>650.00</b>	<b>-534.86</b>	<b>17.71 %</b>
<b>Total Development</b>	<b>126,756.96</b>	<b>147,613.34</b>	<b>-20,856.38</b>	<b>85.87 %</b>
Program Services				
Advertising and Marketing	595.00	200.00	395.00	297.50 %
Awards/Gifts	1,642.19	1,039.50	602.69	157.98 %
Contracted Employees				
Contract Artists/JAMS	3,546.00		3,546.00	
Contract Teaching Artists	13,942.00	9,040.00	4,902.00	154.23 %
Healthy Chef	5,190.00	5,340.00	-150.00	97.19 %
<b>Total Contracted Employees</b>	<b>22,678.00</b>	<b>14,380.00</b>	<b>8,298.00</b>	<b>157.71 %</b>
Dues, Licenses and Subscriptions	2,957.01	3,647.88	-690.87	81.06 %
Equipment Purchases	-185.00	1,500.00	-1,685.00	-12.33 %
Equipment Rental		1,000.00	-1,000.00	
Food and Beverage				
Program Based Events	1,159.78	875.00	284.78	132.55 %
Snacks	2,630.81	4,461.50	-1,830.69	58.97 %
Summer Lunch	3,138.24	3,000.00	138.24	104.61 %
<b>Total Food and Beverage</b>	<b>6,928.83</b>	<b>8,336.50</b>	<b>-1,407.67</b>	<b>83.11 %</b>
Fringe Benefits				
FICA Expenses	24,239.48	30,197.54	-5,958.06	80.27 %

# Van Go Inc

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

January - November, 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Health/Dental Insurance	17,602.88	20,439.86	-2,836.98	86.12 %
Retirement Plan Expense	6,460.53	7,780.47	-1,319.94	83.04 %
SUTA Expenses	236.07	111.71	124.36	211.32 %
<b>Total Fringe Benefits</b>	<b>48,538.96</b>	<b>58,529.58</b>	<b>-9,990.62</b>	<b>82.93 %</b>
Insurance				
Automobile	4,325.02	6,031.15	-1,706.13	71.71 %
<b>Total Insurance</b>	<b>4,325.02</b>	<b>6,031.15</b>	<b>-1,706.13</b>	<b>71.71 %</b>
Miscellaneous				
Background checks	10.25	150.00	-139.75	6.83 %
<b>Total Miscellaneous</b>	<b>10.25</b>	<b>150.00</b>	<b>-139.75</b>	<b>6.83 %</b>
Participant Assistance	1,192.95	4,440.15	-3,247.20	26.87 %
Futures Fund	90.00		90.00	
<b>Total Participant Assistance</b>	<b>1,282.95</b>	<b>4,440.15</b>	<b>-3,157.20</b>	<b>28.89 %</b>
Payroll Expenses				
Arts Train Wages	57,641.59	78,240.00	-20,598.41	73.67 %
Jams Wages	53,122.35	57,150.00	-4,027.65	92.95 %
Salary	197,804.22	259,349.03	-61,544.81	76.27 %
<b>Total Payroll Expenses</b>	<b>308,568.16</b>	<b>394,739.03</b>	<b>-86,170.87</b>	<b>78.17 %</b>
Professional Fees				
Payroll	5,648.21	10,417.97	-4,769.76	54.22 %
<b>Total Professional Fees</b>	<b>5,648.21</b>	<b>10,417.97</b>	<b>-4,769.76</b>	<b>54.22 %</b>
Repairs and Maintenance				
Vehicle	1,698.93	991.67	707.26	171.32 %
<b>Total Repairs and Maintenance</b>	<b>1,698.93</b>	<b>991.67</b>	<b>707.26</b>	<b>171.32 %</b>
Supplies/Equipment				
Program Supplies	1,500.64	3,500.00	-1,999.36	42.88 %
<b>Total Supplies/Equipment</b>	<b>1,500.64</b>	<b>3,500.00</b>	<b>-1,999.36</b>	<b>42.88 %</b>
Supplies/Equipment - Product				
Art	34,739.82	32,500.00	2,239.82	106.89 %
Woodshop	4,442.75	6,000.00	-1,557.25	74.05 %
<b>Total Supplies/Equipment - Product</b>	<b>39,182.57</b>	<b>38,500.00</b>	<b>682.57</b>	<b>101.77 %</b>
Travel & Training				
Staff Development	182.62	1,600.00	-1,417.38	11.41 %
Travel	438.92	1,033.74	-594.82	42.46 %
<b>Total Travel &amp; Training</b>	<b>621.54</b>	<b>2,633.74</b>	<b>-2,012.20</b>	<b>23.60 %</b>
<b>Total Program Services</b>	<b>445,993.26</b>	<b>550,037.17</b>	<b>-104,043.91</b>	<b>81.08 %</b>
Supporting Services				
Bank Service Fees (CNB/Insurance)	291.18	373.68	-82.50	77.92 %
Contracted Employees				
Accountant	23,325.00	26,175.24	-2,850.24	89.11 %

# Van Go Inc

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

January - November, 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total Contracted Employees</b>	<b>23,325.00</b>	<b>26,175.24</b>	<b>-2,850.24</b>	<b>89.11 %</b>
Dues, Licenses and Subscriptions	1,905.95	339.84	1,566.11	560.84 %
Equipment Purchases	1,049.00	2,000.00	-951.00	52.45 %
Equipment Rental	2,557.63	1,720.45	837.18	148.66 %
Food and Beverage				
Board of Directors	341.84	400.00	-58.16	85.46 %
Staff	2,244.30	1,200.00	1,044.30	187.03 %
<b>Total Food and Beverage</b>	<b>2,586.14</b>	<b>1,600.00</b>	<b>986.14</b>	<b>161.63 %</b>
Fringe Benefits				
FICA Expenses	8,818.61	10,320.40	-1,501.79	85.45 %
Health/Dental Insurance	14,291.61	9,525.89	4,765.72	150.03 %
Retirement Plan Expense	3,678.19	4,047.21	-369.02	90.88 %
SUTA Expenses	223.11	47.21	175.90	472.59 %
<b>Total Fringe Benefits</b>	<b>27,011.52</b>	<b>23,940.71</b>	<b>3,070.81</b>	<b>112.83 %</b>
Insurance				
Building	6,217.75	6,914.11	-696.36	89.93 %
D & O	1,771.00	1,680.00	91.00	105.42 %
Liability	5,583.70	6,491.40	-907.70	86.02 %
Workers Compensation	2,159.80	2,255.93	-96.13	95.74 %
<b>Total Insurance</b>	<b>15,732.25</b>	<b>17,341.44</b>	<b>-1,609.19</b>	<b>90.72 %</b>
Payroll Expenses				
Salary	125,287.50	134,907.15	-9,619.65	92.87 %
<b>Total Payroll Expenses</b>	<b>125,287.50</b>	<b>134,907.15</b>	<b>-9,619.65</b>	<b>92.87 %</b>
Postage and Delivery	568.85	785.79	-216.94	72.39 %
Printing and Reproduction	1,140.38	1,650.77	-510.39	69.08 %
Professional Fees				
Accounting		1,680.00	-1,680.00	
Cleaning	4,129.00	3,465.00	664.00	119.16 %
Payroll	1,955.24	2,198.55	-243.31	88.93 %
<b>Total Professional Fees</b>	<b>6,084.24</b>	<b>7,343.55</b>	<b>-1,259.31</b>	<b>82.85 %</b>
Repairs and Maintenance				
Building	2,835.63	2,000.00	835.63	141.78 %
Equipment	129.56	500.00	-370.44	25.91 %
<b>Total Repairs and Maintenance</b>	<b>2,965.19</b>	<b>2,500.00</b>	<b>465.19</b>	<b>118.61 %</b>
Supplies/Equipment				
Building	1,480.49	2,745.87	-1,265.38	53.92 %
Office	3,181.92	4,636.43	-1,454.51	68.63 %
<b>Total Supplies/Equipment</b>	<b>4,662.41</b>	<b>7,382.30</b>	<b>-2,719.89</b>	<b>63.16 %</b>
Travel & Training				
Staff Development	120.00	1,200.00	-1,080.00	10.00 %
Travel	50.18	250.00	-199.82	20.07 %

# Van Go Inc

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

January - November, 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total Travel &amp; Training</b>	<b>170.18</b>	<b>1,450.00</b>	<b>-1,279.82</b>	<b>11.74 %</b>
Utilities				
Gas and Electric	9,311.99	11,751.29	-2,439.30	79.24 %
Internet Access	828.90	966.00	-137.10	85.81 %
Security system	937.24	793.15	144.09	118.17 %
Telephone	6,353.96	6,910.67	-556.71	91.94 %
Water/Trash	1,458.61	2,067.20	-608.59	70.56 %
<b>Total Utilities</b>	<b>18,890.70</b>	<b>22,488.31</b>	<b>-3,597.61</b>	<b>84.00 %</b>
<b>Total Supporting Services</b>	<b>234,228.12</b>	<b>251,999.23</b>	<b>-17,771.11</b>	<b>92.95 %</b>
<b>Total Expenses</b>	<b>\$806,978.34</b>	<b>\$949,649.74</b>	<b>\$ -142,671.40</b>	<b>84.98 %</b>
NET OPERATING INCOME	<b>\$ -56,500.15</b>	<b>\$ -149,030.74</b>	<b>\$92,530.59</b>	<b>37.91 %</b>
Other Income				
Endowment Campaign	425.00		425.00	
Investment Income				
Beneficial interest	-315,082.34		-315,082.34	
<b>Total Investment Income</b>	<b>-315,082.34</b>		<b>-315,082.34</b>	
Other Income	91,439.21	149,031.00	-57,591.79	61.36 %
Special Projects	1,875.00		1,875.00	
<b>Total Other Income</b>	<b>\$ -221,343.13</b>	<b>\$149,031.00</b>	<b>\$ -370,374.13</b>	<b>-148.52 %</b>
Other Expenses				
Non-Recurring Expenses	31,927.11		31,927.11	
<b>Total Other Expenses</b>	<b>\$31,927.11</b>	<b>\$0.00</b>	<b>\$31,927.11</b>	<b>0.00%</b>
NET OTHER INCOME	<b>\$ -253,270.24</b>	<b>\$149,031.00</b>	<b>\$ -402,301.24</b>	<b>-169.94 %</b>
NET INCOME	<b>\$ -309,770.39</b>	<b>\$0.26</b>	<b>\$ -309,770.65</b>	<b>-119,142,457.69 %</b>



	Actual 2018	Actual 2019	Actual 2020	Actual 2021	Projected 2022	Proposed 2023
<b>SELF-GENERATED</b>						
<b>Commissioned Sales</b>						
Benchmark	\$21,575	\$25,145	\$4,306	\$19,299	\$20,517	\$30,000
Commissioned Sales - Other	\$16,765	\$12,400	\$24,790	\$2,222	\$17,094	\$12,000
<b>Total Commissioned Sales</b>	<b>\$38,340</b>	<b>\$37,545</b>	<b>\$29,096</b>	<b>\$21,521</b>	<b>\$37,611</b>	<b>\$42,000</b>
<b>Gallery Sales</b>						
Adornment	\$32,937	\$29,452	\$28,250	\$29,468	\$25,000	\$30,000
Gallery Sales - Other	\$2,541	\$2,949	\$4,500	\$10,566	\$4,758	\$8,000
<b>Total Gallery Sales</b>	<b>\$35,478</b>	<b>\$32,401</b>	<b>\$32,750</b>	<b>\$40,034</b>	<b>\$29,758</b>	<b>\$38,000</b>
Event Income	\$15,350	\$8,700	\$0	\$0	\$0	\$2,500
<b>TOTAL SELF-GENERATED</b>	<b>\$89,168</b>	<b>\$78,646</b>	<b>\$61,846</b>	<b>\$61,555</b>	<b>\$67,369</b>	<b>\$82,500</b>
	<b>10.1%</b>	<b>8.8%</b>	<b>6.8%</b>	<b>5.7%</b>	<b>6.7%</b>	<b>8.3%</b>
<b>DEVELOPMENT</b>						
<b>Contributions Income</b>						
Foundation and Corporations	\$142,663	\$117,181	\$151,103	\$149,182	\$139,159	\$150,000
Journeys Scholarship (DCCF)						\$3,000
Windfall Benefits	\$1,190	\$0	\$1,955	\$0	\$0	\$0
Endowment Earrings	\$35,067	\$63,739	\$56,520	\$27,506	\$70,119	\$50,000
Individual Contributions	\$130,887	\$105,576	\$130,158	\$241,027	\$175,954	\$150,000
<b>Total Contributions Income</b>	<b>\$309,807</b>	<b>\$286,495</b>	<b>\$339,736</b>	<b>\$417,715</b>	<b>\$385,231</b>	<b>\$353,000</b>
<b>Fundraiser</b>						
Culinary Hearts/MayDay Hey Day	\$40,443	\$47,940	\$8,314	\$22,187	\$18,690	\$25,000
Float Your Boat/Dinner on the Curve	\$101,944	\$107,904	\$67,169	\$110,182	\$146,383	\$145,000
<b>Total Fundraiser</b>	<b>\$142,387</b>	<b>\$155,844</b>	<b>\$75,483</b>	<b>\$132,369</b>	<b>\$165,073</b>	<b>\$170,000</b>
<b>TOTAL DEVELOPMENT</b>	<b>\$452,194</b>	<b>\$442,340</b>	<b>\$415,220</b>	<b>\$550,084</b>	<b>\$550,304</b>	<b>\$523,000</b>
	<b>51.0%</b>	<b>49.3%</b>	<b>45.8%</b>	<b>51.3%</b>	<b>54.5%</b>	<b>52.4%</b>
<b>GOVERNMENT/PUBLIC MONEY</b>						
Heartland Works (WIA)	\$253,213	\$268,280	\$215,607	\$269,761	\$280,532	\$275,000
City Alcohol Tax	\$26,500	\$31,000	\$30,000	\$28,650	\$0	\$0
City of Lawrence	\$29,500	\$30,040	\$24,000	\$20,000	\$0	\$0
Douglas County	\$20,000	\$20,000	\$26,700	\$20,000	\$20,000	\$20,000
KCAIC	\$7,534	\$22,466	\$27,000	\$21,433	\$0	\$19,650
Other (Kriz among others)	\$8,500	\$3,750				
<b>TOTAL GOVERNMENT/PUBLIC MONEY</b>	<b>\$345,247</b>	<b>\$375,536</b>	<b>\$323,307</b>	<b>\$359,844</b>	<b>\$300,532</b>	<b>\$314,650</b>
	<b>38.9%</b>	<b>41.9%</b>	<b>35.7%</b>	<b>33.6%</b>	<b>29.8%</b>	<b>31.5%</b>
<b>OTHER RESOURCES</b>						
Interest Income	\$0	\$6	\$48	\$26	\$83	\$2,400
Payroll Protection Program	\$0	\$0	\$106,100	\$99,830	\$0	0
Employee Retention Credit	\$0	\$0	\$0	\$0	\$91,439	\$0
Other to be found					\$0	\$76,294
<b>TOTAL OTHER RESOURCES</b>	<b>\$0</b>	<b>\$6</b>	<b>\$106,148</b>	<b>\$99,856</b>	<b>\$91,522</b>	<b>\$78,694</b>
	<b>0.0%</b>	<b>0.0%</b>	<b>11.7%</b>	<b>9.3%</b>	<b>9.1%</b>	<b>7.9%</b>
<b>TOTAL PROJECTED INCOME</b>	<b>\$886,610</b>	<b>\$896,527</b>	<b>\$906,520</b>	<b>\$1,071,338</b>	<b>\$1,009,727</b>	<b>\$998,844</b>
	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>