

Revenues:

1. Central Accounts Distribution: the Virginia Museum of Natural History fiscal staff is waiting for the additional appropriation to be distributed by the Department of Planning and Budget. This distribution will fund the wage increase and the December bonus. We are expected to receive roughly an additional \$250,000.
2. The VMNH continues to enjoy strong festival attendance at the October's Bones and Booz Fest. Attendance typically slows in the fall and picks up through the spring.
- 3 Christy Deatherage has worked with both the City of Martinsville and Henry County to secure 100% of education's grant funding for FY24.
4. Grant revenue is stable and further transfers from the foundation are forthcoming. Carryover funds from FY23 continue to support several grant-funded positions. VMNH-foundation has been successful in fundraising and securing those funds. Deputy Director Ryan Barber has the accompanying data highlighted in the advancement report.
5. Classes, Workshops, Kit Rentals, Education Projects are beating year-over-year expectations. VMNH Education's staff has worked to create strategically design experiences that captivate and educate while being both profitable and affordable participants.
6. Fiscal Year 23 was very successful in both revenue and fundraising. This inevitably led to a higher-than-average carryover in 02 funds. These funds will be used to support on going initiatives based in research and collections.

Expenses:

7. Salary expenses are stable but are tracking ahead of budgeted expectation. The budget was amended to include an additional 2% increase for all staff. Originally it was singular one-time bonus. Also, a new addition to the staff includes a full-time Sustainability Technician reporting to the museum's Building and Grounds manager, Tim King. The necessary funds will be appropriately allocated though a central account distribution later in the fiscal year.
8. Staff Training; The VMNH Board of Trustees and the VMNH-Foundation Board of Directors in order to support your professional growth has established a \$7,500 Professional Development Fund. Individual requests, up to \$750, are welcomed for

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opportunities such as conference presentations, workshops, training sessions, and museum visits. This fund reflects our commitment to your continuous development and success and will continue to drive staff training expenses higher through the end of FY24.

9. Insurance premiums are a good example of an expense that is paid in the final quarter of the preceding fiscal year.