

VMNH First Quarter Financials

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Brief Budget Summary

First Quarter Fiscal Year 25

The museum's festivals continue to attract attendees from across Virginia and neighboring states, contributing to strong performance on key metrics such as admissions, store sales, and program revenues. Locally, support for the museum's homeschool programs remains robust, as evidenced by full enrollment and a waitlist for the 2024-2025 sessions. Non-General Fund revenue dedicated to research positions has grown and will continue to improve, with several grant applications currently pending approval. Recent research partnerships include collaborations with the Smithsonian, the College of William and Mary, the University of Virginia, the National Oceanic and Atmospheric Administration, and the Department of Defense. Spending variances, if any, are allocated toward one-time capital improvements, while the museum adheres closely to its five-year strategic plan, resulting in consistent operations with minimal changes.

2024 Special Session I Budget Bill - HB6001

Virginia Museum of Natural History - Museum and Cultural Services (14500)

General Fund	\$3,505,220
Estimated Revenues	\$ 556,011

VIRGINIA MUSEUM OF NATURAL HISTORY
MONTHLY STATEMENT OF INCOME AND EXPENSES
First Quarter FY25

NOTE	BUDGET	YTD	YTD%
	=====	=====	=====
SUPPORT & REVENUES			
Support:			
	Commonwealth	\$ 3,505,220.00	\$ 3,505,220.00 100%
1	Add: Appropriation	\$289,953.00	\$ - 100%
	Total Support	\$3,505,220	\$3,505,220 100%
	=====	=====	=====
Revenues:			
2	Admission to Museum	\$92,075	16,184 18%
	VMNH Publications	\$2,000	174 9%
3	Receipts from City & County	\$37,890	27,075 71%
	Honorariums/Misc. Inc.	\$1,000	0 0%
4	Restricted Gifts Foundation/Grants:Research&Education/Memberships	\$249,000	56,271 23%
	Rental of Museum Rooms	\$6,000	850 14%
	Exhibit Rentals	\$500	0 0%
	Souvenirs- Misc. Sales	\$72,800	24,733 34%
5	Classes, Workshops, Kit Rentals, Education Projects	\$70,688	25,087 35%
	Federal Funds Budgeted/Recvd	\$0	0 0%
	Total FY2025 Budgeted Revenues	\$531,953	150,374 28%
	=====	=====	=====
6	Special Funds Carryover FY24*	\$336,550	336,550 100%
	Federal Funds Carryover FY24*	\$6,561	6,561 100%
	Total Revenues and Carryover from FY2024	\$875,064	493,485 56%
	=====	=====	=====
	TOTAL OPERATING FUNDS/APPROP	\$4,380,284	3,998,705 91%
	=====	=====	=====
EXPENSES:			
7	Salaries	\$2,070,547	573,045 28%
	Payroll Benefits	\$940,435	263,076 28%
	Contractual Services	\$280,695	66,615 24%
	Supplies	\$110,000	21,758 20%
	Equipment	\$100,000	60,548 61%
8	Equipment Maintenance	\$36,000	19,153 53%
	Travel	\$60,000	7,511 13%
9	Staff Training	\$10,945	5,009 46%
	Repairs/Construction	\$115,000	9,651 8%
	Subscriptions	\$1,000	0 0%
	Books	\$1,000	0 0%
	Utilities	\$220,000	66,846 30%
	Telephone	\$16,000	4,072 25%
	Mailing	\$5,000	0 0%
10	Insurance	\$23,000	0 0%
	Vehicle Maint./Fuel	\$22,000	2,983 14%
	Organ. Memberships	\$14,000	8,050 58%
	Printing	\$5,000	0 0%
	Other:	\$5,000	0 0%
	Awards/Unem.Comp./Ind Cost	\$1,000	0 0%
	Exhibit & Equipment Rentals	\$100,000	7,623 8%
	Building Rentals	\$1,000	380 38%
	Agency Service Charges	\$145,000	2,760 2%
	TOTAL OPERATING EXPENSES	\$4,282,623	1,119,079 26%
	=====	=====	=====
	PERCENT SPENT OF YTD INCOME RECEIVED	=====	28%
	=====	=====	=====
	TOTAL INCOME BALANCE	2,879,626	=====
	=====	=====	=====

*** Central accounts distribution includes payroll and health care adjustments.

** Memberships Income has been combined with Restricted Gifts Income.

* Numbers are subject to change due to end of year fiscal adjustments.

First Quarter Budget Notes

Revenues:

1. Central Accounts Distribution: We are set to receive an additional \$289,953.00. This allocation will offset the 3% salary, wages, and benefits that increased this past July. This amount is based on the collaborative efforts of the Department of Planning and Budget and the Museum's Fiscal staff.

2. Festivals: General admission remains steady; however, festivals remain the most significant contributor to admissions revenue. This number may appear low but when match with the Museums For All revenue held on the foundation side to number is brought more in line with expectations

3. Education Grant Funding: Christy Deatherage secured 100% of the education grant funding for FY25 from Henry County. Staff are still waiting on the transfer from the City of Martinsville.

4. General Grant Revenues: Grant revenues are in line with expectations. Staff expect this number to grow and exceed expectations as the Pavilion nears completion. The VMNH-Foundation has efficiently coordinated with staff to ensure a seamless transfer of funds as construction expenses are incurred. Deputy Director Ryan Barber has detailed data in the accompanying advancement report.

5. Education Programs: Locally, there continues to be overwhelming support for the museum's homeschool programs. The positive homeschool trend continues with all 2024-2025 sessions full, and we have a waitlist for participation. We expect to see this trend continue and revenue growth through the end of fiscal year 2025.

6. Revenue and Fundraising Success: Fiscal Year 24 had a higher-than-average carryover of 02 funds. A large percentage of these funds are earmarked for research positions. There are several ongoing opportunities for grant funding through the Institute of Museum and Library Services and the Smithsonian. All scientific disciplines continue to benefit from the support of ongoing initiatives based on collections.

FY24 Expenses:

7. Salary Expenses: For the first quarter of fiscal year 25, salary expenses are down roughly 3.4%. This is due to the recent retirement of our Curator of Mammalogy. The search is underway for her replacement.

8. Equipment: The total is often comprised of one to two large purchases. In this case it can be contributed to a purchase made with Piedmont Mechanical for equipment repair and service.

9 Staff Training: Staff continue to fully utilize the funds set aside by the VMNH Foundation for training. Program Outline: The *Professional Development Fund totals \$7,500, with individuals eligible to request up to \$750.* Staff apply for funds. These funds are very specifically designated for conference presentations, workshops, training sessions, and museum visits, reflecting our commitment to continuous development and success.

10. Insurance Premiums: As an example, insurance premiums are typically paid in the final quarter of the preceding fiscal year. Staff work to balance the needs of the current fiscal year with what can be paid in advance.

Capital Projects FY24

Capital Projects – Maintenance Reserve Funded

Douglas Renovation Project:

Update:

The A/E contract is currently under review with the Department of Engineering and Building. Recently, in an all-hands meeting at the Douglas Avenue facility, key staff worked to complete a large portion of the cleanout. The team identified items that had long outlived their usefulness. It was made clear that the property's rehabilitation is a key component in the museum's upcoming reaccreditation.

General:

The Museum has the approval from the Department of General Services to proceed with a A/E term contract to bundle all small projects together with an HVAC installation. The purchasing department received three proposals. They are reviewed, scored and the contact is awarded accordingly.

The new process will save time and create marginal economies of scale, saving funds. The plan is to complete weatherization, plumbing, electrical, structural, and HVAC in an expedited manner. The goal would be to bring on the A/E in late FY24 and begin the renovation in the middle of the next FY.

Total Costs: Maintenance Reserve

Capital Projects – VMNH-Foundation Funded / Maintenance Reserve

Jean S. Adams Education Pavilion:

Update:

Concrete has been poured for the main platform deck. Currently, the next steps to frame in and pour the stairs are currently being completed. Delays in the project range from a limited number of qualified laborers - to, more recently, weeks of rain and severe weather.

General:

This project will include the installation of a multifunctional three-season canopy to the rear of the building. Also, the stairs exiting the building down to Oakdale Street will be renovated to meet the code.

Total Estimated Costs: \$718,000 (VMNH Foundation Fund / Maintenance Reserve)

Capital Projects – Pool Funded

VMNH-Waynesboro – New Facility Construction

Update:

Glave and Holmes is now working on the Preliminary Designs, which are due to the Department of General Services in mid-spring 2026. In the meantime, Riggs Ward Designs has agreed to work on an abbreviated version of exhibits due to capital funding constraints. We look forward to wrapping up this part of the process and moving on to request funds for Working Drawing and, eventually, construction.

General:

Funding for the completion of detailed design has been allotted. Fiscal staff are currently working through the various steps to get the funding moved into the museum's capital project account 08200. Glave and Holmes are working reconfirm commitment with subcontractors and to generate a plan of action for moving forward.

Legislative:

Staff is working diligently with legislators, the City of Waynesboro administration, and general community stakeholders in an effort to move the project from the detail design funding pool to the capital construction pool. This particular budget cycle is primarily designed to amend the two-year budget legislation. It was requested at the Secretariat level that we remain patient and wait to resubmit the project for consideration during a full budget cycle.

General Information VMNH-Waynesboro

The Virginia Museum of Natural History (VMNH) is working to establish a museum campus in downtown Waynesboro. The two story 28,000 sq ft. the facility would work to expand VMNH's presence, showcase the unique features of the Shenandoah Valley, offer educational programs, enhance cultural tourism, and contribute to local and state revenue. The project will bring natural history exhibits and educational resources to the region, attracting visitors and enriching the community's understanding of its natural and cultural heritage.

Authorization was granted to infuse an additional \$398,000 Funds (09650) into this project such that the total funds available are now \$1,148,000. Authorization is further granted to prepare the preliminary design in accordance with the current Construction and Professional Services Manual. The total Detailed Planning cost shall not exceed \$1,148,000. This action supersedes that of CO-2 dated July 9, 2019, and approved August 12, 2019, only concerning the infusion of funds, total funds available, and project budget breakdown. Mike Coppa - DGS (Department of General Services)

Additionally, we have signed the MOU with James Madison University to act as the agency's project manager. They will join the VMNH team through the completion of the project.

Budget Request FY25 – FY 26

Capital – Proposal Summary: VMNH- Early Childhood Learning Center (ECLC)

Request:

The Virginia Museum of Natural History (VMNH) is proposing the establishment of an Early Childhood Learning Center (ECLC) to significantly enhance STEM (Science, Technology, Engineering, and Math) opportunities for rural communities. This initiative aims to transform the existing 1,800-square-foot library into a state-of-the-art facility dedicated to fostering educational growth and scientific exploration.

Project Details:

Location: Martinsville, VA
Full renovation of 1,800 square feet

Space Includes:

- Educational Space
- Hands-On Interactives
- Water Tables
- Watershed Interactives
- Engineering Model
- Touch Specimens
- Sand Tables
- Sensory Bins
- Physics Exercises

Purpose and Vision:

The ECLC will address the need for additional revenue drivers while prioritizing the education and development of pre-kindergarten through 5th-grade students. By relocating the physical library to the museum's Douglas Avenue building, VMNH will free up space to create engaging STEM activity stations. These stations will correspond to Virginia Science Standards of Learning (SOLs) and provide a safe, energetic environment for children and families.

Cost Estimate and Funding:

The total project costs were estimated to be \$2,027,832.

General Budget Request

Proposed Base Budget Submission Request -

The final ruling of the Fair Labor Standards Act, effective January 1, 2025, will raise the total annual compensation threshold for highly compensated employees to \$58,656. Festivals are a large part of our operational plan and contribute to revenue, outreach, and general attendance. It is critical to have key employees available to work Saturdays and Sundays when necessary. Currently, we do not have overtime funds in our budget.

Therefore, compensation time earned is a critical part of our business model. Now, starting on January 1st, employees below the new threshold will become non-exempt and no longer be eligible for compensation time. VMNH would like to request additional funds to increase the salaries of four employees to meet the new threshold and to pay overtime to those employees whose salaries are not within an acceptable range to receive a marginal salary increase

To maintain operational effectiveness and comply with FLSA regulations, VMNH requested the following base budget adjustments:

Salary Increases: To elevate four key employees' salaries to meet the new threshold—\$10,370 in salary increases and \$2,518 in associated benefits, totaling \$12,888.

Overtime Compensation: For 17 employees who will be newly eligible for overtime (non-exempt), an estimated \$18,601.86 in overtime pay, with an additional \$3,932 for benefits, totaling \$22,533.86.

In summary, the total requested budget adjustment is \$35,421.86 for FY26 to ensure compliance with FLSA regulations while sustaining our critical operations.