



Van Go Agenda Kansas Day! 2024

I. Call to Order

II. Consent Agenda

- Approval of the Agenda
- Approval of the Minutes

III. Welcome!

Introductions: With so much need in our community...why Van Go? What is a message that will resonate with people this year?

III. Organization Updates

- a. Program Report (Emma)
- b. Development Report (Sarah)
- c. Financial Report & Financial 101 (Chris)
- d. *VOTE: Approve the Budget

V. Executive Committee Update:


- a. Welcome Paige!
- b. Call for a Development Committee
- c. *VOTE* Executive Committee: Jen Carttar, Secretary
- d. M3 Technology
- e. Kristen & Eliza Contracts
- f. WIOA Federal Grant
- g. ED Update: resumes, hiring timeline, interview committee

General Questions

Introduce Break Out Session

6ish BREAK – 15 minutes

- Food.*
- Move Around!*
- Look at resumes?*
- Write on the Big Papers.*



6:15ish Break Out Session: The Development Transition

Get into small groups to brainstorm a certain area of our Revenue.
(If there's more time than you need – you can move to other topics...)

Business Sponsorships & Foundation Giving

Rachel, David, Cordova, Kaylin

Individual Donors

Ellen, Curtis, Jen Carttar, Sarah VG

Events

Sarah Mahoney, Meghan, Taylor, Joe, Alize

Grants & Collaborations

Kevin, Steve, Charlie, Jen Roth

6:30 Presentations & (if time) Discussion

Each group will be in charge of presenting ideas for that topic and (if time) facilitating a short discussion on the topic. 7 minutes each.

7:00 Wrap it Up

Van Go Full Board Meeting
Wednesday, December 6, 2023

Present: Jennifer Roth, Becki Dick, Kaylin Dillon, Curtis Marsh, Charlie Sedlock, Jennifer Carttar, Kevin Kelley, Michel Loomis, Katie Winter, Charlie Sedlock, Justin Cordova, Sandy Praeger

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

Call to Order

Board president Jennifer Roth called the meeting to order at 5:06pm.

Approval of Agenda

Sandy Praeger moved to approve the meeting agenda, and Becki Dick seconded the motion. All approved.

Approval of Minutes

Curtis Marsh moved to approve the minutes of the October board meeting, and Justin Cordova seconded the motion. All approved.

Go Van Go

Eliza Darmon shared our 25 year photo history time capsule. It will be available for anyone to see online for free, or to purchase for \$25. There is a photo collage from every single year. It will be part of our Avant Garde year end request and also go out to the general public.

Reports – Nominating Committee

Jen Roth passed around the slate for the 2024 board. 4 of the 6 people we invited accepted our invitation to the board. 4 folks are rolling off and 4 are coming on.

Nominated to Serve an Additional Term:

Ellen Chindamo (1 year term) (Current term expires 12/31/23)

Katie Winter (2 year term) (Current term expires 12/31/23)

Executive Committee Nominations for 2024:

President – Katie Winter

Past President – Jennifer Roth

Secretary—Paige Robinson

Treasurer—David Moore

Member-at-Large—Justin Cordova

Member-at-Large—Steve Kelly

New Board Nominees:

Meghan Bardwell (1 year term, expiring 12/31/24)

Sarah Mahoney (3 year term, expiring 12/31/26)

Taylor Overton (3 year term, expiring 12/31/26)

Rachel Rademacher (3 year term, expiring 12/31/26)

Terms continuing in 2024:

Jennifer Carttar (Term expires 12/31/24)

Justin Cordova (Term expires 12/31/24)

Kaylin Dillon (Term expires 12/31/25)

Steve Kelly (Term expires 12/31/25)

Kevin Kelley (Term expires 12/31/24)

Michel Loomis (Term expires 12/31/24)

Curtis Marsh (Term expires 12/31/25)

David Moore (Term expires 12/31/24)

Paige Robinson (Term expires 12/31/24)

Jennifer Roth (Term expires 12/31/24)

Joe Sears (Term expires 12/31/25)

Charlie Sedlock (Term expires 12/31/25)

Kaylin Dillon motioned to approve the board slate, and Becki seconded. All approved.

Thanks to the nominating committee including Steve Kelly and Ellen Chindamo.

Reports—Financial

Chris Kohart reported that as of November 30, we have \$250,000 in cash. We show a loss of \$109,000 in November. Our current ratio is 22 vs target of 2. The big things to keep an eye on are our expenditures and if we're on pace. Current expenditures are \$908,000 of a budgeted \$999,000. We're pacing to be just under budget. From a total income perspective, we can reference last year's profit and loss for perspective. Our total income so far is \$798k. Last year at this time it was \$755k. We got to \$998k by December 31 of 2022. We should see a lot of collections through giving and grants. Chris' expectation is that we'll spend under our budget and revenue will end up close to budget. While we're showing a loss right now, he doesn't think we'll end up near those loss numbers from a revenue perspective.

Eliza said there is \$97,000 waiting to be collected in pledges and grants. We have \$101,000 in grant asks out that we feel good about receiving.

Eliza shared that for Adornment we're at about \$21,500 of our budgeted \$30,000. We still have LOLA coming up this weekend. We had a great opening weekend of over \$12,000.

Steve Kelly moved to approve the financials, and Becki Dick seconded. All approved.

Reports—Co-Executive Directors

Eliza reminded everyone that we've been trying to schedule an audit. We have someone on the hook for summer of 2024 named Cameron Worth. It will cost \$15,750. David Moore has been in touch with him to make sure things are still moving forward through the transition.

Kristen reported that the Executive Committee asked Eliza and Kristen to present a 2024 proposed budget. It was a much easier process due to the work that's been put into it the last few years. Obviously the salary line item has some unknowns. The Executive Committee has their recommendations and the hope is to approve the budget at the January board retreat. There is also a question mark about the youth wages. We increased our ask to the Rice Foundation by \$16k to help us increase youth wages, and we usually do not hear from them until the last week of the year.

Kristin shared the holiday plans for the organization. Adornment will run through the 18th, which will be the final day for in-person shopping. A staff holiday party will happen on the afternoon/evening of the 14th and we'll be closed that day. After that time, many of the staff will be using up their vacation days. Van Go will officially be closed from December 25th through January 1.

Eliza reported on Development. The year-end request to the Avant Garde will involve the photo time capsule Eliza showed. The letter sent out will be from the board. It will highlight the yearbook and help people see all the investments they've made so far and hopefully inspire them to continue them for the next 25 years. There is a QR code to see the book online and also a place to order online. We've organized our Avant Garde list and will approach some people to pledge for 3 years, thank those that have already given this year, etc. It will be a customized approach.

We are waiting to hear on 4 different grants we've applied for. We asked the Rice Foundation for \$52,000 for youth wages. The Kriz Foundation request was for a new wheelchair lift and tables & chairs for the gallery for \$44,500. The Winter Foundation was asked to support PEPP. The Sunflower Foundation was asked for general operating funds, but they won't make a decision until 2024. We recently received the LiveWell grant for summer lunches, and Giving for Good for our Journeys Scholarship. We were declined by the Beach Foundation in our request for Adornment. We're awaiting 2 reimbursements—KCAIC for almost \$20,000 for our spring mural project, and \$25k from the Kriz Foundation. We sent board pledge reminders in November—we do want 100% participation at whatever level you're able to give, even if you cannot meet the amount you pledged. Other outstanding income is \$23,000 in pledges.

Kristen mentioned something to note on the approved budget amount is that we may exceed our originally approved budget because a couple of staff members received promotions this month.

Steve Kelly asked if there are any big expenditures we see lurking for the building. Eliza said we probably need one more air conditioner. We did one this year that was \$9,500. We just got the two new vans. Kevin said there are some 30% tax credits. Peaslee is doing some big solar projects and things because there are credits out there. Insulation counts for those credits.

Kristen reported for programming that we were able to send 2 staff to the National Assn. of Workforce Development Professionals conference—Art Director Rick Wright and Support

Services Director Alexis Whipple. The conference travel was funded through our WIOA grant. They could think about how what they do every day can be viewed through a workforce development lens. Their takeaway was that Van Go is pretty innovative. At some point, someone from Van Go needs to go present there!

We're wrapping up our fall semester with The Arts Train program. We're selecting and hiring for our programs for spring. Right now our Pre-Employment Preparation Program applications are out—the program will take place in January. Applications are due this Friday at 5. PEPP starts January 9 and runs through Feb 1. The Arts Train has rolling applications but we're hiring for several spots for the spring session. It's been a good training and onboarding opportunity for Alexis. The spring session of TAT will begin January 8. We're hoping to get the group up to 12 and have held 4 interviews so far. Then we'll be looking forward toward Spring JAMS, which is beginning February 19. Those applications will go out the first week of January.

Our Spring JAMS project will be a mural for the Senior Resource Center's vans. It's a project with funding from KCAIC.

Kevin Kelley said Baldwin and Eudora and Perry/Lecompton districts have started transporting kids for Peaslee's senior wrap-up program, so there could be room to get more youth from those communities.

Some staff updates are that Emma Givens became the Employment Services Director and Alize Tyler moved to full time as the Programs and Marketing Coordinator.

Last time we had a meeting, Kristen and Eliza reported having received the audit report from KUCPPR and that Randy Harmes had reached out. They were encouraged that they were able to open up an honest dialogue about their experience. They had 2 meetings. First they met with Jackie Counts and Randy Harmes who helped us to be heard about our experiences and explore where there was a breakdown in communications. They said they wanted to make it right. They owned their responsibility. They delivered in a beautiful way.

Randy and Jackie and Joe went back and leaned into all the things we had provided them. We wanted to hug this report! We are still expecting a second piece by the middle of December. This is one step in a multi-phase project to look at how Van Go measures its impact. They are also more than willing to present to the board. We now feel very good about having them come. We might ask them to the board retreat. We feel very encouraged by it. We anticipate that the second piece will follow suit.

Reports – Board President

In lieu of a report, Jen Roth asked to move to Executive Session at 5:52pm. Katie Winter moved, and Justin seconded the motion.

▪ **Cash**

	\$309,670	Operations (CNB checking, Sweep MM, CD & Paypal)
	\$1,018	Petty Cash
	\$310,688	Total Cash

▪ **Total Assets \$3,295,253**

▪ **Total Debt \$0**

▪ **Income and Expenses (Operations)**
Accrual Basis, as of 12/31/2023

	Actual YTD	Annual Budget	\$ Over Under (-) Budget
Total Income	\$1,054,806	\$922,550	\$132,256
Total Expenses	\$1,006,056	\$999,690	\$6,366
Net Operating Income	\$48,750	-\$77,140	\$125,890

▪ **Financial Developments**

- Van Go’s current ratio for 2023 is 19.59. At this time last year Van Go’s current ratio was 30.75. Target current ratio is 2.00.
- Van Go’s number of days of cash on hand for 2023 is 113.16. At this time last year Van Go’s number of days of cash on hand was 172.83. Target number of days of cash on hand is no less than 30 days.
- Net operating income for FY23 \$48,750 is a (53.16%) change from net operating income for FY22 \$104,082

Van Go Inc
Balance Sheet
As of December 31, 2023

	TOTAL	
	AS OF DEC 31, 2023	AS OF DEC 31, 2022 (PY)
ASSETS		
Current Assets		
Bank Accounts		
Central National Bank Checking	15,172.97	295,485.98
Central National Prestige MM	0.00	28,448.82
Central National Sweep MM	168,917.70	
CNB 6 Month CD	125,400.00	125,400.00
PayPal	179.14	330.38
Petty Cash	1,018.32	699.80
Total Bank Accounts	\$310,688.13	\$450,364.98
Accounts Receivable		
Accounts Receivable	0.00	0.00
Grants Receivable	26,106.30	25,613.17
Merchandise Sales	0.00	-100.00
Pledges Receivable	0.00	75.00
Total Accounts Receivable	26,106.30	25,588.17
Total Accounts Receivable	\$26,106.30	\$25,588.17
Other Current Assets		
Channel Clearing Account		
Shopify shop-van-go.myshopify.com Clearing Account	29.43	
Total Channel Clearing Account	29.43	
Employee Advances	0.00	206.51
Prepaid Expenses	5,274.00	4,691.00
Undeposited Funds	130,623.84	28,468.99
Total Other Current Assets	\$135,927.27	\$33,366.50
Total Current Assets	\$472,721.70	\$509,319.65
Fixed Assets		
Building		
Accumulated Depreciation	-773,609.78	-773,609.78
Cost	1,642,865.56	1,642,865.56
Total Building	869,255.78	869,255.78
Equipment/Furnishings		
Accumulated Depreciation	-190,004.91	-190,004.91
Cost	315,398.05	259,774.05
Total Equipment/Furnishings	125,393.14	69,769.14
Land and Land Improvements	45,277.00	45,277.00
Total Fixed Assets	\$1,039,925.92	\$984,301.92

Van Go Inc
Balance Sheet
As of December 31, 2023

	TOTAL	
	AS OF DEC 31, 2023	AS OF DEC 31, 2022 (PY)
Other Assets		
Beneficial interest held - DCCF	975,492.38	849,066.28
LeCompete Funds held at DCCF	532,085.26	472,485.78
Operating Funds held at DCCF	275,027.72	250,008.25
Total Other Assets	\$1,782,605.36	\$1,571,560.31
TOTAL ASSETS	\$3,295,252.98	\$3,065,181.88
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable	5,961.14	3,788.03
Total Accounts Payable	\$5,961.14	\$3,788.03
Credit Cards		
Charity Charge	13,839.56	8,679.53
Home Depot	0.00	111.63
Total Credit Cards	\$13,839.56	\$8,791.16
Other Current Liabilities		
*Payroll Liabilities	1,729.37	2,675.92
FICA & Federal Withholding Tax	105.27	95.64
Ks Withholding Tax	0.73	2.14
Retirement Plan Payable	2,497.60	1,212.27
Total *Payroll Liabilities	4,332.97	3,985.97
Sales Tax Payable	11,457.84	9,004.05
Total Other Current Liabilities	\$15,790.81	\$12,990.02
Total Current Liabilities	\$35,591.51	\$25,569.21
Total Liabilities	\$35,591.51	\$25,569.21
Equity		
Retained Earnings	3,039,612.67	3,100,490.43
Net Income	220,048.80	-60,877.76
Total Equity	\$3,259,661.47	\$3,039,612.67
TOTAL LIABILITIES AND EQUITY	\$3,295,252.98	\$3,065,181.88

Van Go Inc

Profit and Loss

January - December 2023

	TOTAL	
	JAN - DEC 2023	JAN - DEC 2022 (PY)
Income		
Building Event Revenue	9,963.00	
Commissioned Sales	22,550.00	17,094.00
Benchmark	31,390.00	20,516.50
Total Commissioned Sales	53,940.00	37,610.50
Contributions Income	248,948.17	209,654.48
Corporate Sponsors	20,010.00	2,500.00
Foundations	125,860.00	136,251.00
Douglas Co Comm Foundation	10,900.00	
Total Foundations	136,760.00	136,251.00
United Way		15,000.00
Total Contributions Income	405,718.17	363,405.48
Endowment Earnings		70,119.00
Fundraiser		
Annual Event	144,750.95	158,883.06
Spring Event	25,122.91	18,690.30
Total Fundraiser	169,873.86	177,573.36
Gallery Sales	4,443.50	4,994.07
Adornment	30,854.16	31,324.86
Total Gallery Sales	35,297.66	36,318.93
Grants		
City of Lawrence	24,700.00	
Douglas County	20,000.00	20,000.00
Heartland Works (WIA)	328,048.18	286,915.55
KS Arts Commission OS		7,500.00
Total Grants	372,748.18	314,415.55
Interest Income	7,264.87	103.48
Total Income	\$1,054,805.74	\$999,546.30
GROSS PROFIT	\$1,054,805.74	\$999,546.30
Expenses		
Development		
Advertising and Marketing	1,539.06	1,092.40
Contracted Employees		
Grant Writer	28,462.92	28,462.92
Marketing and Events	5,000.00	6,725.00
Total Contracted Employees	33,462.92	35,187.92
Donation Processing Fees	6,213.54	5,392.31
Dues, Licenses and Subscriptions	5,272.39	6,369.89

Van Go Inc
Profit and Loss
January - December 2023

	TOTAL	
	JAN - DEC 2023	JAN - DEC 2022 (PY)
Equipment Rental	11,942.37	15,973.60
Food and Beverage		
Development	1,182.03	708.60
Events	24,568.39	22,473.40
Food/Beverage - Contributed		0.00
Total Food and Beverage	25,750.42	23,182.00
Fringe Benefits		
FICA Expenses	2,232.14	2,125.81
Retirement Plan Expense	909.02	902.11
Total Fringe Benefits	3,141.16	3,027.92
Payroll Expenses		
Salary	29,069.77	27,001.09
Total Payroll Expenses	29,069.77	27,001.09
Postage and Delivery	1,257.01	6,210.81
Printing and Reproduction	4,076.37	2,867.37
Professional Fees		
Events	7,520.00	4,559.25
Photography	1,119.50	1,100.00
Total Professional Fees	8,639.50	5,659.25
Supplies/Equipment		
Agency Development	3,381.86	3,788.97
Total Supplies/Equipment	3,381.86	3,788.97
Supplies/Equipment - Product		
Merchandise	5,258.42	4,391.16
Total Supplies/Equipment - Product	5,258.42	4,391.16
Travel & Training		
Staff Development	479.00	1,813.24
Travel	7.70	1,003.41
Total Travel & Training	486.70	2,816.65
Total Development	139,491.49	142,961.34
Program Services		
Advertising and Marketing	335.93	595.00
Awards/Gifts	2,761.33	2,439.13
Contracted Employees		
Contract Artists/JAMS	3,960.00	3,046.00
Contract Teaching Artists	8,819.50	14,942.00
Healthy Chef	4,125.00	5,190.00
Total Contracted Employees	16,904.50	23,178.00

Van Go Inc
Profit and Loss
January - December 2023

	TOTAL	
	JAN - DEC 2023	JAN - DEC 2022 (PY)
Dues, Licenses and Subscriptions	4,055.50	3,291.30
Equipment Purchases	24.95	-185.00
Food and Beverage		
Program Based Events	1,122.80	1,688.08
Snacks	3,200.38	3,201.49
Summer Lunch	3,191.29	3,138.24
Total Food and Beverage	7,514.47	8,027.81
Fringe Benefits		
FICA Expenses	33,208.41	26,589.83
Health/Dental Insurance	19,572.90	19,211.68
Retirement Plan Expense	6,516.39	6,460.53
SUTA Expenses	246.28	249.69
Total Fringe Benefits	59,543.98	52,511.73
Insurance		
Automobile	6,826.08	4,644.56
Total Insurance	6,826.08	4,644.56
Miscellaneous		
Background checks	30.75	10.25
Total Miscellaneous	30.75	10.25
Participant Assistance	5,814.97	1,847.89
Futures Fund	0.00	90.00
Total Participant Assistance	5,814.97	1,937.89
Payroll Expenses		
Arts Train Wages	80,904.81	61,506.97
Jams Wages	63,752.98	53,347.35
Salary	265,232.65	221,721.84
Total Payroll Expenses	409,890.44	336,576.16
Professional Fees		0.00
Payroll	8,898.43	5,648.21
Total Professional Fees	8,898.43	5,648.21
Repairs and Maintenance		
Vehicle	3,278.06	1,698.93
Total Repairs and Maintenance	3,278.06	1,698.93
Supplies/Equipment		
Program Supplies	1,674.97	2,421.61
Total Supplies/Equipment	1,674.97	2,421.61

Van Go Inc
Profit and Loss
January - December 2023

	TOTAL	
	JAN - DEC 2023	JAN - DEC 2022 (PY)
Supplies/Equipment - Product		
Art	32,070.57	37,831.46
Woodshop	5,372.96	4,628.96
Total Supplies/Equipment - Product	37,443.53	42,460.42
Travel & Training		
Staff Development	3,353.28	1,771.56
Travel	2,049.41	459.92
Total Travel & Training	5,402.69	2,231.48
Total Program Services	570,400.58	487,487.48
Supporting Services		
Bank Service Fees (CNB/Insurance)	226.07	296.18
Contracted Employees		
Accountant	27,540.00	27,000.00
Total Contracted Employees	27,540.00	27,000.00
Dues, Licenses and Subscriptions	3,313.10	2,470.21
Equipment Purchases	1,431.62	1,349.00
Equipment Rental	2,406.80	2,715.10
Food and Beverage		
Board of Directors	571.89	453.84
Staff	4,454.32	3,234.13
Total Food and Beverage	5,026.21	3,687.97
Fringe Benefits		
FICA Expenses	9,809.05	9,761.60
Health/Dental Insurance	18,245.20	15,562.12
Retirement Plan Expense	3,880.73	3,678.19
SUTA Expenses	235.45	223.11
Total Fringe Benefits	32,170.43	29,225.02
Insurance		
Building	3,961.16	6,901.59
D & O	1,837.00	1,771.00
Liability	7,540.77	6,158.39
Workers Compensation	2,944.25	3,385.80
Total Insurance	16,283.18	18,216.78
Payroll Expenses		
Salary	160,561.35	140,329.61
Total Payroll Expenses	160,561.35	140,329.61
Postage and Delivery	691.46	670.90
Printing and Reproduction	1,287.14	1,140.38

Van Go Inc
Profit and Loss
January - December 2023

	TOTAL	
	JAN - DEC 2023	JAN - DEC 2022 (PY)
Professional Fees		
Accounting	1,825.00	825.00
Cleaning	4,159.00	4,465.00
Consulting	2,919.75	
Payroll	2,339.40	2,797.80
Total Professional Fees	11,243.15	8,087.80
Repairs and Maintenance		
Building	4,322.19	2,858.58
Equipment	43.67	129.56
Total Repairs and Maintenance	4,365.86	2,988.14
Staff Awards/Gifts	479.57	190.00
Supplies/Equipment		
Building	2,299.22	1,524.18
Office	2,144.43	3,285.77
Total Supplies/Equipment	4,443.65	4,809.95
Travel & Training		
Staff Development	544.08	321.94
Travel	86.93	70.95
Total Travel & Training	631.01	392.89
Utilities		
Gas and Electric	12,553.38	10,618.45
Internet Access	1,204.68	904.29
Security system	689.00	991.24
Telephone	7,454.36	7,323.34
Water/Trash	2,161.45	1,608.63
Total Utilities	24,062.87	21,445.95
Total Supporting Services	296,163.47	265,015.88
Total Expenses	\$1,006,055.54	\$895,464.70
NET OPERATING INCOME	\$48,750.20	\$104,081.60
Other Income		
Endowment Campaign	11,059.93	5,359.63
Investment Income	88,744.04	-83,984.03
Beneficial interest	110,108.64	-189,478.24
Total Investment Income	199,852.68	-273,462.27
Other Income	21,173.09	91,439.21
Special Projects		46,875.00
Total Other Income	\$231,085.70	\$ -129,788.43

Van Go Inc

Profit and Loss

January - December 2023

	TOTAL	
	JAN - DEC 2023	JAN - DEC 2022 (PY)
Other Expenses		
Non-Recurring Expenses	59,787.10	34,820.93
Professional Fees		350.00
Total Non-Recurring Expenses	59,787.10	35,170.93
Total Other Expenses	\$59,787.10	\$35,170.93
NET OTHER INCOME	\$171,298.60	\$ -164,959.36
NET INCOME	\$220,048.80	\$ -60,877.76

Van Go Inc

Budget vs. Actuals: FY_2023 - FY23 P&L

January - December 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
Building Event Revenue	9,963.00	2,500.00	7,463.00	398.52 %
Commissioned Sales	22,550.00	12,000.00	10,550.00	187.92 %
Benchmark	31,390.00	30,000.00	1,390.00	104.63 %
Total Commissioned Sales	53,940.00	42,000.00	11,940.00	128.43 %
Contributions Income	248,948.17	150,000.00	98,948.17	165.97 %
Corporate Sponsors	20,010.00		20,010.00	
Foundations	125,860.00	150,000.00	-24,140.00	83.91 %
Douglas Co Comm Foundation	10,900.00	3,000.00	7,900.00	363.33 %
Total Foundations	136,760.00	153,000.00	-16,240.00	89.39 %
Total Contributions Income	405,718.17	303,000.00	102,718.17	133.90 %
Endowment Earnings		50,000.00	-50,000.00	
Fundraiser				
Annual Event	144,750.95	145,000.00	-249.05	99.83 %
Spring Event	25,122.91	25,000.00	122.91	100.49 %
Total Fundraiser	169,873.86	170,000.00	-126.14	99.93 %
Gallery Sales	4,443.50	8,000.00	-3,556.50	55.54 %
Adornment	30,854.16	30,000.00	854.16	102.85 %
Total Gallery Sales	35,297.66	38,000.00	-2,702.34	92.89 %
Grants				
City of Lawrence	24,700.00		24,700.00	
Douglas County	20,000.00	20,000.00	0.00	100.00 %
Heartland Works (WIA)	328,048.18	275,000.00	53,048.18	119.29 %
KS Arts Commission OS		19,650.00	-19,650.00	
Total Grants	372,748.18	314,650.00	58,098.18	118.46 %
Interest Income	7,264.87	2,400.00	4,864.87	302.70 %
Total Income	\$1,054,805.74	\$922,550.00	\$132,255.74	114.34 %
GROSS PROFIT	\$1,054,805.74	\$922,550.00	\$132,255.74	114.34 %
Expenses				
Development				
Advertising and Marketing	1,539.06	2,000.00	-460.94	76.95 %
Contracted Employees				
Grant Writer	28,462.92	28,462.92	0.00	100.00 %
Marketing and Events	5,000.00	6,000.00	-1,000.00	83.33 %
Total Contracted Employees	33,462.92	34,462.92	-1,000.00	97.10 %
Donation Processing Fees	6,213.54	4,750.00	1,463.54	130.81 %
Dues, Licenses and Subscriptions	5,272.39	5,620.00	-347.61	93.81 %
Equipment Rental	11,942.37	15,000.00	-3,057.63	79.62 %
Food and Beverage				
Development	1,182.03	1,500.00	-317.97	78.80 %
Events	24,568.39	15,000.00	9,568.39	163.79 %

Van Go Inc

Budget vs. Actuals: FY_2023 - FY23 P&L

January - December 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total Food and Beverage	25,750.42	16,500.00	9,250.42	156.06 %
Fringe Benefits				
FICA Expenses	2,232.14	4,084.14	-1,852.00	54.65 %
Retirement Plan Expense	909.02	1,601.62	-692.60	56.76 %
SUTA Expenses		38.53	-38.53	
Total Fringe Benefits	3,141.16	5,724.29	-2,583.13	54.87 %
Payroll Expenses				
Salary	29,069.77	53,387.41	-24,317.64	54.45 %
Total Payroll Expenses	29,069.77	53,387.41	-24,317.64	54.45 %
Postage and Delivery	1,257.01	2,000.00	-742.99	62.85 %
Printing and Reproduction	4,076.37	3,316.46	759.91	122.91 %
Professional Fees				
Events	7,520.00	3,869.69	3,650.31	194.33 %
Photography	1,119.50	1,500.00	-380.50	74.63 %
Total Professional Fees	8,639.50	5,369.69	3,269.81	160.89 %
Supplies/Equipment				
Agency Development	3,381.86	3,500.00	-118.14	96.62 %
Total Supplies/Equipment	3,381.86	3,500.00	-118.14	96.62 %
Supplies/Equipment - Product				
Merchandise	5,258.42	3,730.67	1,527.75	140.95 %
Total Supplies/Equipment - Product	5,258.42	3,730.67	1,527.75	140.95 %
Travel & Training				
Staff Development	479.00	350.00	129.00	136.86 %
Travel	7.70	250.00	-242.30	3.08 %
Total Travel & Training	486.70	600.00	-113.30	81.12 %
Total Development	139,491.49	155,961.44	-16,469.95	89.44 %
Program Services				
Advertising and Marketing	335.93	400.00	-64.07	83.98 %
Awards/Gifts	2,761.33	2,028.89	732.44	136.10 %
Contracted Employees				
Contract Artists/JAMS	3,960.00	9,260.00	-5,300.00	42.76 %
Contract Teaching Artists	8,819.50	0.00	8,819.50	
Healthy Chef	4,125.00	5,600.00	-1,475.00	73.66 %
Total Contracted Employees	16,904.50	14,860.00	2,044.50	113.76 %
Dues, Licenses and Subscriptions	4,055.50	3,664.56	390.94	110.67 %
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	1,122.80	1,200.00	-77.20	93.57 %
Snacks	3,200.38	4,548.00	-1,347.62	70.37 %
Summer Lunch	3,191.29	3,500.00	-308.71	91.18 %

Van Go Inc

Budget vs. Actuals: FY_2023 - FY23 P&L

January - December 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total Food and Beverage	7,514.47	9,248.00	-1,733.53	81.26 %
Fringe Benefits				
FICA Expenses	33,208.41	31,897.30	1,311.11	104.11 %
Health/Dental Insurance	19,572.90	20,152.54	-579.64	97.12 %
Retirement Plan Expense	6,516.39	7,862.42	-1,346.03	82.88 %
SUTA Expenses	246.28	488.90	-242.62	50.37 %
Total Fringe Benefits	59,543.98	60,401.16	-857.18	98.58 %
Insurance				
Automobile	6,826.08	5,000.00	1,826.08	136.52 %
Total Insurance	6,826.08	5,000.00	1,826.08	136.52 %
Miscellaneous				
Background checks	30.75	150.00	-119.25	20.50 %
Total Miscellaneous	30.75	150.00	-119.25	20.50 %
Participant Assistance	5,814.97	6,000.00	-185.03	96.92 %
Futures Fund	0.00		0.00	
Total Participant Assistance	5,814.97	6,000.00	-185.03	96.92 %
Payroll Expenses				
Arts Train Wages	80,904.81	90,067.50	-9,162.69	89.83 %
Jams Wages	63,752.98	64,810.00	-1,057.02	98.37 %
Salary	265,232.65	262,080.62	3,152.03	101.20 %
Total Payroll Expenses	409,890.44	416,958.12	-7,067.68	98.30 %
Professional Fees				
Payroll	8,898.43	6,476.80	2,421.63	137.39 %
Total Professional Fees	8,898.43	6,476.80	2,421.63	137.39 %
Repairs and Maintenance				
Vehicle	3,278.06	1,235.32	2,042.74	265.36 %
Total Repairs and Maintenance	3,278.06	1,235.32	2,042.74	265.36 %
Supplies/Equipment				
Program Supplies	1,674.97	3,500.00	-1,825.03	47.86 %
Total Supplies/Equipment	1,674.97	3,500.00	-1,825.03	47.86 %
Supplies/Equipment - Product				
Art	32,070.57	34,000.00	-1,929.43	94.33 %
Woodshop	5,372.96	6,000.00	-627.04	89.55 %
Total Supplies/Equipment - Product	37,443.53	40,000.00	-2,556.47	93.61 %
Travel & Training				
Staff Development	3,353.28	1,400.00	1,953.28	239.52 %
Travel	2,049.41	1,500.00	549.41	136.63 %
Total Travel & Training	5,402.69	2,900.00	2,502.69	186.30 %
Total Program Services	570,400.58	575,322.85	-4,922.27	99.14 %
Supporting Services				
Bank Service Fees (CNB/Insurance)	226.07	373.68	-147.61	60.50 %

Van Go Inc

Budget vs. Actuals: FY_2023 - FY23 P&L

January - December 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Contracted Employees				
Accountant	27,540.00	27,540.00	0.00	100.00 %
Total Contracted Employees	27,540.00	27,540.00	0.00	100.00 %
Dues, Licenses and Subscriptions	3,313.10	2,401.50	911.60	137.96 %
Equipment Purchases	1,431.62	1,500.00	-68.38	95.44 %
Equipment Rental	2,406.80	2,876.67	-469.87	83.67 %
Food and Beverage				
Board of Directors	571.89	500.00	71.89	114.38 %
Staff	4,454.32	2,000.00	2,454.32	222.72 %
Total Food and Beverage	5,026.21	2,500.00	2,526.21	201.05 %
Fringe Benefits				
FICA Expenses	9,809.05	10,539.54	-730.49	93.07 %
Health/Dental Insurance	18,245.20	16,448.36	1,796.84	110.92 %
Retirement Plan Expense	3,880.73	4,133.15	-252.42	93.89 %
SUTA Expenses	235.45	62.32	173.13	377.81 %
Total Fringe Benefits	32,170.43	31,183.37	987.06	103.17 %
Insurance				
Building	3,961.16	7,500.00	-3,538.84	52.82 %
D & O	1,837.00	1,859.55	-22.55	98.79 %
Liability	7,540.77	6,311.35	1,229.42	119.48 %
Workers Compensation	2,944.25	2,721.35	222.90	108.19 %
Total Insurance	16,283.18	18,392.25	-2,109.07	88.53 %
Payroll Expenses				
Salary	160,561.35	137,771.80	22,789.55	116.54 %
Total Payroll Expenses	160,561.35	137,771.80	22,789.55	116.54 %
Postage and Delivery	691.46	716.75	-25.29	96.47 %
Printing and Reproduction	1,287.14	1,436.88	-149.74	89.58 %
Professional Fees				
Accounting	1,825.00		1,825.00	
Cleaning	4,159.00	4,200.00	-41.00	99.02 %
Consulting	2,919.75	2,400.00	519.75	121.66 %
Payroll	2,339.40	2,463.60	-124.20	94.96 %
Total Professional Fees	11,243.15	9,063.60	2,179.55	124.05 %
Repairs and Maintenance				
Building	4,322.19	2,000.00	2,322.19	216.11 %
Equipment	43.67	500.00	-456.33	8.73 %
Total Repairs and Maintenance	4,365.86	2,500.00	1,865.86	174.63 %
Staff Awards/Gifts	479.57		479.57	
Supplies/Equipment				
Building	2,299.22	2,250.00	49.22	102.19 %
Office	2,144.43	4,200.00	-2,055.57	51.06 %
Total Supplies/Equipment	4,443.65	6,450.00	-2,006.35	68.89 %

Van Go Inc

Budget vs. Actuals: FY_2023 - FY23 P&L

January - December 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Travel & Training				
Staff Development	544.08	1,050.00	-505.92	51.82 %
Travel	86.93	250.00	-163.07	34.77 %
Total Travel & Training	631.01	1,300.00	-668.99	48.54 %
Utilities				
Gas and Electric	12,553.38	11,001.65	1,551.73	114.10 %
Internet Access	1,204.68	949.42	255.26	126.89 %
Security system	689.00	1,180.92	-491.92	58.34 %
Telephone	7,454.36	7,690.99	-236.63	96.92 %
Water/Trash	2,161.45	1,576.40	585.05	137.11 %
Total Utilities	24,062.87	22,399.38	1,663.49	107.43 %
Total Supporting Services	296,163.47	268,405.88	27,757.59	110.34 %
Total Expenses	\$1,006,055.54	\$999,690.17	\$6,365.37	100.64 %
NET OPERATING INCOME	\$48,750.20	\$ -77,140.17	\$125,890.37	-63.20 %
Other Income				
Endowment Campaign	11,059.93		11,059.93	
Investment Income	88,744.04		88,744.04	
Beneficial interest	110,108.64		110,108.64	
Total Investment Income	198,852.68		198,852.68	
Other Income	21,173.09		21,173.09	
Total Other Income	\$231,085.70	\$0.00	\$231,085.70	0.00%
Other Expenses				
Non-Recurring Expenses	59,787.10		59,787.10	
Total Other Expenses	\$59,787.10	\$0.00	\$59,787.10	0.00%
NET OTHER INCOME	\$171,298.60	\$0.00	\$171,298.60	0.00%
NET INCOME	\$220,048.80	\$ -77,140.17	\$297,188.97	-285.26 %