

PARKS & RECREATION COMMITTEE

OF THE

SUFFOLK COUNTY LEGISLATURE

MINUTES

A regular meeting of the Parks & Recreation Committee of The Suffolk County Legislature was held in the Rose Y. Caracappa Legislative Auditorium of the William H. Rogers Legislature Building, 725 Veterans Memorial Highway, Smithtown, New York on July 27, 2011.

MEMBERS PRESENT:

Leg. Lynne C. Nowick, Chairperson
Leg. Wayne R. Horsley, Vice Chair
Leg. Thomas Barraga
Leg. Ricardo Montano
Leg. Steven H. Stern

ALSO IN ATTENDANCE:

George Nolan, Counsel to the Legislature
Renee Ortiz, Chief Deputy Clerk
Eric A. Kopp, County Executive's Office
Gail Vizzini, Director Budget Review Office
Joe Montuori, Commissioner of Parks Department
Greg Moran, Aide to Leg. Nowick
Bob Martinez, Aide to Leg. Montano
Dot Kerrigan, AME Legislative Representative
Bryan Galgano, Aide to Legislator Stern
And all other interested parties

MINUTES TAKEN BY:

Donna Catalano, Court Stenographer

(*THE MEETING WAS CALLED TO ORDER AT 1:03 P.M.*)

CHAIRPERSON NOWICK:

Okay. Good afternoon. We're going to start the Parks and Recreation Committee with the Salute to the Flag led by Legislator Barraga.

SALUTATION

Good afternoon and welcome to the committee. We do have a card from the public portion. Lance, come on up.

MR. REINHEIMER:

Thank you very much. I'm Lance Reinheimer, Director of the planetarium, Museum and Planetarium, and I'm here to speak on one resolution, IR 1621. I noticed on the agenda that the title -- this has been amended, so the title on the agenda is different from the title. We did change the title, because we had some changes to the resolution that came up after it was initially filed.

One of the things that happened last Wednesday a week ago, is we had a meeting with Public Works and also Konica Minolta. We had two gentlemen from Japan that came in, the manufacturers of the new star projector. All the engineers were there, Public Works, Jim Ingenito who is supervising the project and all the contractors. And the purpose of the meeting was to scope out the timetable and how things were going to be done. In addition, to address cost estimates. And in the meantime, Public Works' cost estimates for this project was about \$500,000 for the construction of installing the new star projector and associated equipment.

Since that time, the cost estimates have increased. So the meeting was progressing, and they were looking at a couple of options to alternates or, in layman's terms, what can they cut out. And the two things they were deciding on are critical to the museum and critical to the revenue stream of the museum.

The first one was the pit, construction of the pit for the star projector. This allows the star projector to retract down below sight lines. Why this is important is because we plan on using the planetarium not only for planetarium shows, but for other venues; concerts, lectures, plays. And in addition to that, what we're doing is we're installing seats in the front that can be removed to make stage area larger. So by eliminating the construction of the pit, the star projector would not retract below sight line, which restricts the numbers of seats and the overall atmosphere of the planetarium for other venues. So it's very important to us for our revenue stream.

The other piece that they were talking about deleting was cove lighting, which is ambient lighting that lights the whole dome. It allows public safety access and exit if there's problem. I mean, they would have come up with alternative to have some lights, I'm not saying there would be no lighting. We do have cove lighting in there that's, I guess, as old as the planetarium itself, 40 years. So that's a \$60,000 -- \$50,000 delete.

In addition to that, the roof estimate came in \$50,000 higher than they expected. So all total, we're looking for an additional \$250,000 to provide \$100,000 for the pit, \$50,000 for the cove lighting, \$50,000 for the roofing, additional roofing that needs to be done. There's already \$100,000 appropriated for the roofing in another project. So that would provide \$150,000 for the roofing. Plus another \$50,000 for the standard 10% contingency for construction projects.

So this is important. The planetarium is closing Sunday, last show, buy your tickets now. We'd like to see you there. We also are having Tango in the Courtyard this Sunday. So you

can go to the planetarium show and tango your way over to the courtyard.

But this is very important. We're closing the planetarium August 1st, the first day. Public Works does not want to start or enter into any contracts or purchase orders until they know where they stand with appropriations. So the timing for this is critical. I hope that you approve this out of committee so that it can be considered on August 2nd so that Public Works knows where they stand with appropriations and they don't have to go down the cutting phase of the project, and they can -- they can enter into purchase orders to do the whole project as we envisioned it.

In addition to this, I'd like to speak to you about a couple of things that are going on in the museum, let you know what's going on. I think the most exciting that we have going on is the Design House. We have five landscapers and about ten to 12 interior designers that are redoing Normandy Manor. Cost estimates -- they're doing in-kind contributions of about \$150,000 in improvements to that. Design House opens September 3rd. There's an opening party to celebrate that on September 2nd. You will be getting invitations to that. So I think that will be real exciting for you to see all the work that's being done there. The outside is going to be gorgeous, and the inside is just as nice. The kitchen is being done, the bathroom is being done, the floors are being refinished. It should really be a beautiful addition to the museum.

What I'd like to talk about is my staff. Related to the Design House, we are putting in an irrigation system that, in my opinion, is worth about \$25,000. And we are doing this at a cost of about 2000. We are putting in 2800 feet of irrigation piping. The system will be 14 zones, 50 heads. And the reason we're doing this, if the landscapers are putting in somewhere around \$50,000 in improvements, it doesn't make sense to let the vegetation die. So we're doing our part to improve this. I'm lending my staff to the Design House so that when it's done, it can be maintained in the style that it should be kept at. In addition, the design house is going to generate about \$25,000 in operating funds for the museum. We so in addition to the 150,000 improvements, we are going to have about \$25,000 in revenue from there.

Getting back to planetarium, I just want to let you know that we've sold about 65 to 70 seats. We've raised somewhere about 25 to \$30,000 since I've been at the museum. Still and we're going forward looking for additional donations. And we're sending out renewals to all our membership. We have increased our library program. We've got -- last week alone, we received about \$2500 in revenue from our library program. And what that is is libraries join the museum for \$500, and then their customers or their members can go to the museum for free. So we're aggressively looking for improving our memberships both individuals and through the libraries.

The last thing I want to talk about is some of the other upcoming events at the museum; August 28th we're having the Long Island Festival and British Car Show. Long Island Sound Festival is an all-day affair where they're going to have various bands from jazz, blues, Grateful Dead tribute band, jazz fusion and other types of bands in addition to a car show. So that's, I think, an interesting synergy between the car people and the music people. And that's August 28th, that's a Sunday. August 5th we're having Alex Torres, which he's been here for five years. This will be the fifth year that he will be here. And that's usually 250 people come to that. So we have some nice events coming up this summer. And I will take any questions that you may have.

CHAIRPERSON NOWICK:

Thanks, Lance. My first question -- I have several questions, but my first question to you is can you name the Grateful Dead's top song, because I think I'm too old for that now? I guess that's a no. Okay.

MR. REINHEIMER:

I'll let Bryan answer that one. I can't, it's too fuzzy for me.

CHAIRPERSON NOWICK:

First question, Lance, is you said you're closing the museum. When is that?

MR. REINHEIMER:

The planetarium. I want to be clear too, because I concentrate so much on the planetarium closing, I forget we also have this museum on the side over here someplace. I want to make it clear, right, the planetarium is closing August 1st. Sunday is its last show.

CHAIRPERSON NOWICK:

Okay. But did you say that the Public Works is not going to do anything until this piece of legislation is either passed or not passed; is that what you said?

MR. REINHEIMER:

Well, they're still going forward with their plans, and they have their contingent plans, but they aren't going to enter into any purchase orders until they know, on the construction side, the construction or -- or the manufacturing of the star projector. That's all in the works, that's coming. But the construction side of preparing the pit and the associated construction for it, they want to know where they stand with appropriations before they enter into purchase orders.

CHAIRPERSON NOWICK:

So if you close it on Sunday, what happens, like, on Monday, Tuesday, Wednesday and Thursday if this doesn't go through? Do they start construction?

MR. REINHEIMER:

No, that's a good question. No, I doubt construction will be starting on August 1st. Originally, they had told me that once August 1st came, we wouldn't have access and construction would be starting. But what that does is it gives us a chance -- we have to close up the store that's in the planetarium, pack up our merchandise, relocate. We're going to have a small store area in the memorial wing of the mansion. So that gives us a chance to pack up the store and get the planetarium ready. So it buys us a little time.

And one of the options too from Public Works was maybe you shouldn't close August 1st. I don't think that's a good option. If we change our mind and we're open in August or August 1st through the 15th -- you know, a lot of our business is through camps and groups. We've already told everyone we're closing. We have no groups or anyone scheduled. We would have some revenue. The day business in the planetarium in the summer, a lot of people don't think of coming to the planetarium during the day, they go to the beach. So I don't see where it makes sense to say, "Oops, you know what? We are not closing."

I think it's better even from a public relation's perspective, you know, "We're closing, we're going to be down for seven months." It helps us buy some time for packing up. So you're right. And I think the way it looks now -- I think it would be delayed two weeks and maybe even a month before you actually see something going on. So you are right.

CHAIRPERSON NOWICK:

I was just curious. The other thing I wanted to ask you, in reference to the roof, you need another 100,00 for the roof or 50? You have a 100 in there, you need another 50, is that what I'm --

MR. REINHEIMER:

I threw so many numbers at you. You know, I'm a numbers guy, you know, I confuse you with facts. You know, in Budget Review, we pride ourselves on confusing people, I think, when I was there.

CHAIRPERSON NOWICK:

Yes. I have been to a lot of Budget Committee meetings.

MR. REINHEIMER:

That's not the way they operate since I left, though. We appropriated \$100,000 for the roof in another project for the Vanderbilt Museum earlier this year. And that was based on an estimate that Public Works received, I think, in January. When the contractor came back in March -- no, it was April, to look at the roof and reassess it and finalize his estimate, the estimate was coming in about \$50,000 more. We did incur some storm damage in the winter that wasn't there when they first looked at the roof. So we need \$50,000 more for the roof, which is in this resolution here; \$100,000 for the pit; \$50,000 for the cove lighting and other associated little things, and then another 50,000 to provide the 10% contingency.

CHAIRPERSON NOWICK:

You know, when they come and they give you an estimate on the roof, say, in January, you don't go into contract and say, "This is the amount"? I mean, do they tell you that, "Well, this is subject to change in a few months"? How does that work? How does it always change?

MR. REINHEIMER:

Okay. First of all, I probably shouldn't say me. They work with Public Works. The contractor was there with Jim Ingenito. They looked at the roof. The contractor said -- you know, I can't speak -- I wasn't there -- for the contractor, but indicated that it would cost about \$100,000. That was his estimate.

CHAIRPERSON NOWICK:

But it wasn't an amount certain.

MR. REINHEIMER:

No. Now, when Jim got the final, you know, hard number written estimate, it's coming in higher. It's higher than he first thought it was. And to be honest with you, I'm not even sure if they have inked an exact number. I think what happened is, the contractor, when he came back in April said, "100,000 isn't going to do it, it looks like it's going to be more." So I can't answer that specifically that they have a hard number even now.

CHAIRPERSON NOWICK:

So they could be inking more.

MR. REINHEIMER:

It's doubtful that it's going to be more than \$150,000, and this is based on my conversations with Public Works. I worked very closely with Jim Ingenito. I talk to him before I do anything about, you know, what we need, what I should ask the Legislature for. He saw the changes we made to this resolution, he's in agreement with the numbers. So, you know, I'm just telling you as much as I know.

CHAIRPERSON NOWICK:

I understand, Lance. It would seem like in the future -- I don't know if it can be done, because I've never done construction -- it would sound like it would be really a great idea when you have the contractor, have them set up "this is the price, I'm going to the Legislature, this is what it's going to cost." I don't know if you can do that. I don't know if you can write out a contract and say, "This is it, this is what we're going to charge, end of conversation." But you have to come back to us.

MR. REINHEIMER:

I don't know either. And what you say --

CHAIRPERSON NOWICK:

It's planning. You know, that's budget planning. The other thing I wanted to know what would be the amount of anticipated revenue from the concerts or whatever you're going to do if you don't have the pit? What do you think over the years, or let's say two years, three years, we could make in revenue? Has that been -- no? Yes?

MR. REINHEIMER:

Yes, that's a no.

CHAIRPERSON NOWICK:

Now, I know what you mean about the budget.

MR. REINHEIMER:

I don't mean to be -- take this lightly, but I also feel it's important to be straight with you. The planetarium the way it is now is not a suitable venue for most of those things. I mean, we have had a musical group in there this spring, we had a cabaret night, it worked, we got the star projector in the middle. You have tight room because the seats in the front don't move. So the point is that I think when that can be used for other venues, we can market it for other venues. So the cost or the revenue -- I should say the revenue generated from that is really based on how well the museum markets that and has different events other than the scheduled planetarium events in there and uses it for other needs. So to give you a number, it's hard to say.

CHAIRPERSON NOWICK:

You think you could fill a room though? I mean, you think you could fill the planetarium if you had -- I don't know -- the Grateful Dead or whatever it is? Does it look like it gets that's crowded?

MR. REINHEIMER:

Yes. And we did for Cabaret Night. We had about 200 -- 200 plus people there, maybe 210?

CHAIRPERSON NOWICK:

And how much did you charge for the tickets?

MR. REINHEIMER:

Fifteen dollars. And that was a benefit. That was done -- you know, we didn't -- it wasn't like the event we had there last Sunday where we paid a performer to come in. That was a fundraiser that somebody put on in conjunction with us so that we received all the proceeds from that with the exception of some of the expenses. And we did pay a headliner, so that cost us about \$500 to put that on. And we generated about, I think, \$4000.

But, yes, I think we can -- and we have. You know, looking at past attendance, the good old days, they did have a lot of people in the planetarium. It did fill up. So I think with proper marketing and the right type of venue -- and I found -- you know, we had a show this Sunday, and to be honest with you, we lost money on it, we had very little attendance, and I think because of the time of year. People don't want to go into something like that in the summer. I think in the winter, we can have plays, we can attract people and do other things in there, and we'll get the attendance.

CHAIRPERSON NOWICK:

Just one last question from me. The lighting that talked about, what you have now, you called it the ambient lighting, is it safe now?

MR. REINHEIMER:

Yes. We have cove lighting. And that's why -- again, we do have it. It's old. You know, it's not energy efficient. When they do the construction, they would have to somehow work around that. But it's not -- if we're doing the planetarium, we obviously have to have some kind of lighting for public safety. But to do it right, you know, it's important to have new cove lighting.

CHAIRPERSON NOWICK:

Okay. I think that there are questions. Legislator Barraga.

LEG. BARRAGA:

Lance, in reviewing the agenda the other day, when I came to this resolution, this resolution, as I understand it, specifically deals with the additional \$50,000 that you will need over and above the \$100,000 initial appropriation for replacing the roof.

What I'd like to talk about are some of the other figures that you mentioned during your presentation. As I understand it, there's an appropriation of \$500,000 that exists for the construction associated with the installation of the projector; is that correct?

MR. REINHEIMER:

Yes. Well, there's over \$3 million appropriated. It's all in the equipment line and putting the projector in. The construction is wrapped into that. I don't mean to cut you off --

LEG. BARRAGA:

Well, you know, then don't. So from the construction perspective as it pertains to the projector, is that the 500,000 that you anticipate? That was the anticipated cost of the construction?

MR. REINHEIMER:

Right. Three years ago when they did the estimate and there was three million dollars for the project, Public Works estimated that the construction piece was 500,000. Now, that is up to 570,000.

LEG. BARRAGA:

Five hundred and seventy thousand.

MR. REINHEIMER:

Right.

LEG. BARRAGA:

So --

MR. REINHEIMER:

I'm sorry. Six hundred and seventy thousand.

LEG. BARRAGA:

Six hundred and seventy thousand, because you used examples in order to conform with the \$500,000 figure, you would have to eliminate the pit and not do the cove lighting.

MR. REINHEIMER:

That's correct.

LEG. BARRAGA:

All right. The question I have -- to get through it -- is where do you anticipate getting the additional \$170,000?

MR. REINHEIMER:

That's why -- when I started out, that's why I wanted to point out on the agenda, it doesn't show that this resolution has been modified or amended. So there's an amended resolution that was filed on Monday that asks for the additional -- additional \$200,000.

LEG. BARRAGA:

So the additional 200,000 in addition to the additional 50,000 here for the roof.

MR. REINHEIMER:

Right. It's a total of 250.

LEG. BARRAGA:

So it's another quarter of a million. Well, I have to ask, are you willing to make any cuts or any modifications to the construction proposal to get that figure down? Because it looks to me like you're not. You say there's a need, but the reality is the taxpayers are going to pick up another \$200,000.

MR. REINHEIMER:

No -- yes. And those are the outlines. They would cut out the pit and they would cut out the cove lighting and associated lighting, and there would be no contingency for unanticipated construction expenses, which is another 50,000, 10%.

LEG. BARRAGA:

But the position of the museum is they do not wish to do that.

MR. REINHEIMER:

No. The position of the museum is that we're investing three million dollars. By not having the pit may -- will -- it will impact our revenue stream in the future and using this as an additional -- as another venue.

LEG. BARRAGA:

There are no other areas where you could take a look and modify the cost, cut this cost down from, say, an additional 200,000 to maybe an additional 100,000? Because I don't see any suggestions or plan for any potential savings to cut down this overage.

MR. REINHEIMER:

You are right. I'm repeating what the experts tell me, that these are the alternatives or the alternates that they would do to get that down. This is more of an engineering/Public Works decision when they do a construction project.

LEG. BARRAGA:

I'm just looking at it frankly from a fiscal perspective, because, you know, that 200,000 has to be picked up at the end.

MR. REINHEIMER:

You're absolutely right.

LEG. BARRAGA:

In tough times.

MR. REINHEIMER:

Absolutely right.

LEG. BARRAGA:

All right.

MR. REINHEIMER:

You know, this was a decision made by Public Works, it's not the museum. I do interfere with Public Works and how they do their job. They're the experts in the construction, they're the ones that are meeting with the contractors, they're the ones that are looking at the plans and the construction costs and detail, and they're the ones that said, "These are the areas that we would have to cut to remain in budget." And they're willing to do that.

LEG. BARRAGA:

They're willing to do that, but the museum feels that the pit and the lighting are absolutely necessary, so you're not willing to do that.

MR. REINHEIMER:

No, I wouldn't say I'm not willing to do that either. I'm bringing this to you as a Legislature to ask you. My position as the Director is that I think that we are investing three million dollars in the planetarium renovations, I think to do it in a way that enhances it for other revenue streams is to include this. I come to you and ask you, and whichever way you go is the way we're going to go.

LEG. BARRAGA:

Okay. Thank you. Thank you.

CHAIRPERSON NOWICK:

Just, Lance, one more question, and then I'll go to some of the other Legislators. What if -- the roof sounds like something we have to do. But what if we did not do the pit and we left the safe but not attractive lighting? Down the road -- and maybe it's a question for Public Works -- but what if we did it that way, and then ten years down the road, we wanted to take the pit and sink it or whatever, could we do that or is it impossible afterwards? Because I'm adding up if have these concerts and you're making maybe 4000 on one or you're losing 500 on another, how many of these concerts -- when would we finally make up the, what is it, 50,000 for the pit?

MR. REINHEIMER:

Well, the pit is 100,000. From my understanding of the project, it would be -- I'm not saying impossible -- it wouldn't be prudent -- you know, this is the decision time to either put the pit in, because that has to be constructed; the electric and all the support infrastructure has to be done in conjunction with that before -- and the lift -- the type of lift that they're using, that's all intertwined, that, you know, those decisions, once they're made -- if you don't put the pit in, to retrofit it to put a pit in, to me, would be probably cost prohibitive, because you'd have to take the star projector out, new cradle, new elevator, new -- you'd have to --

CHAIRPERSON NOWICK:

I'm just wondering how long it would take to make up the \$100,000 in revenue, if that's the reason for the pit.

MR. REINHEIMER:

Well, I think you could do that in 20 shows.

CHAIRPERSON NOWICK:

You could make up 100,000 in 20 shows?

MR. REINHEIMER:

Five thousand a show, it's possible. I'm not saying I'll do it, but I'm saying it's possible. We're looking -- and this is the other thing. You know, we're looking for an investment -- if we go down the same road we went down on 1970, you know, we're living with these decisions for 40 years. It's easy to look at the short term -- and I certainly understand the Legislature's feeling with limited resources -- but on the other hand, I've seen other projects in Budget Review over the years where after it's done you say, "Well, you know, the savings wasn't worth in the long

run what the impact was in the final product."

And I do say that, you know, representing the museum and the public, I think it's to our benefit to put the pit in. But I also respect, you know, your position, you're the policymakers. And I'm just asking for the 250,000 because this is -- when I sat in on that meeting last Wednesday, and, you know, they were discussing what would have to come out to meet the budget, these are the areas that Public Works is selecting in order to do the project. And I think their decision is based on the cost components and what is essential that you can't cut out and what you could cut out.

CHAIRPERSON NOWICK:

Okay. I know there are other Legislators, and I don't want to belabor it, but 20 shows is not a lot of shows, you know. I think, Legislator Montano, did you have something? Did you have a question?

LEG. MONTANO:

Yes, I did. I think you covered some of the thoughts. Hi, Lance. How are you? The bill that is before us is the -- the one that's before me is the one that was amended on 7/25, so that's the latest version, right?

MR. REINHEIMER:

That's correct.

LEG. MONTANO:

And the amendment -- what was the prior bill? Was the prior bill simply for the 50,000?

MR. REINHEIMER:

That's correct.

LEG. MONTANO:

All right. So this adds 200,000 to it.

MR. REINHEIMER:

Correct.

LEG. MONTANO:

And the money is coming from infrastructure improvements for traffic and public safety and public health.

MR. REINHEIMER:

That's the Legislature's offset project. That's money that the Legislature has discretion and is used as an offset project for Legislative initiatives.

LEG. MONTANO:

Okay. Now, generally, when -- generally when investments are made capital improvements -- because you're adding things that were not in the original bill. Initially, if I'm correct, we were talking about the roof. And now we're adding seating and other stuff to this bill?

MR. REINHEIMER:

Right. The roofing was in the original bill when it was filed.

LEG. MONTANO:

And now we're adding additional stuff.

MR. REINHEIMER:

We're adding the alternates that would be deleted from the project if we don't receive the additional 200,000.

LEG. MONTANO:

I'm sorry, say that again.

MR. REINHEIMER:

We're adding the alternates, which means what would be deleted from the project if we do not receive the additional 250,000. This was part of the original plan, was to have the star projector go into a pit out of the sight lines. It was part of the plan to have ambient cove lighting in the theatre.

LEG. MONTANO:

So what happened, there wasn't enough money appropriated?

MR. REINHEIMER:

Right. There's not enough money -- this was appropriated, I think, three years ago. And over other three years' inflation, you know, has done it's job. And so now they're looking to what can we cut to remain in budget. I'm asking you to consider these -- -

LEG. MONTANO:

I got that. To cut to the chase then, at what point -- what I'm not hearing, I think, is the projection of when we break even or when we begin to turn a profit from the investment that we're now making. Generally, I would think that these expenditures are preceded with or accompanied by some kind of market study or some kind of analysis of, well, we're going to invest "X" amount of money, but on the other hand, we're going to make "X" amount of money. And at what point do we recoup our investment and then turn it into a profit? How long is it going to take? Because this is not the only expenditure that we've made to the museum over the almost eight years that I've been here. And, you know, it seems to me that money goes out, but I'm not sure money comes in or at least enough. So when do we break even with these projects, these improvements assuming that they get through?

MR. REINHEIMER:

Well, we're going forward with the renovations of the planetarium. That's a three million dollar investment. Those funds have been appropriated. So, you know, we derive probably 70% of our admissions revenue from the planetarium. We have hundreds of school children, 60,000 school children a year go through there. There are days when we have 400 people -- 400 students coming through our planetarium and other education programs on a weekday basis during the school year. During the summer, we also have summer camps coming through.

We can't accommodate our education programs without the planetarium to the extent that we do now. Where we can handle almost 500 children a day with education programs, without the planetarium, we're down to about 85 children. And also, marketability to the schools, without the planetarium, schools can't double up on a field trip where they can study animals, walk across --

LEG. MONTANO:

We're charging for them to come to the planetarium?

MR. REINHEIMER:

Absolutely. That's part of our revenue stream.

LEG. MONTANO:

Okay. What I'm asking is to translate those visits and those students into dollars so that we know where we are with our investment. Has that been done?

MR. REINHEIMER:

Going forward, we would have -- we're going to increase our audience. I would say we should be able to increase our audience by 20%. We average 100,000 people. We should be able to attract 120 plus with the new planetarium.

LEG. MONTANO:

And then you're also talking about adding other attractions and marketing those; am I correct?

MR. REINHEIMER:

Yeah, other venues. And have that now, we have -- but this would give us more.

LEG. MONTANO:

Right. What I'm asking is that you say that we need to market it, but is there, in effect, now a plan as to what you're going to market and how much you anticipate you're going to derive from this marketing program? In other words, I'm trying to get a balance sheet here, I'm trying to get a profit and loss statement.

MR. REINHEIMER:

I've talked to Arena Players. They're willing to come in and put on plays during the year. They can't do that at the museum with the planetarium in the state it's in. It's difficult to do that without having good sight lines. They could have shows throughout the year, plays. There's other groups that want to come in. We have people that do want to use the planetarium for musical shows. We can do corporate seminars there. We are going to have full-dome video with 3-D capability. We can project things on the screen. We can --

LEG. MONTANO:

I understand all of that.

MR. REINHEIMER:

This gives us more flexibility.

LEG. MONTANO:

I want to stay on the fiscal aspect of it, because we're talking about expending monies for all of these great ideas, but what I'm asking is where is -- you know, where is document, if it exists, that tells us that this is a worthy -- you know, this is going to work, number one? And what projections do you have for revenue? You know, at what point do we recoup our investment, if you know? If you don't know, that's fine also. I'm just wondering if that exists, Lance, because we went through those -- I know you're the interim Director, but I think you were probably here for some of the prior meetings we had with the previous Director and the, you know, profit and loss plan that was submitted, you know, etcetera, etcetera. So, you know, you know the history. I think you know where I'm coming from. What I'm asking is has that been done? Does it exist now?

MR. REINHEIMER:

I got this information a week ago.

LEG. MONTANO:

Okay.

MR. REINHEIMER:

So, no, I have no document. But I do know that we can raise \$5000 a show. I think the payback, and you know -- I'm not going to say anything to you privately or publically that I don't believe in, but I don't think it's a stretch to say that we could recoup \$200,000 in five years easily. I don't think that's a stretch. I think this -- by not having the sight lines, by not having

the pit, by not doing this the way it was conceived, we will have a 40-year impact on the museum and its ability to raise funds.

I've been there for seven months now. I understand the problems of the planetarium the way it exists now; the sight lines, the seating. This is an important issue. And there's a short term and a long-term benefit to doing this and an intermediate term too. And I think five years is an easy payback on this.

Now, I can't assure you that, yes, it will be five years, because I probably won't be there five years. But I do think that by not doing this you're going to impact the ability for the museum to increase its revenues. And I know that that's your goal, for the museum to become self-sufficient. And this is a way to do it to give us the flexibility that we haven't had in the past to do other things. You know, we have no venue in the bad months to do other programs.

LEG. MONTANO:

I could probably assure him that I won't be here in five years either, since I only have four years left on my term.

CHAIRPERSON NOWICK:

Any other questions for Lance? Legislator Stern.

LEG. STERN:

Lance, you had mentioned \$25,000 in revenue from Normandy Manor. Where does that come from? Why?

MR. REINHEIMER:

We have -- there's going to be admission fees for the show house. I think it's \$15 for seniors, 20 for non seniors. That money -- you know, we have an arrangement with the producer, 70/30 split, the museum gets 70% of the net proceeds from all revenues, which is advertising. We raised close to \$10,000 just on entrance fees for the designers. The designers have to pay \$750 to participate. We are selling a journal -- or the producer is selling a journal, there's advertising there. We're having an opening show house party which is going to be in the museum's tent. Because we're working with the producer and it's ultimately a split, the tent is being provided at no cost to the producer, because ultimately, we get whatever benefit comes out of that. We expect to raise -- it's \$125 per person, we expect to have 200 people there.

So when all the numbers -- and I have a proposal written from the producer, and I looked at it. I think we're doing better than that. This woman has her eye on the bottom line along with me. I mean, we look at every detail. She called me and said, "Do we have to have these show tickets numbered, because it's \$180 to do it? You know, we can save \$180 by not having the tickets numbered." We really don't need them numbered. I had a dumpster taken away and we're using our existing dumpsters because it's cheaper to do that. I'm cutting costs wherever I can and so is she.

So the point is that her estimate was 20 to 25,000. I think we're going to come in 25 to 30. In addition to that, everyone that comes to the show house will get a coupon to go to the museum for a mansion tour for \$5, it's normally 12. I don't look at that as losing \$7, I look at that as gaining five, because we're capturing a market that we didn't have. So that money, 100%, is museum money. So between the proceeds that we get from all the fees and admissions that are charged for the show house, we are receiving \$5 for everyone that comes over to the mansion for a tour.

So it's a good synergy. It's another way to market the museum. It's another way to develop friends and memberships. In addition to 150,000, we're getting 25,000 from the show house. And that's a number I'm confident in, because -- you know, I think to come in here and say 30, I don't know, but I think it's more than 20 looking at the numbers.

CHAIRPERSON NOWICK:

Legislator Horsley, you had a quick question, and Legislator Montano, you had a quick question.

LEG. HORSLEY:

Yeah. Hi, Lance. I just wanted to just quickly on the Normandy experience, what are we going to be doing with the building afterwards? What is the long-term advantage for us for Normandy? I know you used to use it as administration headquarters and the like. You know, where are we going with it after the producers leave?

MR. REINHEIMER:

Good question. We are not going back in there. To use that as office space doesn't generate revenue. We're going to try -- and it depends on Public Works and what kind of Certificate of Occupancy we receive. It will not have handicapped bathrooms, so for a building for public assembly, I'm not sure if we can do that. I think the minimum, we can use it as a bridal suite for brides who are getting married on the grounds. I'd like to use it for small conferences or small parties, you know, family parties or something like that. I'd like to see it for revenue.

The only person or office I think that should go in there is our Site-Use salesperson. And the room that she would be going into, if you're familiar with Normandy Manor, is the little study to the left, which is separate and apart from the rest of the house. So by having one office in there doesn't impact the use of the house for revenue. But to me, to use that as an administrative building, it's not making proper use of the assets. So I'd like it to be used for revenue generating.

LEG. MONTANO:

Gail, just a quick question. Where this money is coming from, I'm looking at the bill, there's currently 1.9 million in that appropriation or in that budget line? And we're taking out 250, is that the way it works?

MS. VIZZINI:

That's correct.

LEG. MONTANO:

What is the usage or intended usage of that money?

MS. VIZZINI:

If you recall, each year, the Legislature provides a minimal amount of funding in this project, 1755, for unanticipated priorities. You know, the County Executive has considerable discretion in terms of what Public Works will not be advancing, what projects he prefers not to advance or prefers to delay or has to delay. The Legislature can only obtain that information from Public Works or from the County Executive. This provides us with some discretion in the event you have something fairly common such as this where the cost escalations are more than the original bid two or three years ago, whenever they were done.

LEG. MONTANO:

We don't have this for a particular project at this time?

MS. VIZZINI:

No. And we are already in August, and we only used \$100,000, so we have exercised considerable restraint.

LEG. MONTANO:

Okay. Thank you.

CHAIRPERSON NOWICK:

Thank you, Lance. We are going to go on to the agenda. I see the Commissioner sitting in front of us. We'll start the agenda, if you want to speak about anything else, tell me ahead of time. We'll just go into the agenda.

1323, Directing the issuance of a request for expressions of interest and a request for proposal in connection with the operation of the County's marinas with boat slips. (Romaine)

I'm going to make a motion to table.

LEG. STERN:
Second.

CHAIRPERSON NOWICK:
Seconded by Legislator Stern. All in favor? Opposed? 1323 is **TABLED (VOTE: 5-0-0-0)**.

1571, Authorizing use of the Long Island Maritime Museum by the Lupus Alliance of Long Island-Queens for their Blues on the Bay Fundraiser. (Co. Exec.)

When is that supposed to be? This Sunday. Okay. There's been some talk about this. What we've learned is that the fee is set by the museum, not by the Legislature, not by the parks. So we really do not have discretion over what's being charged. Commissioner, do you want to weight in on this and tell us why this particular fee?

COMMISSIONER MONTUORI:
This is the fee that they have set up. They had a fee -- this is a fee that the Maritime has set up. They did increase it last year, and Lupus did pay the thousand dollars also last year. Going over their fees, reviewing it, I don't think they're out of line at all.

CHAIRPERSON NOWICK:
But the point is it's their fee.

COMMISSIONER MONTUORI:
Correct.

CHAIRPERSON NOWICK:
All right. Does anybody have any questions about this?

LEG. MONTANO:
Just one question. You said the event is Sunday.

CHAIRPERSON NOWICK:
Yes.

LEG. MONTANO:
So then what is the point of approving it out of committee if we can't --

CHAIRPERSON NOWICK:
We're just giving our blessing to use County property and to issue an insurance certificate.

LEG. MONTANO:
A belated birthday gift or card or something?

CHAIRPERSON NOWICK:
Yes, because that's just who we are. Okay. Do I have a motion?

LEG. BARRAGA:

Motion.

CHAIRPERSON NOWICK:

Motion by Legislator Barraga, seconded by Legislator Stern. All in favor? Opposed? 1571 is **APPROVED (VOTE: 5-0-0-0).**

1574, Authorizing use of the Long Island Maritime Museum by the Rotary Club of Sayville for Annual Beefsteak Fundraiser. (Co. Exec.)

Now, I understand this is also a maritime fee schedule, which we are just simply as Legislators giving our blessing to use the County property. We are not setting the fee, that is not within our jurisdiction, correct?

COMMISSIONER MONTUORI:

Correct.

LEG. MONTANO:

And when is this event?

CHAIRPERSON NOWICK:

And when is this?

COMMISSIONER MONTUORI:

August 11th.

CHAIRPERSON NOWICK:

August 11th. Any other questions? Same motion, same second. All in favor? Opposed? 1574 is **APPROVED (VOTE: 5-0-0-0).**

1575, Authorizing use of Southaven County Park and showmobile by Contractors for Kids for their Family Fun Day and Picnic Fundraiser. (Co. Exec.)

This is -- Commissioner, do you have any comments on this?

COMMISSIONER MONTUORI:

The fees that are listed here are our fees. They're all correct. It's in our scheduled fee. I double checked it.

CHAIRPERSON NOWICK:

Okay. Any other questions?

LEG. STERN:

These are not special fees, these are all -- just to confirm.

CHAIRPERSON NOWICK:

It's not the Maritime Museum. Okay. Same motion, same second. All in favor? Opposed? 1575 is **APPROVED (VOTE: 5-0-0-0).**

1620, Authorizing the creation of an easement for use by National Grid for natural gas service to the United States Department of Veterans Affairs Hospital at Northport. (Co. Exec.)

I make -- actually, Legislator Stern, you want to make that motion?

LEG. STERN:

I make the motion.

CHAIRPERSON NOWICK:

Seconded by myself. All in favor? Opposed? 1620 is.

APPROVED (VOTE: 5-0-0-0).

1621, Amending the 2011 Capital Budget and Program and appropriating funds in connection with waterproofing, roof and drainage at the Suffolk County Vanderbilt Museum (CP 7439). (Cooper)

Do I have a motion?

LEG. HORSLEY:

I make a motion to approve.

CHAIRPERSON NOWICK:

We have a motion. Do I have a second to approve?

LEG. STERN:

Second.

CHAIRPERSON NOWICK:

Seconded by Legislator Stern. Any other motions? All in favor? Opposed?

LEG. BARRAGA:

Opposed.

LEG. MONTANO:

Abstention.

CHAIRPERSON NOWICK:

All in favor? Opposed?

LEG. BARRAGA:

Opposed.

CHAIRPERSON NOWICK:

Abstentions?

LEG. MONTANO:

Abstention.

CHAIRPERSON NOWICK:

Okay. 1621 is **APPROVED (VOTE: 3-1-1-0; Opposed - Legis. Barraga; abstentions - Legis. Montano).**

Anything for the Parks Committee? Commissioner, how are those bathrooms over at West Sayville?

COMMISSIONER MONTUORI:

I brought it to their attention, and we're working on it for you. The parks look great. I've been visiting the parks over the weekend, and the staff is doing an excellent job.

CHAIRPERSON NOWICK:

I will put on the record they do an excellent job.

(*THE MEETING WAS ADJOURNED AT 1:51 P.M.*)