

Revenues:

1. Central Accounts Distribution: the Virginia Museum of Natural History staff is waiting for the additional appropriation to be distributed by the Department of Planning and Budget. This distribution will fund the wage increases and the December bonus.
2. The VMNH continues to enjoy strong festival attendance at the July Dino Fest.
- 3 Christy Deatherage has worked with both the City of Martinsville and Henry County to secure 100% of education's grant funding for FY23.
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. Store sales seem to be in line with year-over-year expectations. Staff have worked to create a product mix that is both profitable and affordable.
6. Fiscal Year 23 was very successful in both revenue and fundraising. This inevitably led to a higher-than-average carryover in 02 funds.

Expenses:

7. Salary expenses are stable. The museum saw unusual turnover in FY23. 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 are appropriately allocated.
8. Utilities have started to come down. This fiscal year will see the first reduction in utility utilization. It should be noted that the City of Martinsville has and is forecasted to increase the utility rates continually.
9. Insurance premiums are a good example of an expense that is paid in the final quarter of the fiscal year for the following year.
10. The total expense balance with only a minor variance lines up with what was expected over the first quarter.