

	Actual 2018	Actual 2019	Actual 2020	Actual 2021	Actual 2022	Actual 2023	Projected 2024	Proposed 2025	Notes
SELF-GENERATED									
Commissioned Sales									
Benchmark	\$21,575	\$25,145	\$4,306	\$19,299	\$20,517	\$31,390	\$29,948	\$35,000	
Commissioned Sales - Other	\$16,765	\$12,400	\$24,790	\$2,222	\$17,094	\$22,550	\$10,150	\$16,400	
Total Commissioned Sales	\$38,340	\$37,545	\$29,096	\$21,521	\$37,611	\$53,940	\$40,098	\$51,400	
Gallery Sales									
Adornment	\$32,937	\$29,452	\$28,250	\$29,468	\$31,325	\$31,718	\$21,715	\$30,000	
Gallery Sales - Other	\$2,541	\$2,949	\$4,500	\$10,566	\$4,994	\$4,546	\$1,739	\$4,700	
Total Gallery Sales	\$35,478	\$32,401	\$32,750	\$40,034	\$36,319	\$36,263	\$23,454	\$34,700	
Space Rental	\$15,350	\$8,700	\$0	\$0	\$0	\$9,963	\$3,960	\$7,500	
TOTAL SELF-GENERATED	\$89,168	\$78,646	\$61,846	\$61,555	\$73,929	\$100,166	\$67,511	\$93,600	
	10.1%	8.8%	6.8%	5.7%	6.8%	9.3%	6.9%	8.3%	
DEVELOPMENT									
Contributions Income									
Foundation and Corporations	\$142,663	\$117,181	\$151,103	\$149,182	\$153,751	\$156,770	\$148,250	\$200,000	
Journeys Scholarship (DCCF)						\$0	\$0	\$3,000	
Windfall Benefits	\$1,190	\$0	\$1,955	\$0	\$0	\$0	\$0	\$0	
Endowment Earrings	\$35,067	\$63,739	\$56,520	\$27,506	\$70,119	\$14,457	\$50,000	\$50,000	Not included on QB P&L as just a transfer between accounts
Individual Contributions	\$130,887	\$105,576	\$130,158	\$241,027	\$209,654	\$247,981	\$193,780	\$200,000	
Total Contributions Income	\$309,807	\$286,495	\$339,736	\$417,715	\$433,524	\$419,208	\$392,030	\$453,000	
Fundraiser									
Culinary Hearts/MayDay Hey Day	\$40,443	\$47,940	\$8,314	\$22,187	\$18,690	\$25,123	\$0	\$0	
Float Your Boat/Dinner on the Curve	\$101,944	\$107,904	\$67,169	\$110,182	\$158,883	\$144,751	\$151,349	\$165,000	
Total Fundraiser	\$142,387	\$155,844	\$75,483	\$132,369	\$177,573	\$169,874	\$151,349	\$165,000	
TOTAL DEVELOPMENT	\$452,194	\$442,340	\$415,220	\$550,084	\$611,097	\$589,082	\$543,378	\$618,000	
	51.0%	49.3%	45.8%	51.3%	56.0%	55.0%	55.8%	55.0%	
GOVERNMENT/PUBLIC MONEY									
Heartland Works (WIA)	\$253,213	\$268,280	\$215,607	\$269,761	\$286,916	\$328,048	\$321,696	\$357,458	
City Alcohol Tax	\$26,500	\$31,000	\$30,000	\$28,650	\$0	\$0	\$0	\$0	
City of Lawrence	\$29,500	\$30,040	\$24,000	\$20,000	\$0	\$24,700	\$9,000	\$0	
Douglas County	\$20,000	\$20,000	\$26,700	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	
KCAIC	\$7,534	\$22,466	\$27,000	\$21,433	\$7,500	\$0	\$0	\$0	
Other (Kriz among others)	\$8,500	\$3,750						\$30,000	
TOTAL GOVERNMENT/PUBLIC MONEY	\$345,247	\$375,536	\$323,307	\$359,844	\$314,416	\$372,748	\$350,696	\$407,458	
	38.9%	41.9%	35.7%	33.6%	28.8%	34.8%	36.0%	36.2%	
OTHER RESOURCES									
Interest Income	\$0	\$6	\$48	\$26	\$103	\$9,820	\$12,475	\$5,000	
Payroll Protection Program	\$0	\$0	\$106,100	\$99,830	\$0	\$0	\$0	\$0	
Employee Retention Credit	\$0	\$0	\$0	\$0	\$91,439	\$0	\$0	\$0	
Other to be found					\$0	\$0	\$0	\$0	
TOTAL OTHER RESOURCES	\$0	\$6	\$106,148	\$99,856	\$91,542	\$9,820	\$12,475	\$5,000	
	0.0%	0.0%	11.7%	9.3%	8.4%	0.9%	1.3%	0.4%	
TOTAL PROJECTED INCOME	\$886,610	\$896,527	\$906,520	\$1,071,338	\$1,090,984	\$1,071,817	\$974,061	\$1,124,058	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
						\$1,006,906	\$1,100,114	\$1,159,186	
						\$64,911	-\$126,054	-\$35,129	

2025 Proposed Budget

Total Operating	Actual 2018	Actual 2019	Actual 2020	Actual 2021	Actual 2022	Actual 2023	Projected 2024	Proposed 2025	Notes
Advertising and Marketing	4,847	3,161	2,137	2,121	1,687	1,875	1,614	1,902	
Awards/Gifts			1,060	701	2,439	3,241	3,717	3,599	
Bank Service Fees (CNB/Insurance)	520	138	120	120	296	733	914	648	
Contracted Employees	66,270	75,372	75,837	77,831	85,366	77,907	80,197	80,544	
Donation Processing Fees	4,386	5,172	3,153	5,170	5,392	6,229	4,099	4,796	
Dues, Licenses and Subscriptions	6,544	11,452	8,649	9,668	12,131	12,641	13,334	13,544	
Equipment Purchases	4,643	1,456	6,146	11,912	1,164	1,457	2,500	2,421	
Equipment Rental	22,417	24,101	3,839	8,802	18,689	14,349	9,441	10,913	
Food and Beverage	20,589	25,992	12,645	13,861	34,898	38,361	30,855	33,686	
Fringe Benefits	69,506	72,710	74,507	79,908	84,765	94,876	107,827	120,729	Increase in HI costs and corresponding increase to payroll taxes as result of wages increases
Insurance	20,220	21,221	24,950	22,399	22,861	23,109	25,104	26,632	
Interest	14,195	9,487	463	325					
Miscellaneous	218	465	104	831	10	31	179	200	
Participant Assistance	1,260	2,197	3,710	5,415	1,938	5,835	2,812	6,000	
Payroll Expenses (Compensation)	450,809	469,684	448,519	488,755	503,907	599,738	700,453	727,469	\$11,246 staff salary increase for 2025 salary increases (between 2-3%), \$13,620 increase to Kids wages
Postage and Delivery	3,678	3,657	3,059	1,628	6,882	1,948	1,872	1,995	
Printing and Reproduction	6,071	8,205	6,725	5,735	4,008	5,364	8,257	7,039	
Professional Fees	20,261	16,187	28,839	35,734	19,395	28,781	22,781	27,491	Increase in IT costs + 2024 compilation cost
Repairs and Maintenance	18,223	5,846	16,054	23,353	4,687	7,644	5,236	5,677	
Supplies/Equipment	11,301	11,502	7,714	14,461	11,021	9,500	13,424	13,458	
Supplies/Equipment - Product	48,359	41,857	40,724	39,050	46,852	42,702	41,473	43,856	
Travel & Training	1,349	4,108	676	2,045	5,631	6,521	3,609	5,150	
Utilities	20,873	21,455	17,962	23,307	21,446	24,063	20,415	21,436	
	<u>816,540</u>	<u>835,425</u>	<u>787,595</u>	<u>873,132</u>	<u>895,465</u>	<u>1,006,906</u>	<u>1,100,114</u>	<u>1,159,186</u>	\$46,665 staff salary increase due to change in staffing, \$11,246 staff salary increase for 2025 salary increases (between 2-3%)
Approved Budget	814,567	893,415	877,940	880,146	949,650	999,690	1,092,659		
% change	9.40%	9.68%	-1.73%	0.25%	7.90%	5.27%	10.05%	6.09%	Increase over 2024 budget
Program	49.89%	53.83%	60.08%	61.35%	54.44%	56.68%	56.05%	56.39%	
Supporting	33.02%	28.33%	24.44%	23.36%	29.60%	29.46%	27.56%	19.98%	
Development	17.09%	17.83%	15.48%	15.29%	15.97%	13.86%	16.39%	23.63%	
	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

**Van Go Inc
2025 Proposed Budget**

Program Services	Actual 2018	Actual 2019	Actual 2020	Actual 2021	Actual 2022	Actual 2023	Projected 2024	Proposed 2025	Notes
Advertising and Marketing					595.00	335.93	6.28	312.40	3 year average
Awards/Gifts			1,060.00	701.07	2,439.13	2,761.33	3,334.72	3,167.98	5% increase, Employee Incentives (10 for 20; EOW cart; 100% att/punct; CASAS tutoring)
Contracted Employees									
Contract Teaching Artists	16,137.00	15,825.00	11,143.25	16,409.00	17,988.00	12,779.50	14,621.00	12,694.00	See Contracted tab
Go Healthy Chef	4,830.00	4,080.00	3,510.00	5,100.00	5,190.00	4,125.00	5,475.00	5,600.00	See Contracted tab
Dues, Licenses and Subscriptions	1,292.50	2,158.50	4,432.28	3,954.85	3,291.30	4,055.50	3,943.41	4,224.00	Zoom (18/mth), Apricot (290/mth), Adobe (44/mth), vehicle registrations
Equipment Purchases	4,243.00	528.00	6,146.01	11,911.90	(185.00)	24.95	266.98	750.00	
Equipment Rental			2,585.37	1,792.87	-	-	-	1,000.00	
Food and Beverage									
Program based events	9,319.71	11,014.57	5,637.57	8,219.45	1,688.08	1,122.80	789.00	1,500.00	Unveiling food for youth; JFD food; TAT semester end; \$250 for Liberty hall try to get donations for unveiling food!!
Snacks					3,201.49	3,269.91	3,112.03	3,790.00	\$3,540 snacks (TAT/JAMS/PEPP) Team Report Snacks (\$250)
Summer Lunch					3,138.24	3,191.29	3,921.86	4,808.00	\$144/day x 32 Summer Lunch days; \$200 juniper hill
Fringe Benefits									
FICA Expenses	21,342.41	24,023.21	25,300.08	26,417.48	26,589.83	33,229.12	33,509.30	36,454.28	7.65% of wages
Health/Dental Insurance	11,997.53	15,429.24	16,292.10	22,621.59	19,211.68	19,572.90	27,861.24	24,026.33	5% increase
Retirement Plan Expense	4,069.06	4,999.08	6,947.54	7,310.24	6,460.53	6,516.39	8,612.85	8,953.39	3% of staff wages
SUTA Expenses	205.65	(67.54)	-	300.90	249.69	246.28	488.78	428.25	.16% of staff and kids wages
Insurance									
Automobile	3,266.73	5,230.23	7,182.74	5,726.27	4,644.56	6,826.08	7,517.52	6,956.81	Paid 24-25 policy policy in full in Fall 2025
Miscellaneous									
Other				800.00	-	-	-	-	
Background checks	218.19	464.70	103.85	30.75	10.25	30.75	179.38	200.00	KU Volunteers are back in Programming after C-19
Participant Assistance	1,260.40	2,196.82	3,710.44	5,414.57	1,937.89	5,834.97	2,812.28	6,000.00	General (1,000) + Journeys PA (DCCF) (2 x \$1500); WIOA Supportive Services (2,000)
Payroll Expenses									
Arts Train Wages	45,961.37	57,491.04	53,887.76	58,001.06	61,506.97	80,925.52	89,203.29	113,580.00	See Arts Train tab; increased hourly rates of pay;
Jams Wages	52,620.16	46,349.86	46,016.53	34,725.41	53,347.35	63,948.71	65,788.01	64,500.00	See JAMS tab; no PEEP in 2025
Salary	184,587.37	210,519.31	232,108.84	280,765.13	221,721.84	265,232.65	293,530.71	298,446.47	See Staff Salary by Employee tab
Professional Fees									
Payroll	206.25	8,243.10	7,832.21	8,889.18	5,648.21	8,898.43	8,727.70	8,902.25	2% increase
Repairs and Maintenance									
Equipment									
Vehicle	764.12	1,554.27	809.47	538.82	1,698.93	3,278.06	1,560.61	2,000.00	
Supplies/Equipment									
Program Supplies				1,128.44	2,421.61	1,674.97	960.28	3,500.00	VG & Co/Team Leaders (\$500 each), Employment Support (\$500), PEPP (\$500), General
Supplies/Equipment - Product									
Art	37,165.30	32,663.90	31,990.77	32,748.65	37,831.46	32,070.57	31,486.38	33,366.22	2% increase of prior year budget
Woodshop	6,831.53	5,661.02	6,123.01	566.50	4,628.96	5,372.96	5,771.87	5,590.03	2% increase of prior year budget
Travel & Training									
Staff Development					1,771.56	3,353.28	2,593.26	1,400.00	approx. \$350 per employee x 4, KM in Supporting Svc
Travel	1,067.20	1,367.86	377.46	1,622.45	459.92	2,049.41	531.28	1,500.00	Approx. 4 year average for kids + \$250 CEU
	<u>407,385.49</u>	<u>449,732.17</u>	<u>473,197.28</u>	<u>535,696.58</u>	<u>487,487.48</u>	<u>570,727.26</u>	<u>616,605.02</u>	<u>653,650.41</u>	
				Approved Budget	550,037.15	575,322.85	639,243.69		
						4.60%	7.18%	2.25%	

**Van Go Inc
2025 Proposed Budget**

Supporting Services	Actual 2018	Actual 2019	Actual 2020	Actual 2021	Actual 2022	Actual 2023	Projected 2024	Proposed 2025	Notes
Bank Service Fees (CNB/Insurance)	520.00	138.00	120.00	120.00	296.18	732.76	914.41	647.78	3 year average (CNB CD acct fees, xerox)
Contracted Employees									
Accountant	12,000.00	24,000.00	25,200.00	25,662.00	27,000.00	27,540.00	26,604.00	28,652.62	See Contracted Tab
Dues, Licenses and Subscriptions	1,070.64	2,397.26	775.71	2,272.31	2,470.21	3,313.10	3,542.66	3,719.79	5% increase; Mosyle, Adobe suite, LJWorld, Chamber, website hosting, COI, Zoom
Equipment Purchases		509.23			1,349.00	1,431.62	2,233.07	1,671.23	3 year average
Equipment Rental	7,849.73	8,693.60	861.79	597.62	2,715.10	2,406.80	1,907.04	2,002.39	Copier - 5% increase
Food and Beverage									
Board of Directors	3,050.47	500.95	229.99	625.99	453.84	571.89	358.60	461.44	3 year average
Staff	1,325.13	1,979.01	613.88	2,610.09	3,234.13	4,454.32	4,524.85	4,071.10	3 year average
Fringe Benefits									
FICA Expenses	9,242.76	8,017.54	4,988.53	5,565.43	9,761.60	9,809.05	9,548.57	7,386.23	7.65% of wages
Health/Dental Insurance	10,292.60	7,362.68	7,636.49	4,765.74	15,562.12	18,245.20	12,355.36	12,013.16	5% increase
Retirement Plan Expense	2,703.31	2,491.36	1,959.50	1,540.06	3,678.19	3,880.73	3,408.38	2,896.56	3% of staff wages
SUTA Expenses	89.06	(22.54)	-	63.39	223.11	235.45	(4.98)	62.32	.2% of staff wages
Insurance									
Building	6,991.25	7,279.42	7,500.91	7,760.77	6,901.59	3,961.16	5,854.00	7,388.80	Paid 24-25 policy policy in full in Fall 2025
D&O	1,597.00	2.00	1,587.00	1,677.00	1,771.00	1,837.00	1,992.00	2,091.60	5% increase
Liability	5,355.33	6,089.08	6,363.00	5,086.59	6,158.39	7,540.77	6,601.94	7,171.37	Paid 24-25 policy policy in full in Fall 2025
Workers Compensation	3,009.75	2,620.00	2,316.65	2,148.50	3,385.80	2,944.25	3,138.80	3,023.75	5% increase on October renewal
Interest	14,195.04	9,486.70	463.22	325.45					
Payroll Expenses									
Salary	122,632.00	104,915.00	65,464.46	59,143.43	140,329.61	160,561.35	172,517.77	96,552.00	See Staff Salary by Employee tab
Postage and Delivery	3,678.07	3,657.17	3,059.40	438.91	670.90	691.46	782.74	821.88	5% increase; postage stamps
Printing and Reproduction	6,070.59	8,205.08	6,725.01	1,389.26	1,140.38	1,287.14	1,587.27	1,666.63	5% increase
Professional Fees									
Accounting	1,415.00	1,515.00	1,540.00	1,600.00	825.00	1,825.00	-	1,500.00	Compilation
Cleaning	1,875.00	1,544.00	1,170.00	3,546.00	4,465.00	4,159.00	4,087.00	4,200.00	\$350/month
Payroll			2,610.74	2,963.06	2,797.80	2,919.75	1,674.55	1,758.28	5% increase
Consulting	8,670.00		10,944.30	15,950.00		2,339.40	6,109.18	9,000.00	IT support
Repairs and Maintenance									
Building	17,303.72	3,694.76	15,244.83	22,813.74	2,858.58	4,322.19	3,552.01	3,577.59	3 year average
Equipment	154.88	597.11			129.56	43.67	123.67	98.97	3 year average
Staff Awards/Gifts						479.57	382.69	431.13	2 year average
Supplies/Equipment									
Building	1,404.15	1,013.33	3,877.71	5,826.87	1,524.18	2,299.22	4,002.50	2,608.63	3 year average
Office	5,934.37	5,823.49	2,961.84	5,712.33	3,285.77	2,144.43	4,667.89	3,366.03	3 year average
Travel & Training									
Staff Development				422.53	511.94	544.08	254.18	1,050.00	\$350 per employee
Travel	281.65	2,740.30	298.16	-	70.95	87.93	14.96	250.00	CEU travel
Utilities									
Gas and Electric	14,163.53	13,908.61	10,512.20	12,187.41	10,618.45	12,553.38	10,746.76	11,284.10	5% increase
Internet Access	1,235.40	887.39	914.55	920.00	904.29	1,204.68	1,492.35	1,566.97	5% increase
Security system			575.00	755.38	991.24	689.00	689.00	723.45	5% increase
Telephone	3,081.29	4,806.97	4,679.85	7,427.80	7,323.34	7,454.36	5,198.01	5,457.91	5% increase
Water/Trash	2,393.25	1,852.46	1,280.84	2,016.07	1,608.63	2,161.45	2,289.22	2,403.68	5% increase
	<u>269,584.97</u>	<u>236,704.95</u>	<u>192,475.55</u>	<u>203,933.73</u>	<u>265,015.88</u>	<u>296,671.16</u>	<u>303,150.45</u>	<u>231,577.39</u>	
				Approved Budget	251,999.24	268,465.34	260,628.15		
						6.53%	12.92%	-11.15%	

**Van Go Inc
2025 Proposed Budget**

	Actual	Actual	Actual	Actual	Actual	Actual	Projected	Proposed	Notes
Development	2018	2019	2020	2021	2022	2023	2024	2025	
Advertising and Marketing	4,846.58	3,160.82	2,137.00	2,120.68	1,092.40	1,539.06	1,607.34	1,589.87	Approx. 4 year average
Contracted Employees									
Grant Writer	26,133.12	26,917.08	27,904.82	27,659.85	28,462.92	28,462.92	28,462.92	28,462.92	Jen
Marketing and Events	3,170.00	4,550.00	3,579.00		6,725.00	5,000.00	5,034.22	5,134.90	
VISTA	4,000.00		4,500.00	3,000.00	-	-			
Donation Processing Fees	4,386.04	5,172.07	3,152.83	5,169.87	5,392.31	6,229.33	4,098.94	4,796.40	Approx. 1.2% of Gallery Sales, Individual Contributions and Fundraisers, Shopify (100/mth),
Dues, Licenses and Subscriptions	4,181.34	6,895.77	3,441.31	3,441.31	6,369.89	5,272.39	5,847.74	5,600.00	DP(375/mth), Shopify (\$500/yr), Events such as parades. art shows (600/yr)
Equipment Purchases	400.00	419.00							(\$400 annual fee, Shopify)
Equipment Rental	14,567.62	15,407.50	392.00	6,411.30	15,973.60	11,942.37	7,534.17	7,910.88	5% increase
Food and Beverage									
Development	667.49	930.40		1,650.15	708.60	1,182.03	914.22	959.93	5% increase
Events	6,226.66	11,567.08	6,163.24	754.93	22,473.40	24,568.39	17,234.14	18,095.85	5% increase
Fringe Benefits									
FICA Expenses	3,392.25	3,852.22	3,889.49	5,280.42	2,125.81	2,232.14	5,085.54	11,810.84	7.65% of wages
Health/Dental Insurance	5,146.30	5,438.78	5,965.93	4,521.68	-	-	5,456.06	12,013.16	5% increase
Retirement Plan Expense	992.16	1,197.03	1,527.80	1,461.20	902.11	909.02	1,506.26	4,631.70	3% of staff wages
SUTA Expenses	32.69	(10.83)	-	60.14		-	-	53.23	.2% of staff wages
Insurance									
Payroll Expenses								25,750.42	
Salary	45,008.04	50,409.00	51,041.84	56,120.31	27,001.09	29,069.77	79,412.97	154,390.04	See Staff Salary by Employee tab
Postage and Delivery				1,189.14	6,210.81	1,257.01	1,089.02	1,173.02	Approx. 2 year average
Printing and Reproduction				4,345.68	2,867.37	4,076.37	6,669.36	5,372.87	Approx. 2 year average
Professional Fees									
Photography	1,151.95	595.64	192.00	466.00	1,100.00	1,119.50	1,582.50	1,500.00	Same budget as 2024
Events	6,943.04	4,289.51	4,550.00	2,320.00	4,559.25	7,520.00	600.00	630.00	5% increase-is this where we add art show/parade entries
Supplies/Equipment									
Agency Development	3,962.47	4,665.17	874.39	1,793.60	3,788.97	3,381.86	3,793.54	3,983.22	5% increase
Supplies/Equipment - Product									
Merchandise	4,362.00	3,532.06	2,610.43	5,735.10	4,391.16	5,258.42	4,214.53	4,899.80	4 year average
Travel & Training									
Staff Development					1,813.24	479.00	180.00	700.00	\$350 per employee
Travel					1,003.41	7.70	35.31	250.00	CEU travel
	<u>139,569.75</u>	<u>148,988.31</u>	<u>121,922.08</u>	<u>133,501.36</u>	<u>142,961.34</u>	<u>139,507.28</u>	<u>180,358.78</u>	<u>273,958.62</u>	PT marketing position, event food, postage and printing allocation
				Approved Budget	147,613.32	155,961.44	192,787.14		
						5.66%	15.64%	42.10%	