



Board Meeting Agenda  
December 6, 2023, 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. Go Van Go
- V. Reports
  - A. Nominating Committee (Jen)
    - 1. Approval of the 2024 BOD Slate
  - B. Financial Report (Chris)
    - 1. Financials
  - C. Co-Executive Directors
    - 1. Agency Update
    - 2. Development
    - 3. Programming
  - D. President's Report (Jen)
- VI. Old Business
- VII. New Business
- VIII. Comments and Announcements
- IX. Adjournment

Next meeting date: Annual Meeting TBD

**Van Go Full Board Meeting  
Wednesday, October 4, 2023**

Present: Mona Cliff, Kevin Kelley, Jennifer Roth, Justin Cordova, Curtis Marsh, Kaylin Dillon, Katie Winter, Jennifer Carttar, David Moore, Paige Robinson, Steve Kelly

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

**Call to Order**

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

**Go Van Go**

The meeting kicked off with Kristen introducing Alexis Whipple, the new Support Services Director. Alexis received her Bachelors and Masters degrees in Social Welfare from KU. She became a LMSW in 2019. She has extensive experience as a social work case manager, primarily in the hospital setting (at LMH) and in hospice with the Visiting Nurses Association. She's lived in Lawrence a long time and is very well versed in local resources. She started with us on the very first day of fall programming and has hit the ground running. We're very excited to have her.

Alexis picked the giant Jenga block—what's the coolest place you've ever been to and why. Her answer was Sequoia National Park.

If you have any resources that you'd like to share with Alexis, particularly with Arts Train, she'd love to hear from you.

**Approval of the Agenda**

David Moore moved and Curtis Marsh seconded a motion to adjust the agenda to add an executive session around the time of the President's report.

**Approval of the Minutes**

Thanks to Paige Robinson for taking minutes in the last meeting in July. Curtis moved and Justin Cordova seconded a motion to approve the minutes. All approved.

**Reports – Co-Executive Directors**

Kristen updated about KUCPPR and our Data Audit & Impact report. The update is that we did receive the final report from them and it was what we expected, but haven't had a ton of time to give it a thorough review to be able to dive into it. We also received an email from Randy Harmes with KUCPPR yesterday with an acknowledgment that maybe some aspects of the report and process had not gone as well as they had hoped. That gives a nice entry to sit down after doing a deep-dive into the report to give some thoughtful feedback around things we felt missed the mark.

Katie Winter asked to be reminded of the goal of the report. The first phase from our Strategic Plan is to look at the data and how we've been measuring Van Go's impact historically, and identify holes and needs to be addressed moving forward. We wanted a look at our data on our impact in the last 25 years, and how to measure it better going into the future. We were hoping for advice and guidance on what we have and how to structure it and streamline things moving forward.

Jennifer Carttar clarified that by it being "what was expected" means it continued to just repackage information we already knew and had provided for them—we were waiting for the final report to be sure it wasn't what we had hoped it would be initially.

Mona Cliff asked what was provided to KUCPPR and how they would return the info. We compiled a folder with all of our information and resources, and gave them administrator access to our participant database to analyze that data and the holes in the system. We knew we had some data integrity issues over the years due to input by social work interns not being consistent over the years. We had a series of meeting and some unanticipated delays. We started to see that maybe communication with staff we were meeting with wasn't being shared with the principal investigator. The preliminary report was information we had told them, not a deeper dive. We had anticipated the final report might be more of the same, and it was.

Eliza reported that we've contracted with M Cubed for our technology/IT needs. That's a new expense for us—our IT support has been donated up until this year. As part of this service they come in and do a technology audit. They had a list of recommendations to upgrade security. There will be some expenses that are Capital Expenditures, but also about \$120 per month more to help with server and things like that. It will be a switch we'll be working on in the next few months. This is all part of an effort to secure the infrastructure of the organization—structuring the server and files among the staff.

Kevin Kelley asked about our server. Currently we have a physical server on site but will be moving to a cloud-based server. He said there are some resources that are available that saved them a lot of money. Some of our hesitancy has been that we have been Mac and Google based and they're pushing us to Microsoft.

Our painted minivan, our 2006 Toyota, is useful for many things. It's painted on so it can't be traded in, and it's nice to have for smaller errands when a big transit van isn't practical. It needs about \$3000 worth of work, which is what's in our vehicle repair budget for this year. Kevin said maybe Peaslee could help with some of those repairs.

Thanks to everyone who participated in Dinner on the Curve. We ran into some challenges. It was hard to sell tickets—it was a difficult weekend. We scheduled early trying to avoid football, and it wound up being family weekend. The weather also really threw us for a loop that week. We debated a lot whether to be inside or outside. The amount we are down from our budget goal is exactly what we were short in ticket sales.

Trisha Brauer was our auctioneer. Mark Elston, our long-time auctioneer, was not available that weekend. Mark also donates his time, and Trisha's fee was sponsored by a donor. We had our highest raise-a-paddle. We had a lot of people at the event tell us they liked Trisha. We made a lot of decisions to pare down our expenses this year. Chris Kohart said that, having been to every fundraising dinner in the last 15 years, he liked how Trisha did a really good job with thanking everyone as they raised the paddle. It felt like the number of people who participated was higher. We don't know how much of that was having people bidding from their tables. We also had a good number of people say they liked having the dinner inside. They would have liked having the cocktail hour outside and dinner indoors.

Steve Kelly thinks we made the right choice moving inside. It was extremely humid and people would have been miserable outside during the cocktail hour. Katie said she didn't feel like she got to talk to tons of people beforehand because it was so tight inside. We're looking at our rough final number gross as \$137,631 vs. our budget goal of \$145,000.

Today Eliza went through the ticket list of people who attended, and of the 230 people there were 70 names she didn't know. Maybe part of that was because people we know couldn't come. All those new people got to hear our story and be in our space, which is a win.

This is the time of year that we do our fundraising mailer. We may put a call out to ask people to write some hand-written notes on those mailers. We're playing off the "Interconnected" theme of our spring mural.

We are participating in the Maple Leaf Festival in Baldwin on October 21 and 22. This was one of our strategic plan goals. There's a volunteer signup if anyone wants to help—there are 5 hour shifts.

Since we last met, we got two \$5000 grants from Hallmark and Evergy. We've applied for Beach Foundation for \$20k, Rice foundation for \$52k, Kriz for \$44.5k, Sertoma for \$5-10k, and Frontier Farm Credit for \$5k and we are still awaiting responses. There are some new opportunities coming up. LiveWell has a grant opportunity for about \$15k for next year, and the Sunflower Foundation offers capacity grants of up to \$25k. Also coming up is the Winter Family Foundation. We did not receive the Sunderland grant for our wheelchair lift. We also did not get the grant we applied to with Peaslee and Bert Nash.

Kaylin Dillon asked if there's a threshold where we wouldn't apply for a grant if there are significant operational requirements. Federal grants we look at through a different lens, and look for partnering opportunities. We do gauge the reporting requirements when applying. We don't always know ahead of time what the reporting will look like until we get into it. One of the reasons we walked away from United Way seven years ago was due to the time requirements vs. the payout. We felt our time was better spent cultivating other relationships. We chose not to apply for Douglas County ARPA funds because it wasn't a great fit.

Kristen announced that we're in the midst of the JAMS and Arts Train fall sessions. Youth are in our space working. Fall is our biggest hiring season. The bulk of The Arts Train begins in the fall (usually 8-10 new participants). We're creating artwork for the holiday Adornment Art Show & Sale. Kristen shared some samples of items. In The Arts Train, Raven Naramore is doing a textile rotation with appliqued pillows and bags. Kate Dinneen is doing a rotation in the forge, and our new Teaching and Production Artist Mike Riggs has our woodshop fully functioning. They are creating bird houses with their own customizations, as well as some old-fashioned wood toys. You may have seen our parking lot forge on your way inside. There will be some employability skills sessions later on as well. JAMS is working on lots of items like painted deer and gigantic nutcrackers.

Make sure Adornment opening night is on your calendar for Saturday, November 25 at 7pm. We'll send a calendar invite if we haven't already. Bring friends and family! It's an amazing opportunity to introduce people to Van Go. This is also a great time of year to come see the youth in action if you want to bring anyone for a visit.

### **Reports – Financials**

Chris reported that as of September 30 we are at \$288,000 cash. We're just over \$100k down from this time last year. The timing is a little different with Dinner on the Curve last year so that makes sense. We're in a good cash position. The net income and expenses is a loss of \$88k. Our current ratio is 20. We had to make a credit card payment out of cycle to free up some space for purchases. We have cash on hand of 98 days vs 102 last year. Our loss last year was \$103k. We're a little better in profit than last year.

With the loss we currently have, it's important to remember that the last quarter of the year is when we recognize most of our revenue. Dinner on the Curve isn't totally on the books yet. We anticipate at last \$300-\$350k of revenue in this quarter. Our expenses last year were \$272k, and we're right around the same for this year. We could have a really good 4<sup>th</sup> quarter.

The budget that Eliza mentioned, our Cap Ex budget, is usually the Ellie LeCompete fund at DCCF that we've treated as an Endowment fund. We calculate the interest earned and available and don't touch the principal. We've used that interest to make strategic investments into Van Go. We really just use our checking account and track it to make sure it doesn't exceed what's in Ellie's funds. And the "Operating Funds" at DCCF are the interest income that we could use but have not needed to. They're unrestricted funds.

Kaylin moved to approve the financials, and Jennifer Carttar seconded. All approved.

### **Reports – Nominating Committee**

The proposed slate for 2024 was passed around. Thanks to Steve and Ellen for serving on the committee.

Terms continuing:

Jennifer Carttar, Justin Cordova, Kaylin Dillon, Steve Kelly, Kevin Kelley, Michel Loomis, Curtis Marsh, David Moore, Paige Robinson, Jennifer Roth, Joe Sears, and Charlie Sedlock.

Completing their service are: Myrone Grady, Sandy Praeger, Mona Cliff, and Becki Dick.

Serving an additional term: Ellen Chindamo and Katie Winter.

There are 6 proposed new members. Our bylaws allow for the additional members.

Executive Committee Nominees:

President – Katie Winter

Past-President – Jen Roth

Secretary—Paige Robinson

Treasurer—David Moore

Member-at-Large—Justin Cordova

Member-at-Large—Steve Kelly

Nominees:

We tried to cover different areas with these nominees.

County “reach” – Nancy Thellman (former County Commissioner/Juniper Hill Farm & Table owner). She’s a mental health and social justice advocate. Kevin says she’s great.

School district – Sarah Mahoney (USD 497 instructor at College & Career Academy.) Steve met her through some work with the chamber in the technology sector. Patrick Kelly recommended her for that chamber work, and Steve has had the chance to talk to her several times about engaging young people. She is passionate, with lots of energy and enthusiasm and a heart for helping young people, especially girls and young women in STEAM. She’s a townie.

Gov’t/Law Enforcement: Meghan Bardwell (Detective with LPD). She coached Justin’s daughter’s volleyball team. She works with kids going through difficult times. She’s very high energy. Kristen worked with her when she worked at The Shelter, Inc. Meghan was the intake supervisor. She’s a strong advocate for the population we serve.

Philanthropy/Community Engagement: Taylor Overton (Black30 Executive Director.) Paige says she works with DEI and started her own nonprofit recently. She’s very focused on diversity. She is energetic, young, and could really connect with the kids. She’s laser-focused on nonprofit fundraising. Steve said he’s worked with her through the chamber too.

Rachel Rademacher (Rademacher Financial). She is a fused glass artist, and owns Rademacher Financial, one of our big supporters and business sponsors. She’s a very active community member, runner, and dog lover.

Business: Zak Bolick (Laird Noller). He’s in commercial vehicle sales, and we met him when we bought our two transit vans. He seemed very enamored with Van Go. He has worked in commercial banking, and worked with Beth Easter at Intrust. He is knowledgeable about Lawrence, and serves on the Cottonwood board.

Alternate nominees:

Steve Hertzog (Lawrence Business Mag). A huge Van Go supporter, and is on the board at the Farmer's Market.

Jane Huesemann (Clark Huesemann). Kristen has worked with her. She knows Ellen and has a passion for working with youth.

Kim Rack (Community volunteer, former teacher at LAC). Very creative and funny. She got the auction started this year!

Amber Sellars (City commissioner). She's an advocate with women's foundation. She's very devoted to the community. She's excited about the opportunity if we did ask her, but she's very busy.

Lindsey Slater (VP of Strategic Communications—KU Innovation Park). She was the communications director at the Chamber, and is now at KU. She's very sharp, great with communication, and was on the board for Habitat and other foundations and boards. She has lots of skills. She's a great videographer and was president at the Schools Foundation a few years ago.

We've had soft conversations with some people. If someone in the first group isn't available Kristen and Eliza can circle around to the alternates as needed.

A motion to approve the slate was made by Katie Winter and seconded by David Moore. There were no objections.

### **Reports – President & Executive Session**

Steve moved to go into executive session, and Justin seconded.

### **Old Business**

### **New Business**

### **Comments and Announcements**

### **Adjournment**

▪ **Cash**

	\$249,607	Operations (CNB checking, Sweep MM, CD & Paypal)
	\$451	Petty Cash
	\$250,058	Total Cash

▪ **Total Assets    \$2,970,531**

▪ **Total Debt    \$0**

▪ **Income and Expenses (Operations)**  
**Accrual Basis, as of 11/30/2023**

	Actual YTD	Annual Budget	\$ Over Under (-) Budget
Total Income	\$798,984	\$922,550	-\$123,566
Total Expenses	\$908,853	\$999,690	\$90,837
Net Operating Income	-\$109,869	-\$77,140	-\$32,729

▪ **Financial Developments**

- Van Go's current ratio for 2023 is 22.05. At this time last year Van Go's current ratio was 20.55. Target current ratio is 2.00.
- Van Go's number of days of cash on hand for 2023 is 94.13. At this time last year Van Go's number of days of cash on hand was 142.23. Target number of days of cash on hand is no less than 30 days.
- Net operating income for FY23 (\$109,869) is a 59.57% change from net operating income for FY22 (\$68,854)

**Van Go Inc**  
**Balance Sheet**  
As of November 30, 2023

	TOTAL	
	AS OF NOV 30, 2023	AS OF NOV 30, 2022 (PY)
<b>ASSETS</b>		
Current Assets		
Bank Accounts		
Central National Bank Checking	16,674.66	197,898.83
Central National Prestige MM	0.00	28,435.73
Central National Sweep MM	107,468.42	
CNB 6 Month CD	125,400.00	125,400.00
Envista	25.00	
PayPal	38.83	490.82
Petty Cash	451.03	1,507.81
<b>Total Bank Accounts</b>	<b>\$250,057.94</b>	<b>\$353,733.19</b>
Accounts Receivable		
Accounts Receivable	0.00	0.00
Grants Receivable	29,000.00	30,870.65
Merchandise Sales	0.00	-100.00
Pledges Receivable	0.00	75.00
<b>Total Accounts Receivable</b>	<b>29,000.00</b>	<b>30,845.65</b>
<b>Total Accounts Receivable</b>	<b>\$29,000.00</b>	<b>\$30,845.65</b>
Other Current Assets		
Channel Clearing Account		
Shopify shop-van-go.myshopify.com Clearing Account	7,996.54	
<b>Total Channel Clearing Account</b>	<b>7,996.54</b>	
Employee Advances	0.00	206.51
Undeposited Funds	0.00	38,102.44
<b>Total Other Current Assets</b>	<b>\$7,996.54</b>	<b>\$38,308.95</b>
<b>Total Current Assets</b>	<b>\$287,054.48</b>	<b>\$422,887.79</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	315,398.05	202,376.05
<b>Total Equipment/Furnishings</b>	<b>125,393.14</b>	<b>12,371.14</b>
Land and Land Improvements	45,277.00	45,277.00
<b>Total Fixed Assets</b>	<b>\$1,039,925.92</b>	<b>\$926,903.92</b>

**Van Go Inc**  
**Balance Sheet**  
As of November 30, 2023

	TOTAL	
	AS OF NOV 30, 2023	AS OF NOV 30, 2022 (PY)
<b>Other Assets</b>		
Beneficial interest held - DCCF	897,047.17	849,055.40
LeCompete Funds held at DCCF	492,128.75	438,776.24
Operating Funds held at DCCF	254,374.73	167,054.97
<b>Total Other Assets</b>	<b>\$1,643,550.65</b>	<b>\$1,454,886.61</b>
<b>TOTAL ASSETS</b>	<b>\$2,970,531.05</b>	<b>\$2,804,678.32</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Liabilities</b>		
<b>Current Liabilities</b>		
Accounts Payable		
Accounts Payable	3,537.98	7,815.97
<b>Total Accounts Payable</b>	<b>\$3,537.98</b>	<b>\$7,815.97</b>
Credit Cards		
Charity Charge	7,656.83	9,833.06
Home Depot	0.00	155.56
<b>Total Credit Cards</b>	<b>\$7,656.83</b>	<b>\$9,988.62</b>
Other Current Liabilities		
*Payroll Liabilities	1,628.26	2,675.92
FICA & Federal Withholding Tax	105.27	95.64
Ks Withholding Tax	0.73	2.14
Retirement Plan Payable	89.73	0.00
<b>Total *Payroll Liabilities</b>	<b>1,823.99</b>	<b>2,773.70</b>
Sales Tax Payable	10,020.32	7,708.58
<b>Total Other Current Liabilities</b>	<b>\$11,844.31</b>	<b>\$10,482.28</b>
<b>Total Current Liabilities</b>	<b>\$23,039.12</b>	<b>\$28,286.87</b>
<b>Total Liabilities</b>	<b>\$23,039.12</b>	<b>\$28,286.87</b>
<b>Equity</b>		
Retained Earnings	3,039,612.67	3,100,490.43
Net Income	-92,120.74	-324,098.98
<b>Total Equity</b>	<b>\$2,947,491.93</b>	<b>\$2,776,391.45</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$2,970,531.05</b>	<b>\$2,804,678.32</b>

# Van Go Inc

## Profit and Loss

January - November, 2023

	TOTAL	
	JAN - NOV, 2023	JAN - NOV, 2022 (PY)
<b>Income</b>		
Building Event Revenue	7,445.00	
Commissioned Sales	12,550.00	17,094.00
Benchmark	31,287.00	20,516.50
<b>Total Commissioned Sales</b>	<b>43,837.00</b>	<b>37,610.50</b>
Contributions Income	162,907.29	149,010.43
Corporate Sponsors	11,010.00	2,500.00
Foundations	26,000.00	64,500.00
Douglas Co Comm Foundation	10,900.00	
<b>Total Foundations</b>	<b>36,900.00</b>	<b>64,500.00</b>
United Way		15,000.00
<b>Total Contributions Income</b>	<b>210,817.29</b>	<b>231,010.43</b>
Fundraiser		
Annual Event	142,250.95	158,883.06
Spring Event	25,122.91	18,690.30
<b>Total Fundraiser</b>	<b>167,373.86</b>	<b>177,573.36</b>
Gallery Sales	7,362.50	4,736.14
Adornment	8,871.66	16,586.06
<b>Total Gallery Sales</b>	<b>16,234.16</b>	<b>21,322.20</b>
Grants		
City of Lawrence	24,700.00	
Douglas County	20,000.00	20,000.00
Heartland Works (WIA)	301,939.98	268,352.39
<b>Total Grants</b>	<b>346,639.98</b>	<b>288,352.39</b>
Interest Income	6,636.44	90.39
<b>Total Income</b>	<b>\$798,983.73</b>	<b>\$755,959.27</b>
<b>GROSS PROFIT</b>	<b>\$798,983.73</b>	<b>\$755,959.27</b>
<b>Expenses</b>		
Development		
Advertising and Marketing	1,389.06	1,092.40
Contracted Employees		
Grant Writer	26,091.01	25,419.24
Marketing and Events	5,000.00	6,725.00
<b>Total Contracted Employees</b>	<b>31,091.01</b>	<b>32,144.24</b>
Donation Processing Fees	5,553.18	4,375.95
Dues, Licenses and Subscriptions	4,642.98	6,133.05
Equipment Rental	11,924.37	15,973.60

# Van Go Inc

## Profit and Loss

January - November, 2023

	TOTAL	
	JAN - NOV, 2023	JAN - NOV, 2022 (PY)
Food and Beverage		
Development	1,006.53	708.60
Events	24,424.03	22,456.48
<b>Total Food and Beverage</b>	<b>25,430.56</b>	<b>23,165.08</b>
Fringe Benefits		
FICA Expenses	2,007.18	1,926.40
Retirement Plan Expense	876.02	902.11
<b>Total Fringe Benefits</b>	<b>2,883.20</b>	<b>2,828.51</b>
Payroll Expenses		
Salary	26,110.13	24,394.38
<b>Total Payroll Expenses</b>	<b>26,110.13</b>	<b>24,394.38</b>
Postage and Delivery	1,249.26	6,149.21
Printing and Reproduction	3,824.37	2,867.37
Professional Fees		
Events	7,520.00	4,559.25
Photography	800.00	1,100.00
<b>Total Professional Fees</b>	<b>8,320.00</b>	<b>5,659.25</b>
Supplies/Equipment		
Agency Development	3,373.24	3,787.72
<b>Total Supplies/Equipment</b>	<b>3,373.24</b>	<b>3,787.72</b>
Supplies/Equipment - Product		
Merchandise	5,258.42	4,212.68
<b>Total Supplies/Equipment - Product</b>	<b>5,258.42</b>	<b>4,212.68</b>
Travel & Training		
Staff Development	479.00	1,460.14
Travel		1,003.41
<b>Total Travel &amp; Training</b>	<b>479.00</b>	<b>2,463.55</b>
<b>Total Development</b>	<b>131,528.78</b>	<b>135,246.99</b>
Program Services		
Advertising and Marketing	335.93	595.00
Awards/Gifts	2,511.33	1,892.19
Contracted Employees		
Contract Artists/JAMS	3,960.00	3,046.00
Contract Teaching Artists	8,619.50	14,442.00
Healthy Chef	4,125.00	5,190.00
<b>Total Contracted Employees</b>	<b>16,704.50</b>	<b>22,678.00</b>
Dues, Licenses and Subscriptions	3,950.60	2,972.00
Equipment Purchases	24.95	-185.00

# Van Go Inc

## Profit and Loss

January - November, 2023

	TOTAL	
	JAN - NOV, 2023	JAN - NOV, 2022 (PY)
Food and Beverage		
Program Based Events	983.13	1,549.91
Snacks	3,048.13	3,110.61
Summer Lunch	3,191.29	3,138.24
<b>Total Food and Beverage</b>	<b>7,222.55</b>	<b>7,798.76</b>
Fringe Benefits		
FICA Expenses	29,916.25	24,239.48
Health/Dental Insurance	17,535.22	17,602.88
Retirement Plan Expense	6,500.23	6,460.53
SUTA Expenses	231.43	236.07
<b>Total Fringe Benefits</b>	<b>54,183.13</b>	<b>48,538.96</b>
Insurance		
Automobile	5,988.79	4,325.02
<b>Total Insurance</b>	<b>5,988.79</b>	<b>4,325.02</b>
Miscellaneous		
Background checks	30.75	10.25
<b>Total Miscellaneous</b>	<b>30.75</b>	<b>10.25</b>
Participant Assistance		
Futures Fund	0.00	90.00
<b>Total Participant Assistance</b>	<b>5,193.02</b>	<b>1,937.89</b>
Payroll Expenses		
Arts Train Wages	74,505.52	57,641.59
Jams Wages	63,752.98	53,122.35
Salary	229,523.11	197,804.22
<b>Total Payroll Expenses</b>	<b>367,781.61</b>	<b>308,568.16</b>
Professional Fees		0.00
Payroll	7,484.56	5,648.21
<b>Total Professional Fees</b>	<b>7,484.56</b>	<b>5,648.21</b>
Repairs and Maintenance		
Vehicle	3,270.06	1,698.93
<b>Total Repairs and Maintenance</b>	<b>3,270.06</b>	<b>1,698.93</b>
Supplies/Equipment		
Program Supplies	1,626.90	1,983.09
<b>Total Supplies/Equipment</b>	<b>1,626.90</b>	<b>1,983.09</b>
Supplies/Equipment - Product		
Art	31,342.99	37,123.02
Woodshop	5,236.52	4,628.96
<b>Total Supplies/Equipment - Product</b>	<b>36,579.51</b>	<b>41,751.98</b>

# Van Go Inc

## Profit and Loss

January - November, 2023

	TOTAL	
	JAN - NOV, 2023	JAN - NOV, 2022 (PY)
Travel & Training	258.14	
Staff Development	1,975.00	1,680.81
Travel	1,790.02	438.92
<b>Total Travel &amp; Training</b>	<b>4,023.16</b>	<b>2,119.73</b>
<b>Total Program Services</b>	<b>516,911.35</b>	<b>452,333.17</b>
Supporting Services		
Bank Service Fees (CNB/Insurance)	152.77	291.18
Contracted Employees		
Accountant	22,950.00	24,750.00
<b>Total Contracted Employees</b>	<b>22,950.00</b>	<b>24,750.00</b>
Dues, Licenses and Subscriptions	3,043.16	2,023.92
Equipment Purchases	1,431.62	1,049.00
Equipment Rental	2,248.10	2,557.63
Food and Beverage		
Board of Directors	327.90	341.84
Staff	3,010.78	2,460.75
<b>Total Food and Beverage</b>	<b>3,338.68</b>	<b>2,802.59</b>
Fringe Benefits		
FICA Expenses	8,717.54	8,818.61
Health/Dental Insurance	16,070.55	14,291.61
Retirement Plan Expense	3,847.73	3,678.19
SUTA Expenses	235.45	223.11
<b>Total Fringe Benefits</b>	<b>28,871.27</b>	<b>27,011.52</b>
Insurance		
Building	3,961.16	6,217.75
D & O		1,771.00
Liability	6,953.34	5,583.70
Workers Compensation	1,477.75	2,159.80
<b>Total Insurance</b>	<b>12,392.25</b>	<b>15,732.25</b>
Payroll Expenses		
Salary	144,968.76	125,287.50
<b>Total Payroll Expenses</b>	<b>144,968.76</b>	<b>125,287.50</b>
Postage and Delivery	527.76	568.85
Printing and Reproduction	971.18	1,140.38
Professional Fees		
Accounting	1,825.00	825.00
Cleaning	3,823.00	4,129.00
Consulting	1,491.24	
Payroll	2,089.91	1,955.24
<b>Total Professional Fees</b>	<b>9,229.15</b>	<b>6,909.24</b>

# Van Go Inc

## Profit and Loss

January - November, 2023

	TOTAL	
	JAN - NOV, 2023	JAN - NOV, 2022 (PY)
Repairs and Maintenance		
Building	4,237.19	2,849.61
Equipment	43.67	129.56
<b>Total Repairs and Maintenance</b>	<b>4,280.86</b>	<b>2,979.17</b>
Staff Awards/Gifts	479.57	
Supplies/Equipment		
Building	2,238.99	1,495.77
Office	1,827.15	3,181.92
<b>Total Supplies/Equipment</b>	<b>4,066.14</b>	<b>4,677.69</b>
Travel & Training		
Staff Development	423.90	120.00
Travel	86.93	50.18
<b>Total Travel &amp; Training</b>	<b>510.83</b>	<b>170.18</b>
Utilities		
Gas and Electric	10,518.84	9,343.74
Internet Access	1,099.29	828.90
Security system	689.00	937.24
Telephone	6,830.18	6,713.65
Water/Trash	1,813.11	1,458.61
<b>Total Utilities</b>	<b>20,950.42</b>	<b>19,282.14</b>
<b>Total Supporting Services</b>	<b>260,412.52</b>	<b>237,233.24</b>
<b>Total Expenses</b>	<b>\$908,852.65</b>	<b>\$824,813.40</b>
NET OPERATING INCOME	<b>\$ -109,868.92</b>	<b>\$ -68,854.13</b>
Other Income		
Endowment Campaign	6,750.00	425.00
Investment Income	28,134.54	-130,527.85
Beneficial interest	37,105.80	-184,554.49
<b>Total Investment Income</b>	<b>65,240.34</b>	<b>-315,082.34</b>
Other Income		91,439.21
Special Projects		1,875.00
<b>Total Other Income</b>	<b>\$71,990.34</b>	<b>\$ -221,343.13</b>
Other Expenses		
Non-Recurring Expenses	54,242.16	33,901.72
<b>Total Other Expenses</b>	<b>\$54,242.16</b>	<b>\$33,901.72</b>
NET OTHER INCOME	<b>\$17,748.18</b>	<b>\$ -255,244.85</b>
NET INCOME	<b>\$ -92,120.74</b>	<b>\$ -324,098.98</b>

# Van Go Inc

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

January - November, 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
Building Event Revenue	7,445.00	2,500.00	4,945.00	297.80 %
Commissioned Sales	12,550.00	12,000.00	550.00	104.58 %
Benchmark	31,287.00	30,000.00	1,287.00	104.29 %
<b>Total Commissioned Sales</b>	<b>43,837.00</b>	<b>42,000.00</b>	<b>1,837.00</b>	<b>104.37 %</b>
Contributions Income	162,907.29	150,000.00	12,907.29	108.60 %
Corporate Sponsors	11,010.00		11,010.00	
Foundations	26,000.00	150,000.00	-124,000.00	17.33 %
Douglas Co Comm Foundation	10,900.00	3,000.00	7,900.00	363.33 %
<b>Total Foundations</b>	<b>36,900.00</b>	<b>153,000.00</b>	<b>-116,100.00</b>	<b>24.12 %</b>
<b>Total Contributions Income</b>	<b>210,817.29</b>	<b>303,000.00</b>	<b>-92,182.71</b>	<b>69.58 %</b>
Endowment Earnings		50,000.00	-50,000.00	
Fundraiser				
Annual Event	142,250.95	145,000.00	-2,749.05	98.10 %
Spring Event	25,122.91	25,000.00	122.91	100.49 %
<b>Total Fundraiser</b>	<b>167,373.86</b>	<b>170,000.00</b>	<b>-2,626.14</b>	<b>98.46 %</b>
Gallery Sales	7,362.50	8,000.00	-637.50	92.03 %
Adornment	8,871.66	30,000.00	-21,128.34	29.57 %
<b>Total Gallery Sales</b>	<b>16,234.16</b>	<b>38,000.00</b>	<b>-21,765.84</b>	<b>42.72 %</b>
<b>Grants</b>				
City of Lawrence	24,700.00		24,700.00	
Douglas County	20,000.00	20,000.00	0.00	100.00 %
Heartland Works (WIA)	301,939.98	275,000.00	26,939.98	109.80 %
KS Arts Commission OS		19,650.00	-19,650.00	
<b>Total Grants</b>	<b>346,639.98</b>	<b>314,650.00</b>	<b>31,989.98</b>	<b>110.17 %</b>
Interest Income	6,636.44	2,400.00	4,236.44	276.52 %
<b>Total Income</b>	<b>\$798,983.73</b>	<b>\$922,550.00</b>	<b>\$ -123,566.27</b>	<b>86.61 %</b>
<b>GROSS PROFIT</b>	<b>\$798,983.73</b>	<b>\$922,550.00</b>	<b>\$ -123,566.27</b>	<b>86.61 %</b>
<b>Expenses</b>				
<b>Development</b>				
Advertising and Marketing	1,389.06	2,000.00	-610.94	69.45 %
<b>Contracted Employees</b>				
Grant Writer	26,091.01	28,462.92	-2,371.91	91.67 %
Marketing and Events	5,000.00	6,000.00	-1,000.00	83.33 %
<b>Total Contracted Employees</b>	<b>31,091.01</b>	<b>34,462.92</b>	<b>-3,371.91</b>	<b>90.22 %</b>
Donation Processing Fees	5,553.18	4,750.00	803.18	116.91 %
Dues, Licenses and Subscriptions	4,642.98	5,620.00	-977.02	82.62 %
Equipment Rental	11,924.37	15,000.00	-3,075.63	79.50 %
<b>Food and Beverage</b>				
Development	1,006.53	1,500.00	-493.47	67.10 %
Events	24,424.03	15,000.00	9,424.03	162.83 %

# Van Go Inc

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

January - November, 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total Food and Beverage</b>	<b>25,430.56</b>	<b>16,500.00</b>	<b>8,930.56</b>	<b>154.12 %</b>
Fringe Benefits				
FICA Expenses	2,007.18	4,084.14	-2,076.96	49.15 %
Retirement Plan Expense	876.02	1,601.62	-725.60	54.70 %
SUTA Expenses		38.53	-38.53	
<b>Total Fringe Benefits</b>	<b>2,883.20</b>	<b>5,724.29</b>	<b>-2,841.09</b>	<b>50.37 %</b>
Payroll Expenses				
Salary	26,110.13	53,387.41	-27,277.28	48.91 %
<b>Total Payroll Expenses</b>	<b>26,110.13</b>	<b>53,387.41</b>	<b>-27,277.28</b>	<b>48.91 %</b>
Postage and Delivery	1,249.26	2,000.00	-750.74	62.46 %
Printing and Reproduction	3,824.37	3,316.46	507.91	115.31 %
Professional Fees				
Events	7,520.00	3,869.69	3,650.31	194.33 %
Photography	800.00	1,500.00	-700.00	53.33 %
<b>Total Professional Fees</b>	<b>8,320.00</b>	<b>5,369.69</b>	<b>2,950.31</b>	<b>154.94 %</b>
Supplies/Equipment				
Agency Development	3,373.24	3,500.00	-126.76	96.38 %
<b>Total Supplies/Equipment</b>	<b>3,373.24</b>	<b>3,500.00</b>	<b>-126.76</b>	<b>96.38 %</b>
Supplies/Equipment - Product				
Merchandise	5,258.42	3,730.67	1,527.75	140.95 %
<b>Total Supplies/Equipment - Product</b>	<b>5,258.42</b>	<b>3,730.67</b>	<b>1,527.75</b>	<b>140.95 %</b>
Travel & Training				
Staff Development	479.00	350.00	129.00	136.86 %
Travel		250.00	-250.00	
<b>Total Travel &amp; Training</b>	<b>479.00</b>	<b>600.00</b>	<b>-121.00</b>	<b>79.83 %</b>
<b>Total Development</b>	<b>131,528.78</b>	<b>155,961.44</b>	<b>-24,432.66</b>	<b>84.33 %</b>
Program Services				
Advertising and Marketing	335.93	400.00	-64.07	83.98 %
Awards/Gifts	2,511.33	2,028.89	482.44	123.78 %
Contracted Employees				
Contract Artists/JAMS	3,960.00	9,260.00	-5,300.00	42.76 %
Contract Teaching Artists	8,619.50	0.00	8,619.50	
Healthy Chef	4,125.00	5,600.00	-1,475.00	73.66 %
<b>Total Contracted Employees</b>	<b>16,704.50</b>	<b>14,860.00</b>	<b>1,844.50</b>	<b>112.41 %</b>
Dues, Licenses and Subscriptions	3,950.60	3,664.56	286.04	107.81 %
Equipment Purchases	24.95	1,500.00	-1,475.05	1.66 %
Equipment Rental		1,000.00	-1,000.00	
Food and Beverage				
Program Based Events	983.13	1,200.00	-216.87	81.93 %
Snacks	3,048.13	4,548.00	-1,499.87	67.02 %
Summer Lunch	3,191.29	3,500.00	-308.71	91.18 %

# Van Go Inc

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

January - November, 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total Food and Beverage</b>	<b>7,222.55</b>	<b>9,248.00</b>	<b>-2,025.45</b>	<b>78.10 %</b>
Fringe Benefits				
FICA Expenses	29,916.25	31,897.30	-1,981.05	93.79 %
Health/Dental Insurance	17,535.22	20,152.54	-2,617.32	87.01 %
Retirement Plan Expense	6,500.23	7,862.42	-1,362.19	82.67 %
SUTA Expenses	231.43	488.90	-257.47	47.34 %
<b>Total Fringe Benefits</b>	<b>54,183.13</b>	<b>60,401.16</b>	<b>-6,218.03</b>	<b>89.71 %</b>
Insurance				
Automobile	5,988.79	5,000.00	988.79	119.78 %
<b>Total Insurance</b>	<b>5,988.79</b>	<b>5,000.00</b>	<b>988.79</b>	<b>119.78 %</b>
Miscellaneous				
Background checks	30.75	150.00	-119.25	20.50 %
<b>Total Miscellaneous</b>	<b>30.75</b>	<b>150.00</b>	<b>-119.25</b>	<b>20.50 %</b>
Participant Assistance	5,193.02	6,000.00	-806.98	86.55 %
Payroll Expenses				
Arts Train Wages	74,505.52	90,067.50	-15,561.98	82.72 %
Jams Wages	63,752.98	64,810.00	-1,057.02	98.37 %
Salary	229,523.11	262,080.62	-32,557.51	87.58 %
<b>Total Payroll Expenses</b>	<b>367,781.61</b>	<b>416,958.12</b>	<b>-49,176.51</b>	<b>88.21 %</b>
Professional Fees				
Payroll	7,484.56	6,476.80	1,007.76	115.56 %
<b>Total Professional Fees</b>	<b>7,484.56</b>	<b>6,476.80</b>	<b>1,007.76</b>	<b>115.56 %</b>
Repairs and Maintenance				
Vehicle	3,270.06	1,235.32	2,034.74	264.71 %
<b>Total Repairs and Maintenance</b>	<b>3,270.06</b>	<b>1,235.32</b>	<b>2,034.74</b>	<b>264.71 %</b>
Supplies/Equipment				
Program Supplies	1,626.90	3,500.00	-1,873.10	46.48 %
<b>Total Supplies/Equipment</b>	<b>1,626.90</b>	<b>3,500.00</b>	<b>-1,873.10</b>	<b>46.48 %</b>
Supplies/Equipment - Product				
Art	31,342.99	34,000.00	-2,657.01	92.19 %
Woodshop	5,236.52	6,000.00	-763.48	87.28 %
<b>Total Supplies/Equipment - Product</b>	<b>36,579.51</b>	<b>40,000.00</b>	<b>-3,420.49</b>	<b>91.45 %</b>
Travel & Training	258.14		258.14	
Staff Development	1,975.00	1,400.00	575.00	141.07 %
Travel	1,790.02	1,500.00	290.02	119.33 %
<b>Total Travel &amp; Training</b>	<b>4,023.16</b>	<b>2,900.00</b>	<b>1,123.16</b>	<b>138.73 %</b>
<b>Total Program Services</b>	<b>516,911.35</b>	<b>575,322.85</b>	<b>-58,411.50</b>	<b>89.85 %</b>
Supporting Services				
Bank Service Fees (CNB/Insurance)	152.77	373.68	-220.91	40.88 %
Contracted Employees				
Accountant	22,950.00	27,540.00	-4,590.00	83.33 %

# Van Go Inc

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

January - November, 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total Contracted Employees</b>	<b>22,950.00</b>	<b>27,540.00</b>	<b>-4,590.00</b>	<b>83.33 %</b>
Dues, Licenses and Subscriptions	3,043.16	2,401.50	641.66	126.72 %
Equipment Purchases	1,431.62	1,500.00	-68.38	95.44 %
Equipment Rental	2,248.10	2,876.67	-628.57	78.15 %
Food and Beverage				
Board of Directors	327.90	500.00	-172.10	65.58 %
Staff	3,010.78	2,000.00	1,010.78	150.54 %
<b>Total Food and Beverage</b>	<b>3,338.68</b>	<b>2,500.00</b>	<b>838.68</b>	<b>133.55 %</b>
Fringe Benefits				
FICA Expenses	8,717.54	10,539.54	-1,822.00	82.71 %
Health/Dental Insurance	16,070.55	16,448.36	-377.81	97.70 %
Retirement Plan Expense	3,847.73	4,133.15	-285.42	93.09 %
SUTA Expenses	235.45	62.32	173.13	377.81 %
<b>Total Fringe Benefits</b>	<b>28,871.27</b>	<b>31,183.37</b>	<b>-2,312.10</b>	<b>92.59 %</b>
Insurance				
Building	3,961.16	7,500.00	-3,538.84	52.82 %
D & O		1,859.55	-1,859.55	
Liability	6,953.34	6,311.35	641.99	110.17 %
Workers Compensation	1,477.75	2,721.35	-1,243.60	54.30 %
<b>Total Insurance</b>	<b>12,392.25</b>	<b>18,392.25</b>	<b>-6,000.00</b>	<b>67.38 %</b>
Payroll Expenses				
Salary	144,968.76	137,771.80	7,196.96	105.22 %
<b>Total Payroll Expenses</b>	<b>144,968.76</b>	<b>137,771.80</b>	<b>7,196.96</b>	<b>105.22 %</b>
Postage and Delivery	527.76	716.75	-188.99	73.63 %
Printing and Reproduction	971.18	1,436.88	-465.70	67.59 %
Professional Fees				
Accounting	1,825.00		1,825.00	
Cleaning	3,823.00	4,200.00	-377.00	91.02 %
Consulting	1,491.24	2,400.00	-908.76	62.14 %
Payroll	2,089.91	2,463.60	-373.69	84.83 %
<b>Total Professional Fees</b>	<b>9,229.15</b>	<b>9,063.60</b>	<b>165.55</b>	<b>101.83 %</b>
Repairs and Maintenance				
Building	4,237.19	2,000.00	2,237.19	211.86 %
Equipment	43.67	500.00	-456.33	8.73 %
<b>Total Repairs and Maintenance</b>	<b>4,280.86</b>	<b>2,500.00</b>	<b>1,780.86</b>	<b>171.23 %</b>
Staff Awards/Gifts	479.57		479.57	
Supplies/Equipment				
Building	2,238.99	2,250.00	-11.01	99.51 %
Office	1,827.15	4,200.00	-2,372.85	43.50 %
<b>Total Supplies/Equipment</b>	<b>4,066.14</b>	<b>6,450.00</b>	<b>-2,383.86</b>	<b>63.04 %</b>
Travel & Training				
Staff Development	423.90	1,050.00	-626.10	40.37 %

# Van Go Inc

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

January - November, 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Travel	86.93	250.00	-163.07	34.77 %
<b>Total Travel &amp; Training</b>	<b>510.83</b>	<b>1,300.00</b>	<b>-789.17</b>	<b>39.29 %</b>
Utilities				
Gas and Electric	10,518.84	11,001.65	-482.81	95.61 %
Internet Access	1,099.29	949.42	149.87	115.79 %
Security system	689.00	1,180.92	-491.92	58.34 %
Telephone	6,830.18	7,690.99	-860.81	88.81 %
Water/Trash	1,813.11	1,576.40	236.71	115.02 %
<b>Total Utilities</b>	<b>20,950.42</b>	<b>22,399.38</b>	<b>-1,448.96</b>	<b>93.53 %</b>
<b>Total Supporting Services</b>	<b>260,412.52</b>	<b>268,405.88</b>	<b>-7,993.36</b>	<b>97.02 %</b>
<b>Total Expenses</b>	<b>\$908,852.65</b>	<b>\$999,690.17</b>	<b>\$ -90,837.52</b>	<b>90.91 %</b>
NET OPERATING INCOME	<b>\$ -109,868.92</b>	<b>\$ -77,140.17</b>	<b>\$ -32,728.75</b>	<b>142.43 %</b>
Other Income				
Endowment Campaign	6,750.00		6,750.00	
Investment Income	28,134.54		28,134.54	
Beneficial interest	37,105.80		37,105.80	
<b>Total Investment Income</b>	<b>65,240.34</b>		<b>65,240.34</b>	
<b>Total Other Income</b>	<b>\$71,990.34</b>	<b>\$0.00</b>	<b>\$71,990.34</b>	<b>0.00%</b>
Other Expenses				
Non-Recurring Expenses	54,242.16		54,242.16	
<b>Total Other Expenses</b>	<b>\$54,242.16</b>	<b>\$0.00</b>	<b>\$54,242.16</b>	<b>0.00%</b>
NET OTHER INCOME	<b>\$17,748.18</b>	<b>\$0.00</b>	<b>\$17,748.18</b>	<b>0.00%</b>
NET INCOME	<b>\$ -92,120.74</b>	<b>\$ -77,140.17</b>	<b>\$ -14,980.57</b>	<b>119.42 %</b>