



## Van Go, Inc. Board Meeting Agenda

May 17, 2023, 4-6 pm

Van Go, Inc.

- I. Call to Order
- II. Approval of the Agenda
- III. Approval of the Minutes
- IV. Reports
  - A. Co-Executive Directors
    - a. Go Van Go
    - b. Agency Update
    - c. Development
    - d. Programming
  - B. Board President (Jen)
  - C. Financial Report (Chris)
    - a. Review of Financial Statements
  - D. Committees
    - a. Development Committee
- V. Old Business
- VI. New Business
- VII. Comments and Announcements
- VIII. Adjournment

Next meeting date: July 19, 2023, 4-6 PM



Van Go Full Board Meeting Minutes  
Wednesday, March 22, 2023

Present: Jen Roth, Becki Dick, Kaylin Dillon, Justin Cordova, David Moore, Joe Sears, Curtis Marsh, Kevin Kelley, Katie Winter, Sandy Praeger (via Zoom), Paige Robinson, Mona Cliff

Also Present: Eliza Darmon, Kristen Malloy, Sarah Humbert, Marc Havener

**Call to Order**

Board President Jennifer Roth called the meeting to order at 4:05pm.

**Approval of the Agenda**

David Moore moved to approve the meeting agenda as written and Curtis Marsh seconded. All approved.

**Approval of the Minutes**

Becki Dick moved to approve the January board meeting minutes, and Justin Cordova seconded. All approved.

**Reports: Co-Executive Directors**

Jen kicked off the meeting with a “Go Van Go” and introduced Marc Havener, the creator of our “Beauty Within” video. We invited him to thank him and share that the video won three Addy awards in Kansas City last month. Marc was presented with a gift of thanks. Marc shared that Van Go is such an incredible organization and he was honored to be trusted with the story. He knew it would be heavy going into it. The day of the interviews was pretty wild—there were stories that didn’t make it into the film that could have been movies of their own. Being trusted with those stories was beautiful. The editing process involved tears and emotions. He was blown away for the awards. We’re up against Garmin and big Kansas City ad agencies with 6+ figure budgets, so to have judges see the value in the stories we told was pretty cool. We won Gold in “Branded Content 60 seconds or longer”. We also won gold in the category award for editing. And thirdly, the Mosaic award, which we did not submit to—an award for Diversity, Equity, and Inclusion in creative content. This will move to regionals and then if it gets gold at regionals, it will move on to nationals.

Kristen noted that we always look for heart in the people we work with. Marc brought heart and poured his whole heart into this project. We’re so incredibly proud of this piece, and to have it get a broader audience – 350 people at the Uptown Theater—and now potentially even further, is awesome.

Jen also mentioned that there’s an article about Marc in the current issue of the Lawrence Business Magazine.

Kristen gave some agency updates. An email was sent out about our Arts Train social worker, Jeff Stolz, taking a new position at KU as their Mental Health and Wellness Director. It’s a new position and Jeff will be perfect for it. It has been a transition over the last several weeks.

We've worked on transitioning his case load in a thoughtful and intentional way. Between Kristen, the JAMS social worker Kim, and our MSW intern, we've been able to cover them. This intern has been with us since the fall. Hopefully people saw pictures on social media of all the staff dressed as Jeff for his last day.

This is an opportunity for us to re-envision this position. It will be a little bit before you see it advertised as we re-work the job description but we'll post it as soon as possible. We have a strong plan of coverage, staff are stepping up, and we're also contracting staff to help carry the load until we get a new person in the position. We'll also be contracting with our MSW intern for some hours beyond her internship hours. When that position description is finalized we'll send it out to the board.

Additionally, we've posted for our half-time Teaching and Production Artist position. We've had 3 candidates in for interviews so far and will move into second interviews next week. We are hoping we'll get a good fit and fill the position in the next couple of weeks.

Eliza provided a development update. The first quarter involves a lot of reflecting on last year, planning and preparing for how we'll roll things out in 2023. Top of the list is May Day Hey Day, our upcoming fundraiser on May 6—that has changed from the date that was on the engagement calendar at the last meeting.

May Day Hey Day is a newer event that was borne out of COVID and a desire to do something outside, but it's been a great fit for our mission and Go Healthy. It's a walk or ride along the Lawrence Loop—we suggest a few starting points, but you can begin wherever you want—and ends at a party in the Van Go parking lot. Thanks to Justin and CEK Insurance for being the "Sole Sponsor". Local DJ Sean Hunt will be there. Cellar Door will do bagels & coffee. Codi Bates from BonBon will develop a morning cocktail. We'll have succulent plantings from Jungle House. The Last Carnival is going to be here to do some carnival props. This year the area we felt we need to boost is our team fundraising challenge.

When we have an event with more affordable tickets (\$25 - \$40) it's important that we get our teams fundraising. We're looking for people to put together teams up of to 10 people and do crowdfunding. Our reigning champs are the Awesome Blossoms. A family or class, a club, an office—these are all great groups to build a team from. There's prizes for the top fundraising team and the top fundraising individual. There will be a team captain kickoff party on March 30. If you are willing to put a team together please let Eliza know and she'll make sure you're invited to that kickoff. Other opportunities if you don't want to do a team are just selling tickets -- \$25 or \$40 if you also want a t-shirt—and volunteering at the event. There are postcards in your envelopes for you to pass out. We are mailing those to the Avant Garde members this year and emailing everyone else in an attempt to be greener.

We've been fundraising for sponsorships as well. We're looking for sponsors for Dinner on the Curve and May Day Hey Day, but also introduced sponsorships for smaller events like Adornment and Benchmark and some job skills training sponsorships. To date we've raised

\$39,500 for business sponsorships. Pretzels, Inc. helped sponsor job skills training and Stevens Real Estate sponsored Benchmark. We also are being sponsored by MCubed. If you have any businesses or contacts you think you could share this with, Eliza will send out a link or you can share their info with Eliza and she will reach out. We're still looking for ways to fill some holes in our budget.

Eliza also shared an LOI we've crafted to share with potential funders and individuals. It includes information about Van Go and some Alumni reflections. It's a good piece to introduce people to Van Go. Again, if you have contacts please share. This is also available on the Board Notebook website at any time.

Grant update: we received a DCCF community grant to help us participate in art shows around the community. The first will take place on April 15, and we've got a sign-up sheet for volunteers. We have some asks out to the Lawrence Cultural Arts Commission and are working on an application for Douglas County. We're working on our approach and how to strengthen our case in workforce & economic development. A new funding opportunity in the works is through the Goodyear foundation. First year applicants can go for \$5k-\$25k.

Kristen emphasized that May Day Hey Day happens before we meet as a board again!

In the programming world, we're calling it March Mural Madness around here. We're really excited to have two murals going in two separate programs. Both The Arts Train and Spring JAMS are in full swing. The JAMS group did their second client meeting with the Baker Wetlands Discovery Center yesterday. It was met with an amazing response. JAMS is, as we speak, out doing an educational scavenger hunt around the wetlands. Starting next week they will be at the site painting a mural in the education classroom as well as 5 round mural panels.

The Arts Train is also working on a mural and they started sketching their design on the Kansas Suicide Prevention Headquarters building last week. If you ever want to grab someone to see the youth in action, check with us and we'll have work happening all day every day Monday – Thursday. Additionally, with the Arts Train, we've got several other teaching artist rotations happening. They'll start a blacksmithing rotation with Kate Dinneen, and are wrapping up a textile rotation with Raven Naramore. Kent Smith started working with them today to create toys. Also our TAT graduate Jules Sotomayor is guiding them in creating product for Dinner on the Curve.

We will have mural ribbon cuttings for the murals. The JAMS mural ribbon cutting at the Baker Wetlands will be Wednesday, May 10 (time TBD). Kansas Suicide Prevention HQ will hopefully happen the following week. Perhaps the day after the next board meeting (Thursday, May 18?) These will be great engagement opportunities.

Benchmark update: before we even wrap up Spring JAMS, we'll begin hiring for Summer JAMS. We're sitting right now at 16-17 benches on our list so only a few spots are remaining. Benches are \$1,500 to commission for the summer.

### **Reports: Board President**

Jen gave a little follow-up to something we talked about in our annual meeting. Nancy from Generous Change came and we talked about extending a hand to get people involved in Van Go. We're ambassadors of Van Go. We needed to set intentions because "hope is not a plan". Reflecting back on that, helped validate the idea that we keep referring to our engagement calendar and pointing out opportunities to engage. We're asking the board to continue to be intentional about engaging.

Paige Robinson shared that some of the things Nancy shared resonated with her. Paige really likes engaging with the youth and staff so she volunteered at the St. Patrick's Day Parade. She met with Kristen and Eliza to talk about what her engagement looks like. Being a bench client was really impactful and she's looking for ways to share her story. She encouraged everyone to look at why they were asked to join the board and be intentional about bumping up their engagement.

Jen noted that people invest in transformation and human stories. Myrone Grady always says the reason he is involved at Van Go is that he likes to engage with the kids. He's coming tomorrow to participate in the JAMS career fair.

Eliza said this is your heads up for the future that we'll be going around and asking about your engagement! Justin said he likes to send notes out on Van Go cards.

Kristen said it was really interesting to talk to Paige about the bench process from a client's perspective. We hadn't really thought about having a more formalized process of following up with bench clients after the session. We could be missing an opportunity to keep those people engaged and let them know how to stay involved.

### **Reports: Financial**

Chris Kohart reported that as of February we have \$429k in several banks accounts. We're always flush with cash this time of year. Current operating loss is \$47k, pretty comparable to last year. Expense wise we're spending at a pace that would keep us on track. Comparative revenue is comparable to last year. David Moore helped transition us to a new account system. We have a new sweep money market account that earned us 4% interest, so we got \$900 in one month. The DCCF funds are at \$1.5M between the 3 accounts—down from \$1.76M last year, due to the markets right now. Our credit card bill is a bit high but that's due to some iPad purchases made using grant funds. We're pacing well and our cash is in a good position.

The 2021/2022 compilation was finalized a couple of weeks ago. We've scheduled an audit in July for 2022. We'll put the compilation on the online Board Notebook. A third party does the compilation so we get an objective set of eyes on those.

Kaylin Dillon expressed an interest in seeing more info about the money market sweep account.

David Moore moved to approve the financials. Katie Winter seconded. The financials were approved.

### **Old Business – Strategic Plan in 2022**

Eliza noted that in January we talked about re-visiting our Strategic Plan. We wanted to give some updates on the 2022 priorities and talk about where we are headed in 2023. You will notice there will be some crossover. We were pretty ambitious in 2022.

After we went through our Strategic Planning process, we put it into a spreadsheet so we could monitor our different goal areas and strategies. Things we identified as priorities were listed with 2022 Priority next to it. We did a highlight reel in January that showcased our progress toward many of these goals. All the highlights tied back into these priorities. This has turned into a nice compass for Kristen and Eliza as they think through what we have the capacity to do. <See attached copy of this spreadsheet.>

When setting priorities for 2022, we realized that after 25 years we wanted to focus on internal infrastructure. We wanted to shore up our foundations. We made **Strengthen Stability** a major priority for 2022. This included documenting and maintaining organizational policies and procedures, HR and human resources, onboarding and offboarding procedures, structure for annual reviews and goal-setting, annual compensation statements, and having accurate job descriptions for each position. As we move into 2023 this will still be a work in progress but we feel positively about what was accomplished.

A focus area going into 2022 was defining roles and responsibilities among staff. With the new co-executive director structure, clarifying role and systems was something we really worked on. As we move into 2023 and filling the Arts Train social worker position we'll do further refining of that position. We've been able to open up and have more opportunities for board and people to come into the space as Covid has become more controlled. Board education & development has included a more formalized new board training, highlight reel, and opportunity for speakers like Nancy Jackson.

For our next goal area, **Program Evaluation**, we did a lot of work in 2022 to find an agency to help us and wound up engaging KU CPPR to begin doing a data audit. One thing we learned is that we'll have multiple phases. We'll begin implementing some of the recommendations they'll be bringing to us.

Eliza reported on **Expanding DEIA**. All the strategies under this goal area were priorities in 2022. We've made progress in some and still have some work to do. We dove deep into revising our language to strengths-based language. With each mailing, grant, and newsletter we've worked to improve our language. Our new website, mission & vision statement, and new short film are all ways we've worked to change how we talk about our youth.

Next is increasing diversification in the board, staff, donors, and artwork—we're working on this. This is a key aspect of May Day Hey Day, reaching out to a different audience that can

afford a \$25 ticket but not a \$125 plated dinner. We also have someone in mind for DEIA training for staff and board.

To ensure programming is culturally relevant and provide opportunities for cultural storytelling, we seek diversity in guest speakers, but are always looking for more opportunities.

Ensuring youth voice in leadership is still a work in progress. We've had to lean on our current leadership team a lot as we work toward formalizing. We had a grad come to our May Day Hey Day focus group and she provided a lot of great information. We're excited with the wetlands project for our youth leadership team to inform the advertising project—a piece of the project is helping the Baker Wetlands Discovery Center build engagement opportunities to bring more youth to the wetlands.

Kristen then moved on to the goal of **Enhanced Communications**. We've been improving communications around youth hiring and making the website more accessible to youth. We have a vision for a Youth Leadership Advisory Board. We didn't get some funding we applied for, and Kristen had some staff transitions that took the time she would have used for this. The YLAB is on the list for 2023/2024. We are using our existing team leaders to help provide some of that youth voice in the meantime. We've started to roll out new application formats that are color coded. We also have been working to expand our referral source list and increase awareness opportunities for them so they can know when to expect applications.

Eliza spoke to growing avenues of outreach. We've made some gains but some are a work in progress. We've made gains in local art markets and Final Fridays events. These are great opportunities to meet up with grads or potential youth. We'd love to get back to doing lunch and learns if anyone is interested in setting one up.

For our goal of **Planning for Sustainability**, we are evaluating funding streams. In 2023 we thought we'd have the WIOA RFP, so we're looking at all our areas of funding. This includes the loss of City funding and the increased ask of the County that was denied. We're leaning into the self-generated income piece because those funds are unrestricted. Space rental and art shows are pieces of that. Developing new communities that support Van Go—we hosted the Avant Garde(n) party last year, and May Day Hey Day bringing in new faces, and the ZineFest which brought a whole new audience through our doors.

We need to promote to people that Adornment is free to attend—Benchmark is free—our unveilings are free. There are lots of free opportunities to engage with Van Go.

We've been working on exploring space rental and investigating how others structure it. We're testing the waters on space rental of our smaller gallery space.

We exemplified embracing a culture of adaptability, self-reflection, and change through our response to COVID. We're continuing to grow by introducing annual review self-reflections in the staff review process.

For our goal to **Grow Collaborations**, we prioritized building relationships and collaborations with existing and potential new community partners. Even though we've had to focus internally with some staff transitions, we've been able to have representation in the community in an intentional way. This included being part of the E3 conference and human services coalition, feedback solicitation from community partners, and supporting continued collaboration. Our hope in 2023 is to have staff out to do listening sessions in some agencies. We leaned into ways to engage our team leaders in a lot of conversations over the course of the year.

Finally, for our goal of **Extending Reach**, we're trying to assess community needs Van Go can fit, avoiding duplication. This includes where best to utilize staff time and resources. We're evaluating partnership requests, and revising programs like PEPP. We're always looking through the lens of what's a good fit for us. With the idea of utilizing existing infrastructure, we'd love to rent our space out as a community classroom where we can partner with the community.

### **New Business- Strategic Plan in 2023**

As we reflected back on 2022, it helped us to think about our 2023 priorities.

**Plan for Sustainability:** We want to implement a cost/benefit analysis of income sources and consider community engagement. This would take some support from a financial person to look at some of our income sources and evaluate if we're heading in the right direction with the changing landscape of funders. Are we making the right moves?

**Extend Reach:** Assessing possibilities for better reaching Douglas County communities i.e. mobile van, satellite opportunities. We serve Douglas County, but we know transportation is a barrier. We have to be innovative in having that county reach. The summer months are a prime opportunity to hire youth from outside of Lawrence. As we prepare for our WIOA RFP, we are looking at ways we can maximize our reach in Douglas County. Do we want to look at expanding our reach into another county to be more appealing to Heartland Works as they seek to distribute funds across all the counties in our region? We don't want to lose quality in the programming we do, but want to be intentional with expansion efforts. Kristen noted we've already laid the foundation for some outreach efforts with the purchase of our transit van. Sandy suggested making a concerted effort to reach out to Baldwin and Eudora about benches and May Day Hey Day.

The last 2023 priority falls under **Enhanced Communications**: empower and train more people to do research or engagement on Van Go's behalf. Having more people trained who can hop in and work at art markets would take some pressure off of VG staff and would be a great opportunity to engage. Board, grads—there are lots of people we could train to work at these events.

Kevin Kelley noted that renting space events can be such a huge undertaking. Peaslee has gotten away from unrelated rentals and focused on program-related rentals. They tried to stick

to things related to their mission. That's our ultimate goal. Jen Roth agreed that the "baby shower crowd" is a lot of time and energy and not always worth it.

Becki asked if there's a further timeline breakdown of the strategic plan goals—particularly for items that are multi-year undertakings. That's something we haven't done but could do for sure.

### **Comments & Announcements**

Joe Sears noted there's a Raintree art fair on April 30 that might be an opportunity for Van Go.

### **Adjournment**

Katie Winter motioned to adjourn. The meeting adjourned at 6:00pm.

▪ **Cash**

\$358,951	Operations (CNB checking, Sweep MM, CD & Paypal)
\$619	Petty Cash
<b>\$359,570</b>	<b>Total Cash</b>

▪ **Total Assets    \$3,005,641**

▪ **Total Debt    \$0**

▪ **Income and Expenses (Operations)**  
**Accrual Basis, as of 04/30/2023**

	<b>Actual YTD</b>	<b>Annual Budget</b>	<b>\$ Over Under (-) Budget</b>
<b>Total Income</b>	<b>\$208,536</b>	<b>\$922,550</b>	<b>-\$714,014</b>
<b>Total Expenses</b>	<b>\$297,879</b>	<b>\$999,690</b>	<b>\$701,811</b>
<b>Net Operating Income</b>	<b>-\$89,343</b>	<b>-\$77,140</b>	<b>-\$12,203</b>

▪ **Financial Developments**

- Van Go’s current ratio for 2023 is 45.34. At this time last year Van Go’s current ratio was 22.61. Target current ratio is 2.00.
- Van Go’s number of days of cash on hand for 2023 is 129.09. At this time last year Van Go’s number of days of cash on hand was 122.27. Target number of days of cash on hand is no less than 30 days.
- Net operating income for FY23 (\$89,343) is a (150.91%) change from net operating income for FY22 (\$35,607)

# Van Go Inc

## Balance Sheet

As of April 30, 2023

	TOTAL	
	AS OF APR 30, 2023	AS OF APR 30, 2022 (PY)
<b>ASSETS</b>		
Current Assets		
Bank Accounts		
Central National Bank Checking	5,325.77	281,094.14
Central National Prestige MM	0.00	36,914.76
Central National Sweep MM	222,201.34	
CNB 6 Month CD	125,400.00	
PayPal	324.24	111.44
Petty Cash	619.47	768.45
<b>Total Bank Accounts</b>	<b>\$353,870.82</b>	<b>\$318,888.79</b>
Accounts Receivable		
Accounts Receivable	0.00	0.00
Endowment Pledges Receivable	0.00	5,750.00
Grants Receivable	29,065.77	58,537.07
Merchandise Sales	-550.00	-550.00
Pledges Receivable	75.00	75.00
<b>Total Accounts Receivable</b>	<b>28,590.77</b>	<b>63,812.07</b>
<b>Total Accounts Receivable</b>	<b>\$28,590.77</b>	<b>\$63,812.07</b>
Other Current Assets		
Channel Clearing Account		
Shopify shop-van-go.myshopify.com Clearing Account	233.21	
<b>Total Channel Clearing Account</b>	<b>233.21</b>	
Employee Advances	660.00	0.00
Undeposited Funds	5,700.00	5,660.71
<b>Total Other Current Assets</b>	<b>\$6,593.21</b>	<b>\$5,660.71</b>
<b>Total Current Assets</b>	<b>\$389,054.80</b>	<b>\$388,361.57</b>
Fixed Assets		
Building		
Accumulated Depreciation	-773,609.78	-773,609.78
Cost	1,642,865.56	1,642,865.56
<b>Total Building</b>	<b>869,255.78</b>	<b>869,255.78</b>
Equipment/Furnishings		
Accumulated Depreciation	-190,004.91	-190,004.91
Cost	259,774.05	202,376.05
<b>Total Equipment/Furnishings</b>	<b>69,769.14</b>	<b>12,371.14</b>
Land and Land Improvements	45,277.00	45,277.00
<b>Total Fixed Assets</b>	<b>\$984,301.92</b>	<b>\$926,903.92</b>

# Van Go Inc

## Balance Sheet

As of April 30, 2023

	TOTAL	
	AS OF APR 30, 2023	AS OF APR 30, 2022 (PY)
Other Assets		
Beneficial interest held - DCCF	889,474.71	986,702.19
LeCompete Funds held at DCCF	489,693.57	511,196.63
Operating Funds held at DCCF	253,116.26	194,627.04
<b>Total Other Assets</b>	<b>\$1,632,284.54</b>	<b>\$1,692,525.86</b>
<b>TOTAL ASSETS</b>	<b>\$3,005,641.26</b>	<b>\$3,007,791.35</b>
<b>LIABILITIES AND EQUITY</b>		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable	4,467.07	3,426.04
<b>Total Accounts Payable</b>	<b>\$4,467.07</b>	<b>\$3,426.04</b>
Credit Cards		
Charity Charge	1,206.77	8,487.04
Home Depot	-54.20	50.95
<b>Total Credit Cards</b>	<b>\$1,152.57</b>	<b>\$8,537.99</b>
Other Current Liabilities		
*Payroll Liabilities	2,862.65	2,531.18
FICA & Federal Withholding Tax	95.65	71.54
Ks Withholding Tax	2.14	1.43
Retirement Plan Payable	0.00	2,402.96
<b>Total *Payroll Liabilities</b>	<b>2,960.44</b>	<b>5,007.11</b>
Sales Tax Payable	9,158.85	3,979.90
<b>Total Other Current Liabilities</b>	<b>\$12,119.29</b>	<b>\$8,987.01</b>
<b>Total Current Liabilities</b>	<b>\$17,738.93</b>	<b>\$20,951.04</b>
<b>Total Liabilities</b>	<b>\$17,738.93</b>	<b>\$20,951.04</b>
Equity		
Retained Earnings	3,039,612.67	3,100,490.43
Net Income	-51,710.34	-113,650.12
<b>Total Equity</b>	<b>\$2,987,902.33</b>	<b>\$2,986,840.31</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$3,005,641.26</b>	<b>\$3,007,791.35</b>

# Van Go Inc

## Profit and Loss

January - April, 2023

	TOTAL	
	JAN - APR, 2023	JAN - APR, 2022 (PY)
<b>Income</b>		
Commissioned Sales		
Benchmark	1,412.00	548.50
<b>Total Commissioned Sales</b>	<b>1,412.00</b>	<b>548.50</b>
Contributions Income	45,130.04	49,445.93
Corporate Sponsors	1,010.00	
Foundations	15,900.00	35,000.00
Douglas Co Comm Foundation	5,000.00	
<b>Total Foundations</b>	<b>20,900.00</b>	<b>35,000.00</b>
<b>Total Contributions Income</b>	<b>67,040.04</b>	<b>84,445.93</b>
Fundraiser		
Annual Event	22,500.00	14,250.00
Spring Event	11,114.41	16,622.80
<b>Total Fundraiser</b>	<b>33,614.41</b>	<b>30,872.80</b>
Gallery Sales	1,693.50	1,989.28
Adornment		2,500.00
<b>Total Gallery Sales</b>	<b>1,693.50</b>	<b>4,489.28</b>
Grants		
Douglas County		10,000.00
Heartland Works (WIA)	102,863.93	96,301.00
<b>Total Grants</b>	<b>102,863.93</b>	<b>106,301.00</b>
Interest Income	1,911.78	8.63
<b>Total Income</b>	<b>\$208,535.66</b>	<b>\$226,666.14</b>
<b>GROSS PROFIT</b>	<b>\$208,535.66</b>	<b>\$226,666.14</b>
<b>Expenses</b>		
Development		
Advertising and Marketing	369.99	42.24
Contracted Employees		
Grant Writer	9,487.64	9,243.36
Marketing and Events		250.00
<b>Total Contracted Employees</b>	<b>9,487.64</b>	<b>9,493.36</b>
Donation Processing Fees	1,015.73	754.77
Dues, Licenses and Subscriptions	1,780.15	1,719.75
Food and Beverage		
Development	359.76	89.50
Events	30.89	395.31
<b>Total Food and Beverage</b>	<b>390.65</b>	<b>484.81</b>

# Van Go Inc

## Profit and Loss

January - April, 2023

	TOTAL	
	JAN - APR, 2023	JAN - APR, 2022 (PY)
Fringe Benefits		
FICA Expenses	700.52	734.83
Retirement Plan Expense	335.34	309.19
<b>Total Fringe Benefits</b>	<b>1,035.86</b>	<b>1,044.02</b>
Payroll Expenses		
Salary	9,156.80	8,818.57
<b>Total Payroll Expenses</b>	<b>9,156.80</b>	<b>8,818.57</b>
Postage and Delivery	190.85	667.24
Printing and Reproduction	239.58	877.34
Professional Fees		
Events	500.00	
Photography	146.55	400.00
<b>Total Professional Fees</b>	<b>646.55</b>	<b>400.00</b>
Supplies/Equipment		
Agency Development	2,967.13	762.45
<b>Total Supplies/Equipment</b>	<b>2,967.13</b>	<b>762.45</b>
Supplies/Equipment - Product		
Merchandise	808.71	-160.71
<b>Total Supplies/Equipment - Product</b>	<b>808.71</b>	<b>-160.71</b>
Travel & Training		
Staff Development	269.00	250.00
<b>Total Travel &amp; Training</b>	<b>269.00</b>	<b>250.00</b>
<b>Total Development</b>	<b>28,358.64</b>	<b>25,153.84</b>
Food and Beverage		
Staff	233.02	
<b>Total Food and Beverage</b>	<b>233.02</b>	
Program Services		
Advertising and Marketing	320.00	185.00
Awards/Gifts	514.73	400.00
Contracted Employees		
Contract Artists/JAMS	0.00	1,012.50
Contract Teaching Artists	3,213.50	3,323.75
Healthy Chef	300.00	150.00
<b>Total Contracted Employees</b>	<b>3,513.50</b>	<b>4,486.25</b>
Dues, Licenses and Subscriptions	1,515.07	1,067.01
Equipment Purchases	-280.05	

# Van Go Inc

## Profit and Loss

January - April, 2023

	TOTAL	
	JAN - APR, 2023	JAN - APR, 2022 (PY)
Food and Beverage		
Program Based Events	284.01	441.83
Snacks	1,728.53	1,393.02
<b>Total Food and Beverage</b>	<b>2,012.54</b>	<b>1,834.85</b>
Fringe Benefits		
FICA Expenses	9,464.81	7,968.08
Health/Dental Insurance	5,630.80	7,395.00
Retirement Plan Expense	2,778.62	1,664.33
SUTA Expenses	34.20	62.38
<b>Total Fringe Benefits</b>	<b>17,908.43</b>	<b>17,089.79</b>
Insurance		
Automobile	2,239.86	1,477.72
<b>Total Insurance</b>	<b>2,239.86</b>	<b>1,477.72</b>
Participant Assistance	2,135.00	327.15
Futures Fund	0.00	90.00
<b>Total Participant Assistance</b>	<b>2,135.00</b>	<b>417.15</b>
Payroll Expenses		
Arts Train Wages	29,850.44	21,650.96
Jams Wages	16,389.66	10,506.92
Salary	74,001.84	74,068.28
<b>Total Payroll Expenses</b>	<b>120,241.94</b>	<b>106,226.16</b>
Professional Fees		0.00
Payroll	2,706.33	1,567.69
<b>Total Professional Fees</b>	<b>2,706.33</b>	<b>1,567.69</b>
Repairs and Maintenance		
Vehicle	496.64	270.40
<b>Total Repairs and Maintenance</b>	<b>496.64</b>	<b>270.40</b>
Supplies/Equipment		
Program Supplies	1,171.82	395.64
<b>Total Supplies/Equipment</b>	<b>1,171.82</b>	<b>395.64</b>
Supplies/Equipment - Product		
Art	17,636.44	12,723.98
Woodshop	1,851.93	3,048.99
<b>Total Supplies/Equipment - Product</b>	<b>19,488.37</b>	<b>15,772.97</b>
Travel & Training		
Staff Development		144.37
Travel	123.13	188.00
<b>Total Travel &amp; Training</b>	<b>123.13</b>	<b>332.37</b>
<b>Total Program Services</b>	<b>174,107.31</b>	<b>151,523.00</b>

# Van Go Inc

## Profit and Loss

January - April, 2023

	TOTAL	
	JAN - APR, 2023	JAN - APR, 2022 (PY)
Supporting Services		
Bank Service Fees (CNB/Insurance)	110.59	228.18
Contracted Employees		
Accountant	9,180.00	9,000.00
<b>Total Contracted Employees</b>	<b>9,180.00</b>	<b>9,000.00</b>
Dues, Licenses and Subscriptions	911.62	432.76
Equipment Purchases	17.99	
Equipment Rental	1,074.47	494.73
Food and Beverage		
Board of Directors	267.49	256.24
Staff	867.99	1,062.03
<b>Total Food and Beverage</b>	<b>1,135.48</b>	<b>1,318.27</b>
Fringe Benefits		
FICA Expenses	3,083.02	3,421.66
Health/Dental Insurance	5,071.91	5,040.64
Retirement Plan Expense	1,520.80	943.21
SUTA Expenses	235.45	196.11
<b>Total Fringe Benefits</b>	<b>9,911.18</b>	<b>9,601.62</b>
Insurance		
Building	3,961.16	2,261.00
Liability	2,873.45	1,651.85
Workers Compensation	523.00	1,136.50
<b>Total Insurance</b>	<b>7,357.61</b>	<b>5,049.35</b>
Payroll Expenses		
Salary	48,720.94	44,052.27
<b>Total Payroll Expenses</b>	<b>48,720.94</b>	<b>44,052.27</b>
Postage and Delivery	128.45	92.05
Printing and Reproduction		732.66
Professional Fees		
Accounting	1,000.00	
Cleaning	1,369.00	1,680.00
Payroll	1,246.74	1,538.65
<b>Total Professional Fees</b>	<b>3,615.74</b>	<b>3,218.65</b>
Repairs and Maintenance		
Building	1,322.12	1,546.88
Equipment		53.56
<b>Total Repairs and Maintenance</b>	<b>1,322.12</b>	<b>1,600.44</b>

# Van Go Inc

## Profit and Loss

January - April, 2023

	TOTAL	
	JAN - APR, 2023	JAN - APR, 2022 (PY)
Supplies/Equipment		
Building	1,165.91	200.33
Office	753.84	1,679.47
<b>Total Supplies/Equipment</b>	<b>1,919.75</b>	<b>1,879.80</b>
Travel & Training		
Travel	32.25	
<b>Total Travel &amp; Training</b>	<b>32.25</b>	
Utilities		
Gas and Electric	6,547.26	4,488.57
Internet Access	361.56	301.17
Security system		248.24
Telephone	2,117.08	2,433.79
Water/Trash	715.93	423.81
<b>Total Utilities</b>	<b>9,741.83</b>	<b>7,895.58</b>
<b>Total Supporting Services</b>	<b>95,180.02</b>	<b>85,596.36</b>
<b>Total Expenses</b>	<b>\$297,878.99</b>	<b>\$262,273.20</b>
NET OPERATING INCOME	<b>\$ -89,343.33</b>	<b>\$ -35,607.06</b>
Other Income		
Endowment Campaign	3,550.00	75.00
Investment Income	24,440.89	-30,535.39
Beneficial interest	32,733.34	-44,557.70
<b>Total Investment Income</b>	<b>57,174.23</b>	<b>-75,093.09</b>
<b>Total Other Income</b>	<b>\$60,724.23</b>	<b>\$ -75,018.09</b>
Other Expenses		
Non-Recurring Expenses	23,091.24	3,024.97
<b>Total Other Expenses</b>	<b>\$23,091.24</b>	<b>\$3,024.97</b>
NET OTHER INCOME	<b>\$37,632.99</b>	<b>\$ -78,043.06</b>
NET INCOME	<b>\$ -51,710.34</b>	<b>\$ -113,650.12</b>

# Van Go Inc

## Budget vs. Actuals: FY\_2023 - FY23 P&L

January - April, 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
Building Event Revenue		2,500.00	-2,500.00	
Commissioned Sales		12,000.00	-12,000.00	
Benchmark	1,412.00	30,000.00	-28,588.00	4.71 %
<b>Total Commissioned Sales</b>	<b>1,412.00</b>	<b>42,000.00</b>	<b>-40,588.00</b>	<b>3.36 %</b>
Contributions Income	45,130.04	150,000.00	-104,869.96	30.09 %
Corporate Sponsors	1,010.00		1,010.00	
Foundations	15,900.00	150,000.00	-134,100.00	10.60 %
Douglas Co Comm Foundation	5,000.00	3,000.00	2,000.00	166.67 %
<b>Total Foundations</b>	<b>20,900.00</b>	<b>153,000.00</b>	<b>-132,100.00</b>	<b>13.66 %</b>
<b>Total Contributions Income</b>	<b>67,040.04</b>	<b>303,000.00</b>	<b>-235,959.96</b>	<b>22.13 %</b>
Endowment Earnings		50,000.00	-50,000.00	
Fundraiser				
Annual Event	22,500.00	145,000.00	-122,500.00	15.52 %
Spring Event	11,114.41	25,000.00	-13,885.59	44.46 %
<b>Total Fundraiser</b>	<b>33,614.41</b>	<b>170,000.00</b>	<b>-136,385.59</b>	<b>19.77 %</b>
Gallery Sales	1,693.50	8,000.00	-6,306.50	21.17 %
Adornment		30,000.00	-30,000.00	
<b>Total Gallery Sales</b>	<b>1,693.50</b>	<b>38,000.00</b>	<b>-36,306.50</b>	<b>4.46 %</b>
Grants				
Douglas County		20,000.00	-20,000.00	
Heartland Works (WIA)	102,863.93	275,000.00	-172,136.07	37.41 %
KS Arts Commission OS		19,650.00	-19,650.00	
<b>Total Grants</b>	<b>102,863.93</b>	<b>314,650.00</b>	<b>-211,786.07</b>	<b>32.69 %</b>
Interest Income	1,911.78	2,400.00	-488.22	79.66 %
<b>Total Income</b>	<b>\$208,535.66</b>	<b>\$922,550.00</b>	<b>\$ -714,014.34</b>	<b>22.60 %</b>
<b>GROSS PROFIT</b>	<b>\$208,535.66</b>	<b>\$922,550.00</b>	<b>\$ -714,014.34</b>	<b>22.60 %</b>
<b>Expenses</b>				
Development				
Advertising and Marketing	369.99	2,000.00	-1,630.01	18.50 %
Contracted Employees				
Grant Writer	9,487.64	28,462.92	-18,975.28	33.33 %
Marketing and Events		6,000.00	-6,000.00	
<b>Total Contracted Employees</b>	<b>9,487.64</b>	<b>34,462.92</b>	<b>-24,975.28</b>	<b>27.53 %</b>
Donation Processing Fees	1,015.73	4,750.00	-3,734.27	21.38 %
Dues, Licenses and Subscriptions	1,780.15	5,620.00	-3,839.85	31.68 %
Equipment Rental		15,000.00	-15,000.00	
Food and Beverage				
Development	359.76	1,500.00	-1,140.24	23.98 %
Events	30.89	15,000.00	-14,969.11	0.21 %
<b>Total Food and Beverage</b>	<b>390.65</b>	<b>16,500.00</b>	<b>-16,109.35</b>	<b>2.37 %</b>

# Van Go Inc

## Budget vs. Actuals: FY\_2023 - FY23 P&L

January - April, 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Fringe Benefits				
FICA Expenses	700.52	4,084.14	-3,383.62	17.15 %
Retirement Plan Expense	335.34	1,601.62	-1,266.28	20.94 %
SUTA Expenses		38.53	-38.53	
<b>Total Fringe Benefits</b>	<b>1,035.86</b>	<b>5,724.29</b>	<b>-4,688.43</b>	<b>18.10 %</b>
Payroll Expenses				
Salary	9,156.80	53,387.41	-44,230.61	17.15 %
<b>Total Payroll Expenses</b>	<b>9,156.80</b>	<b>53,387.41</b>	<b>-44,230.61</b>	<b>17.15 %</b>
Postage and Delivery	190.85	2,000.00	-1,809.15	9.54 %
Printing and Reproduction	239.58	3,316.46	-3,076.88	7.22 %
Professional Fees				
Events	500.00	3,869.69	-3,369.69	12.92 %
Photography	146.55	1,500.00	-1,353.45	9.77 %
<b>Total Professional Fees</b>	<b>646.55</b>	<b>5,369.69</b>	<b>-4,723.14</b>	<b>12.04 %</b>
Supplies/Equipment				
Agency Development	2,967.13	3,500.00	-532.87	84.78 %
<b>Total Supplies/Equipment</b>	<b>2,967.13</b>	<b>3,500.00</b>	<b>-532.87</b>	<b>84.78 %</b>
Supplies/Equipment - Product				
Merchandise	808.71	3,730.67	-2,921.96	21.68 %
<b>Total Supplies/Equipment - Product</b>	<b>808.71</b>	<b>3,730.67</b>	<b>-2,921.96</b>	<b>21.68 %</b>
Travel & Training				
Staff Development	269.00	350.00	-81.00	76.86 %
Travel		250.00	-250.00	
<b>Total Travel &amp; Training</b>	<b>269.00</b>	<b>600.00</b>	<b>-331.00</b>	<b>44.83 %</b>
<b>Total Development</b>	<b>28,358.64</b>	<b>155,961.44</b>	<b>-127,602.80</b>	<b>18.18 %</b>
Food and Beverage				
Staff	233.02		233.02	
<b>Total Food and Beverage</b>	<b>233.02</b>		<b>233.02</b>	
Program Services				
Advertising and Marketing	320.00	400.00	-80.00	80.00 %
Awards/Gifts	514.73	2,028.89	-1,514.16	25.37 %
Contracted Employees				
Contract Artists/JAMS	0.00	9,260.00	-9,260.00	0.00 %
Contract Teaching Artists	3,213.50	5,600.00	-2,386.50	57.38 %
Healthy Chef	300.00		300.00	
<b>Total Contracted Employees</b>	<b>3,513.50</b>	<b>14,860.00</b>	<b>-11,346.50</b>	<b>23.64 %</b>
Dues, Licenses and Subscriptions	1,515.07	3,664.56	-2,149.49	41.34 %
Equipment Purchases	-280.05	1,500.00	-1,780.05	-18.67 %
Equipment Rental		1,000.00	-1,000.00	
Food and Beverage				
Program Based Events	284.01	1,200.00	-915.99	23.67 %

# Van Go Inc

## Budget vs. Actuals: FY\_2023 - FY23 P&L

January - April, 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Snacks	1,728.53	4,548.00	-2,819.47	38.01 %
Summer Lunch		3,500.00	-3,500.00	
<b>Total Food and Beverage</b>	<b>2,012.54</b>	<b>9,248.00</b>	<b>-7,235.46</b>	<b>21.76 %</b>
Fringe Benefits				
FICA Expenses	9,464.81	31,897.30	-22,432.49	29.67 %
Health/Dental Insurance	5,630.80	20,152.54	-14,521.74	27.94 %
Retirement Plan Expense	2,778.62	7,862.42	-5,083.80	35.34 %
SUTA Expenses	34.20	488.90	-454.70	7.00 %
<b>Total Fringe Benefits</b>	<b>17,908.43</b>	<b>60,401.16</b>	<b>-42,492.73</b>	<b>29.65 %</b>
Insurance				
Automobile	2,239.86	5,000.00	-2,760.14	44.80 %
<b>Total Insurance</b>	<b>2,239.86</b>	<b>5,000.00</b>	<b>-2,760.14</b>	<b>44.80 %</b>
Miscellaneous				
Background checks		150.00	-150.00	
<b>Total Miscellaneous</b>		<b>150.00</b>	<b>-150.00</b>	
Participant Assistance	2,135.00	6,000.00	-3,865.00	35.58 %
Futures Fund	0.00		0.00	
<b>Total Participant Assistance</b>	<b>2,135.00</b>	<b>6,000.00</b>	<b>-3,865.00</b>	<b>35.58 %</b>
Payroll Expenses				
Arts Train Wages	29,850.44	90,067.50	-60,217.06	33.14 %
Jams Wages	16,389.66	64,810.00	-48,420.34	25.29 %
Salary	74,001.84	262,080.62	-188,078.78	28.24 %
<b>Total Payroll Expenses</b>	<b>120,241.94</b>	<b>416,958.12</b>	<b>-296,716.18</b>	<b>28.84 %</b>
Professional Fees				
Payroll	2,706.33	6,476.80	-3,770.47	41.78 %
<b>Total Professional Fees</b>	<b>2,706.33</b>	<b>6,476.80</b>	<b>-3,770.47</b>	<b>41.78 %</b>
Repairs and Maintenance				
Vehicle	496.64	1,235.32	-738.68	40.20 %
<b>Total Repairs and Maintenance</b>	<b>496.64</b>	<b>1,235.32</b>	<b>-738.68</b>	<b>40.20 %</b>
Supplies/Equipment				
Program Supplies	1,171.82	3,500.00	-2,328.18	33.48 %
<b>Total Supplies/Equipment</b>	<b>1,171.82</b>	<b>3,500.00</b>	<b>-2,328.18</b>	<b>33.48 %</b>
Supplies/Equipment - Product				
Art	17,636.44	34,000.00	-16,363.56	51.87 %
Woodshop	1,851.93	6,000.00	-4,148.07	30.87 %
<b>Total Supplies/Equipment - Product</b>	<b>19,488.37</b>	<b>40,000.00</b>	<b>-20,511.63</b>	<b>48.72 %</b>
Travel & Training				
Staff Development		1,400.00	-1,400.00	
Travel	123.13	1,500.00	-1,376.87	8.21 %
<b>Total Travel &amp; Training</b>	<b>123.13</b>	<b>2,900.00</b>	<b>-2,776.87</b>	<b>4.25 %</b>

# Van Go Inc

## Budget vs. Actuals: FY\_2023 - FY23 P&L

January - April, 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total Program Services</b>	<b>174,107.31</b>	<b>575,322.85</b>	<b>-401,215.54</b>	<b>30.26 %</b>
Supporting Services				
Bank Service Fees (CNB/Insurance)	110.59	373.68	-263.09	29.59 %
Contracted Employees				
Accountant	9,180.00	27,540.00	-18,360.00	33.33 %
<b>Total Contracted Employees</b>	<b>9,180.00</b>	<b>27,540.00</b>	<b>-18,360.00</b>	<b>33.33 %</b>
Dues, Licenses and Subscriptions	911.62	2,401.50	-1,489.88	37.96 %
Equipment Purchases	17.99	1,500.00	-1,482.01	1.20 %
Equipment Rental	1,074.47	2,876.67	-1,802.20	37.35 %
Food and Beverage				
Board of Directors	267.49	500.00	-232.51	53.50 %
Staff	867.99	2,000.00	-1,132.01	43.40 %
<b>Total Food and Beverage</b>	<b>1,135.48</b>	<b>2,500.00</b>	<b>-1,364.52</b>	<b>45.42 %</b>
Fringe Benefits				
FICA Expenses	3,083.02	10,539.54	-7,456.52	29.25 %
Health/Dental Insurance	5,071.91	16,448.36	-11,376.45	30.84 %
Retirement Plan Expense	1,520.80	4,133.15	-2,612.35	36.80 %
SUTA Expenses	235.45	62.32	173.13	377.81 %
<b>Total Fringe Benefits</b>	<b>9,911.18</b>	<b>31,183.37</b>	<b>-21,272.19</b>	<b>31.78 %</b>
Insurance				
Building	3,961.16	7,500.00	-3,538.84	52.82 %
D & O		1,859.55	-1,859.55	
Liability	2,873.45	6,311.35	-3,437.90	45.53 %
Workers Compensation	523.00	2,721.35	-2,198.35	19.22 %
<b>Total Insurance</b>	<b>7,357.61</b>	<b>18,392.25</b>	<b>-11,034.64</b>	<b>40.00 %</b>
Payroll Expenses				
Salary	48,720.94	137,771.80	-89,050.86	35.36 %
<b>Total Payroll Expenses</b>	<b>48,720.94</b>	<b>137,771.80</b>	<b>-89,050.86</b>	<b>35.36 %</b>
Postage and Delivery	128.45	716.75	-588.30	17.92 %
Printing and Reproduction		1,436.88	-1,436.88	
Professional Fees				
Accounting	1,000.00		1,000.00	
Cleaning	1,369.00	4,200.00	-2,831.00	32.60 %
Consulting		2,400.00	-2,400.00	
Payroll	1,246.74	2,463.60	-1,216.86	50.61 %
<b>Total Professional Fees</b>	<b>3,615.74</b>	<b>9,063.60</b>	<b>-5,447.86</b>	<b>39.89 %</b>
Repairs and Maintenance				
Building	1,322.12	2,000.00	-677.88	66.11 %
Equipment		500.00	-500.00	
<b>Total Repairs and Maintenance</b>	<b>1,322.12</b>	<b>2,500.00</b>	<b>-1,177.88</b>	<b>52.88 %</b>
Supplies/Equipment				

# Van Go Inc

## Budget vs. Actuals: FY\_2023 - FY23 P&L

January - April, 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Building	1,165.91	2,250.00	-1,084.09	51.82 %
Office	753.84	4,200.00	-3,446.16	17.95 %
<b>Total Supplies/Equipment</b>	<b>1,919.75</b>	<b>6,450.00</b>	<b>-4,530.25</b>	<b>29.76 %</b>
Travel & Training				
Staff Development		1,050.00	-1,050.00	
Travel	32.25	250.00	-217.75	12.90 %
<b>Total Travel &amp; Training</b>	<b>32.25</b>	<b>1,300.00</b>	<b>-1,267.75</b>	<b>2.48 %</b>
Utilities				
Gas and Electric	6,547.26	11,001.65	-4,454.39	59.51 %
Internet Access	361.56	949.42	-587.86	38.08 %
Security system		1,180.92	-1,180.92	
Telephone	2,117.08	7,690.99	-5,573.91	27.53 %
Water/Trash	715.93	1,576.40	-860.47	45.42 %
<b>Total Utilities</b>	<b>9,741.83</b>	<b>22,399.38</b>	<b>-12,657.55</b>	<b>43.49 %</b>
<b>Total Supporting Services</b>	<b>95,180.02</b>	<b>268,405.88</b>	<b>-173,225.86</b>	<b>35.46 %</b>
<b>Total Expenses</b>	<b>\$297,878.99</b>	<b>\$999,690.17</b>	<b>\$ -701,811.18</b>	<b>29.80 %</b>
NET OPERATING INCOME	<b>\$ -89,343.33</b>	<b>\$ -77,140.17</b>	<b>\$ -12,203.16</b>	<b>115.82 %</b>
Other Income				
Endowment Campaign	3,550.00		3,550.00	
Investment Income	24,440.89		24,440.89	
Beneficial interest	32,733.34		32,733.34	
<b>Total Investment Income</b>	<b>57,174.23</b>		<b>57,174.23</b>	
<b>Total Other Income</b>	<b>\$60,724.23</b>	<b>\$0.00</b>	<b>\$60,724.23</b>	<b>0.00%</b>
Other Expenses				
Non-Recurring Expenses	23,091.24		23,091.24	
<b>Total Other Expenses</b>	<b>\$23,091.24</b>	<b>\$0.00</b>	<b>\$23,091.24</b>	<b>0.00%</b>
NET OTHER INCOME	<b>\$37,632.99</b>	<b>\$0.00</b>	<b>\$37,632.99</b>	<b>0.00%</b>
NET INCOME	<b>\$ -51,710.34</b>	<b>\$ -77,140.17</b>	<b>\$25,429.83</b>	<b>67.03 %</b>