

SUFFOLK COUNTY VANDERBILT MUSEUM

BOARD OF TRUSTEES

Minutes

A regular meeting of the Suffolk County Vanderbilt Museum Board of Trustees was held at the Vanderbilt Museum Planetarium, Centerport, New York on June 19, 2000.

The following were in attendance:

Dr. Steven Gittelman – President
Gary C. Fischhoff – 1st Vice President
Harlan J. Fischer – 2nd Vice President
Dr. Anthony Pecorale, Treasurer
Marge Kossoy Fuhrmann –Secretary
Donna deLuca Periconi – Board Member
Carl Luecke – Board Member
Timothy Votapka – Board Member
Michael Broxmeyer – Board Member
Bertram E. Seides – Board Member
Edward Hahn – Board Member
Susan LeBow – Board Member
Lance Mallamo - Director
Olivia Fischer – Co-chairperson, 50th Anniversary Ball
Michael Indevia - CPA
Carol Sperandeo – Staff
Maryann Zakshevsky – Staff
Barbara Oster – Staff
Florence Ogg – Staff
Corky Cohan – Staff
Sylvia Young – Staff
Carol Heart – Staff
Susan Hirshmann – Staff
Wendy Donohue – Staff
Rita Beckman – Staff
Karen Brown – Staff
Bill Dieck – Staff
Ann Marie Pastore – Stenographer

Absent: Robert LaBua & Ilene Herz

Excused absence: R. Douglas Shaw

(The meeting was called to order at 7:25 p.m.)

DR. GITTELMAN:

Good evening, everybody. This is a regular meeting of the Suffolk County Vanderbilt Museum Board of Trustees. Susan, is this your first meeting?

MS. LEBOW:

No, I missed the last one, but I was here the one before that.

DR. GITTELMAN:

Do we have a list of those guests in attendance?

MS. PASTORE:

Yes.

Dr. GITTELMAN:

Great, thank you. I understand we're going to have an explanation of how to use what we're supposed to do here.

MR. COHAN:

Okay, basically, Board Members, this is a voice-lift system. Act as you would normally do in any board meeting. You do not have to speak into the microphone. It's just there to assist Ann Marie here with her stenography. That's all it's for. So the only thing I might ask to refrain from is maybe banging or shuffling around too much, because that does get picked up on the microphone. Other than that, just talk normally in your normal voice. It will pick up everything, and this, again, will assist Ann Marie.

Dr. GITTELMAN:

Do you have Todd's video?

MR. COHAN:

You just have to introduce it, and I can turn it on.

DR. GITTELMAN:

Wonderful, thank you.

MR. MALLAMO:

And this is being recorded, right?

MR. COHAN:

Yes, as soon as the gavel goes down, it's recording.

DR. GITTELMAN:

Are there any comments or questions from our guests or staff? We're sorry we're starting late. We were in a committee meeting that went over. May we have approval of the minutes?

MS. FUHRMANN:

Though I was not here last month, unfortunately, I do move that we approve the minutes with some corrections. On pages 13 - line 14, page 14 - line 8, page 16 - lines 3 and 11, it would appear to me that it is not Harlan Fischer speaking but Olivia Fischer speaking based on the contents. I don't know if anyone else has any other comments, but I move that we approve the minutes as amended.

DR. GITTELMAN:

Any comments? Do I have a second?

DR. PECORALE:

Second.

DR. GITTELMAN:

All in favor? Opposed? Abstentions? **The minutes carry.** Thank you. In the public relations report, you have clippings in your packet from Todd Shapiro. He called me and asked if this evening since there was a conflict, if they could not be represented, and I said that would be fine inasmuch as they have been present at the last five or six meetings, I think. So we have some videos.

(7:35 p.m. – 7:43 p.m.: Video presentation of Channel 12 newscast on May 23, 2000 regarding the Vanderbilt Museum's dinosaur exhibit and again on May 24 regarding the international space station.)

DR. GITTELMAN:

I think what's interesting is that the Planetarium continues to get called upon for expert commentary. We really haven't heard anything from the Hayden Planetarium, and, believe me, they're in full gear. They keep coming here. I think the credit for that goes both to the Planetarium staff and to Todd Shapiro who I think has managed to push it. I think that's good PR.

We have one or two good articles in today's packet. You can look at it at your leisure. Moving on to the Finance Committee.

MR. PECORALE:

With respect to the public relation's report, I did meet with Brian Ferrugiari on the project of {Plymouth}, the boat that was owned by Mr. Vanderbilt that was taken over for the Second World War and sunk off the coast of the Carolinas. He has contacted members of Congress and is going to see what he can do about

getting a citation because it's rather unique that a boat or a ship was taken from a private entrepreneur or individual, went off to war and was sunk. I believe that he is going to be in contact with somebody here from the Museum to get additional information.

MR. MALLAMO:

I think we provided that to him; right, Carol? Carol Heart did that the same day; didn't you, Carol?

MS. HEART:

He is going to be coming out to the Museum next week to go over all the different kinds of information we have. I think he's going to be spending the day here.

DR. PECORALE:

I think Todd Shapiro should be complimented on following up on that. It was one of the things that we as Trustees were interested in to see if we could get some publicity on the {Alver} and it's wartime service.

DR. GITTELMAN:

Any other comments? If not, we'll move on to the Finance Committee. Tony?

DR. PECORALE:

You have copies of the Treasurer's report, which is actual through April. It fully demonstrates that we are doing a little bit better. You'll note that the endowment for the last two months was up. We are hopeful that this progress will continue for the remainder of the year. If anyone has any questions about the Treasurer's report, I would be happy to try to answer them for you.

DR. GITTELMAN:

Is that your report?

DR. PECORALE:

That's it.

DR. GITTELMAN:

Marge.

MS. FUHRMANN:

Do you want to do the auditor's report now or later?

DR. GITTELMAN:

The auditor's report is enclosed for review. We will revisit it next meeting.

MS. FUHRMANN:

Barry had asked me to let everyone know that his firm has merged with Paneth, Haber & Zimmerman} to form a new firm Marks, Paneth, and Shron. One of the reasons that they did this merge was that Paneth, Haber & Zimmerman has a very, very strong non-for-profit section. Though he will remain on Long Island and be our partner, he will have access to that office; people with greater expertise in the areas of non-for-profit should help us in the future.

DR. GITTELMAN:

Anything else?

MS. FUHRMANN:

Nothing at this time. He just asked that everyone review the report and if anyone has any questions, he would be happy to answer them at a later date.

DR. GITTELMAN:

Personnel Committee.

DR. PECORALE:

The committee met to go over the personnel manual and to review it. It will be sent to all members of the Board for their review. It's pretty much been cleared by the Personnel Committee for submission to the full board. I might want to remind everyone that this is an extremely important part of the reaccreditation because it's one of the items that the AMA looks to ensure it's up to date. So when you receive it, please review it and come to the next meeting with any questions you might have. I'll be glad to try to answer them for you. I think you're planning on sending that out for the next meeting, Lance?

MR. MALLAMO:

Yes.

DR. PECORALE:

So you should have it sometime between tonight and our next meeting, and, please, anything at all that is in there that you have any questions on, bring it to us.

MR. FISCHER:

Do we have a date for the next meeting?

MR. MALLAMO:

We don't yet. We're going to discuss that a little bit later.

DR. GITTELMAN:

All right. Education and Exhibits.

MS. FUHRMANN:

Thank you, Steve. From July 10 to July 12, Lance, Lorraine {Fernolo}, Mark McHugh, and Corky will be attending the International Planetary Society Conference. In particular they will be looking into the Designing a New Planetarium Program, which they will be presenting at that time.

Though he is not here, you all met him on the video. We would like to announce that Mark McHugh is the acting head, the Acting Curator of the Planetarium. Mark has been with the museum for about a year. He has a BS Degree in Astronomy from Stonybrook. Currently, he has been revising and reprogramming the school programs and the public shows. He has also received training as a console operator.

Living History is up and running. The servant's wing is now part of the Living History Tour so you have more of an upstairs/downstairs atmosphere. Work is continuing on costumes and accessories. Additional volunteers are coming on board. There are four new greeters, and they are looking for additional people to act as extras during Living History Tour. They eagerly await the gardener's return.

The gallery lighting project will be part of the capital improvement project for lighting. They're working with a conservator, Paul Emelstein. He has been advising them as to upgrading the lighting in the natural sciences rooms. He is currently recommending a xenon bulb, which is good for 10,000 hours for the birds' room. He will be bringing a mock sample up to show Sue. The take is that the lighting quality is good. It will allow us to keep the look of the museum from Mr. Vanderbilt's time but utilizing much more modern equipment in that these bulbs are good for 10,000 hours, which means they won't have to be constantly redone. Some of the areas will be on tracks and some of them will be fixed. Nothing is finalized just yet, but this is what his recommendation has been up to date.

[Gary C. Fiscoff entered the room at 7:50 p.m.]

Everyone in their packet received the {Kelp} program information, and there's plenty of room left on the trips, and there's plenty of room left for the summer program for children. If anyone is interested, talk to Sue.

We would also like to introduce Lorraine {Fernolo}. Are you here, Lorraine? No, Lorraine has left, okay. Lorraine is responsible for the public and schools show presentations. Mark McHugh is doing to the technical end of it. He provides the technical expertise. She does the presentation end of it. They're trying to tie the educational programs and the Planetarium programs together so that there is

uniformity to what is presented at any one time. The feedback has been very positive on the Planetarium shows now.

She is also restarting the adult education program. She is working with a retired astronomy professor from Stonybrook. One of the things that they're looking into doing is a ten-week hands-on course for adults, one and a half-hours a week. Another thing they're looking into is a once a month adult lecture on the current night's sky. A third thing is an introduction to telescopes and how to use them. We will also be selling telescopes.

The kitchen and servant's wing is open and part of the tour, as I have already mentioned. The Long Island Pressured Glass Society has filled the cabinets in the kitchen so that they look authentic to the period. The second room is a butler preparation room and the third room is called the turn-around room, and it looks like they're packing for a trip. There are trunks and things in there. There are vintage labels on order. We have vintage linens now. They are always looking for more linens if anyone should have any from the appropriate period. They would love to talk to them about donating them. The kitchen and servant's wing will have a seasonal feel to it. Right now it's set up to make lemonade and to pack for picnics. Toward the winter it will be more of a Christmas kind of look. They are looking into obtaining a donation so that the dumb waiter can be fixed and be incorporated into this exhibit.

The transportation exhibit opens on July 6. Part of this exhibit is a history of the Vanderbilt family and how they made their money - Grand Central Terminal and the Staten Island Ferry. There's both a historical feel and a pomp feel to this. Included among the exhibits is a board game based on the Vanderbilt's, which is kind of fun, called the Vanderbilt Cup.

Florence is working with two consultants, Sharon {Kouvesky} and Don {Adlyn} on researching materials for the drapery project. They are both working with the {Bitter} family of {Scalomodra}, and one of the things they're looking into is licensing the line, which would then provide us with the materials. This had worked previously well for a project that Lance had been involved with.

On July 5, a new Planetarium show is opening called Millenium Mysteries. It has to do with calendars as timetables, how they affect us today, and how astronomy is used to track time and note it. And that's the end of Exhibits and Education.

DR. GITTELMAN:

Any questions or comments? Thank you for that report, Marge. Okay, the Development Committee.

MR. LUECKE:

There's a Development report in the packet, which covers everything that we went over. At this point, the development is the Vanderbilt Ball. I'll turn that over to Harlan for whatever thoughts he has on that.

MR. FISCHER:

As we have done over the past several weeks, I'd start by turning the first part over to Olivia who is my Co-chair on this project.

MS. FISCHER:

Welcome back, everyone. I'm glad we're all here tonight. We have a good crowd. We're gearing up, as you know, for our 50th anniversary, and the ball will be on September 16. We're honoring our President, Steve Gittelman, which we're very happy about. I think the first meeting I attended we had three Trustees named to the Executive Committee. At the end of our last meeting, I was very happy to find out that there were more Trustees that wanted to be involved in the ball. Now we're up to six people who are doing a great job. We're working very strongly as a team, and I'm very happy with the way things are going. Without any further ado, I would like to turn it over to Bertram Seides who will fill us in on the ball.

MR. SEIDES:

Thank you, Olivia. As we mentioned at the last board meeting, we reported that we had 11 tables still available. We have 30 in total. Tonight I would like to report that we have 14 tables taken. The invitations will become available at the champagne reception coming up. After this meeting, if you wouldn't mind letting me know the number of invitations you might need. Those you could send out or if you feel like it you can have Sylvia Young take care of it if you feel she might be a bit more comfortable sending them out. We thought you might send some out and put a personal note in those invitations to encourage our guests to join us.

I need to know this evening from each of you what number of invitations you will need regarding your legislative appointee. If you would let me know at the end of this meeting or I would be happy to call each of you and find out how many Legislators you have in fact invited or intend to invite.

In regard to the ball, we have a couple of special events we're working on. One is a special gift for each of our guests for the evening. We have a very special presentation, which we will inform you about at our next Trustees' meeting. That's the end of my report.

MS. FISCHER:

Thank you. I would now like to turn it over to one of our new Trustees, Michael Broxmeyer, who has graciously accepted a position of Chair of the champagne kickoff reception.

MR. BROXMEYER:

Thanks, Olivia. We will be having the champagne kickoff reception on June 29, which is a Thursday at 6 p.m. It will be in the courtyard of the mansion or if it rains in the Lancaster Room. We're hoping to have 50 to 70 people attend the event. Olivia has arranged for Joan and Bill Mills from House Magazine to attend. The invitation and letters have all gone out. I just wanted to take a moment to thank Harlan, Olivia, Howard, and Sylvia for providing a list of the people. If you have anyone else you would like to invite, it's not too late to invite them. We're hoping to get a lot of pledges that night.

The champagne and beverages have been donated by Doug Shaw who was unable to attend tonight. He will also be overseeing the entire catering aspect of the night. I just wanted to thank him on the record. Unfortunately, he can't be here to hear that.

There will be an agenda for the reception. Olivia and Sylvia will be talking to everyone about the pledges for that evening and how to time it throughout the evening. Obviously, we're all trying very hard to make a lot of money for the event. There will be various sponsors and sponsorship level opportunities that you have heard about and have been given handouts. So please speak to Olivia or Sylvia about your contributions.

Finally, that night we're going to be announcing the goal for the 50th anniversary, which will not be stated until that night. That's my report.

MS. FISCHER:

Thank you, Michael. We really are hoping that everyone will participate. Bring your friends that have the capabilities of pledging as well. We're hoping to make it a big success. It will be a start to the 50th anniversary celebration, at least as far as the ball goes. So the big push will be starting at that kickoff reception and the invitation will debut at the reception. As a matter of fact, something else will be debuting that night, so I would like to turn it over now to Tim Votapka, if I could, and who will talk about our marketing strategy folder.

MR. VOTAPKA:

Thanks very much, Olivia. Yes, the rumors are true. We are working on a new brochure that will be available for the champagne kickoff. My sympathies to Sylvia. She works this out over the next couple of days to get this finalized, but I

will pass around a comp layout that everyone can review. It's relatively actual size, 9 by 12. That's the folder and then in the second file are the sheets that will be inserted into the kit. The folder itself will be used indefinitely. It could be used for PR purposes for corporate presentations and then the sheets themselves discuss various funding opportunities, other departments, and other areas that are of interest. So we're in the final stages. This thing will be printed, and we're very excited to see it come to fruition because this really reflects the profile and the position of the museum. We're proud of it. I also want to thank a lot of people involved with this. Sylvia, obviously, is putting in a lot of time to get this thing done. Carl and Gary were part of some initial meetings on the creative end of this, and we have to acknowledge them, and Gina {Stefali} is the designer of this, and she deserves a little round of applause when this gets finished. I also want to thank some of the staff. Last Saturday I was up here taking some pictures during the day waiting for a good sunny day. I have to tell you it was really nice to have the run of the place without the crowds. My daughter and I had really two hours of quality time. It was really wonderful to see it through her eyes. Hopefully some of the photography will come out and you can use that for other purposes too. I'll turn it back to you.

MS. YOUNG:

Just to add one thing to that. It looks like, I think as of tomorrow morning, we got the project, the printing project, which is at least 5,000 to 6,000. It's probably more than that. LIA – we just joined with them. Somebody called me and it just clicked between us. I think that should be mentioned.

MR. VOTAPKA:

Does anyone have any questions about this piece?

MS. FISCHER:

Thank you, Tim. I think I'll move on to a slightly different aspect, but we will be talking about it at the champagne kickoff reception, and that is our journal. Again, a new Trustee has volunteered to head up that endeavor. I'd like to turn it over to Ed Hahn.

MR. HAHN:

I met with Sylvia Young this week regarding the journal. I'll be assisting her in whatever I can do. Basically the journal is structured so that it's going to be letters from County Executive Gaffney, a letter from Governor Pataki, and a letter from President Clinton with respect to the gala and also congratulating Steve as the honoree. There will be a section, a picture and bio of the honoree. Hopefully he'll approve of both the picture and the bio.

DR. GITTELMAN:

Let it be an old picture.

MR. HAHN:

There will be a letter from the chairpersons, congratulatory letters, letters from the Executive Director. There may be a section with photographs of the museum and different activities that have gone on here, which will be a nice touch, I think. Most journals are kind of ads. This sounds like it's going to be more of a commemorative type of journal that people will save, hopefully. The cover that Sylvia has in mind is very attractive. I think photographs in it will be a nice touch as well. The printer is BG Graphics from Huntington Station whose owner is Bill {Bon}. They also print up the newsletter, the Eagle's Nest.

So we're moving ahead with respect to that. Everything in terms of the mechanics is moving forward, but probably the biggest aspect is the individual announcements in the journal, which really is the most important part of it because that's where all the money comes from. We're looking at September 16, which is technically three months away, but if you factor into the fact that it's now the summer time, it's more like a month and a half away, with people being on vacation and things like that. So if you look at it this way, I'll be reporting each meeting where we stand in terms of how the Trustees are doing, getting people to contribute to the journal. There are only two meetings before the ball, so there isn't really a great deal of time. I think we all have to make a concerted effort to put the muscle on people that put the muscle on us in the past for contributions to journals and things like that.

As I said, I will be keeping track of where we stand with respect to different people that are contributing to the journal, the contributions, how the Trustees are doing, kind of keeping the statistics. At this point, there isn't all that much to report about, but hopefully by the time we get to the next meeting, there will be a significant amount to report.

MS. FISCHER:

Thank you. I just need to take a quick run. We have a quick study over here. I don't like to leave anybody out, particularly somebody who is on the Executive Committee.

MR. FISCHOFF:

I was afraid you were headed toward me.

MS. FISCHER:

I'd like to now turn this over to one of our hardest, strongest working members. I wish I could have handed him some pom-poms because I need him to be a real cheerleader. Gary Fischoff.

MR. FISCHOFF:

I'm reading these notes here. With the champagne kickoff, I know people who are on our – what do we call it – the Honorary Committee who are people that I know who I asked them and they agreed to join. I spoke to one of them already to make sure he got his letter and whether he will be coming. Whether he leaves on vacation that day or the next day will determine whether he comes or not. The other two I'm going to follow up with. The same applies to all the other Trustees. You need to call any of the people on the Honorary Committee who you can be instrumental in having them join the committee. If you know them, please make sure they got the letter, make sure they're coming, and maybe they want to bring a friend or two with them, so we could have a good showing at the champagne kickoff. That's basically going to set the trend for the rest of the event. Of course, when you talk to them or others, you want to make sure they support the sponsorship, because that's where we make money. We said it over and over again, not on tickets to the dinner, which don't make us all that much money. It's fun, and we like to have people come to the museum and have a good time. But the important thing is to get people to send us dollars or sponsorships so that it's mostly profit.

Finally, of course, as already said, we want to get support from the journal. If somebody doesn't want to buy a ticket, or they don't want a sponsorship, then get them to give us a business card with \$100 because plenty of those will accumulate and add up to a good journal and a lot of revenue for the event. So the basic message is, call everyone you know and get them to write you a check in one form or another.

MS. FISCHER:

Thank you. And, of course, last but not least, my very favorite, Mr. Fischer, your turn.

MR. FISCHER:

You didn't leave me a lot of notes here. Just a couple of things I'd like to go over. You have heard, obviously, from a significant number of the board, and you can see that this is a team effort. The success of this 50th anniversary ball, the whole 50th anniversary year isn't just one or two people. It's everybody in this room. Everybody may or may not be good at exactly the same things. So we're obviously trying to find everybody's area that they'll be most comfortable and do the most work and put in the best effort. So if there's anything that you feel that you can do or any particular area that you'd like to be involved in, just let us know. We don't want anybody to be doing anything that they're miserable about. Otherwise it will detract from the success of our efforts.

I was so excited about this that today Tim and I were talking on the phone. He was talking about how he brought his daughter here, how beautiful it was, and how he was walking around here. I was here yesterday afternoon. We got here a little early for the music under the dome concert. I was sitting outside and listening to the water and the fountain and just watching the birds fly around, thinking how wonderful a place this is, just to be able to spend some time here and how beautiful it is, and how great everything looks. We really have to do everything we can do to keep it this way and make it better. The only way we're going to do this is through significant fundraising efforts. This is a one-time opportunity because you don't get a 50th anniversary every year unless you travel faster than the speed of light. Maybe some time they will interview us on that.

In any event, it's an exciting time to be doing this. Over the last several meetings, some of the Trustees have gotten up and have given some commitments as to – we talked about give or get. I handed out some printouts on that over the last couple of meetings and it seems that more and more Trustees are being caught up in this whole concept of what they're going to contribute and how much they're going to be involved financially. I know there are a couple of people, and they just happen to be sitting on both sides of me, that said that they wanted to say something during this meeting. Marge.

MS. FUHRMANN:

No, Tim can go first.

MR. VOTAPKA:

We were discussing the recent experiences we had, what's going on with the Museum, the awareness, and the need for it. I said to Harlan, "I honestly don't know what to pledge. I don't know how deep of a hole I would step in, but I could at least commit to raising at least \$5,000 worth of corporate and contact support through networking efforts," and he didn't seem to hang up the phone after that so I figured I would mention it tonight. Hopefully I'll be able to double it. So we'll see what happens.

MS. FUHRMANN:

Not to sound like a copycat, but Harlan and I were speaking this afternoon about the upcoming ball. He was reminding me that Olivia was bringing this book to write in. I also got into a discussion about levels of contributions. I said pretty much the same thing Tim did. I wasn't exactly sure, and fundraising is not one of my favorite events in life, but I felt comfortable saying at least \$5,000 will be generated by me.

MR. FISCHER:

Part of that conversation, Marge said, "I'm not in business. I don't know who to talk to." I said, "Marge, let's just think about this. You just had this big bar

mitzvah. You just had that at the park and why not talk to those people for them to take an ad in an area.” I think there is going to be another event that Steve is involved in. I mean if these people don’t take an ad, they should do it without question.

What we have to do and the key to this whole thing is to think about all the people that you work with on a daily basis, where you get your hair cut, where you get your car serviced, who you lease your car from. All these people that see you and they have no problem running our credit cards through their machines or whatever they’re going to do. So the one time you hit them up for something that’s important to you, and you can make it seem like a chore.

For those of us that have desks, I have stuff right on the desk. There isn’t anybody that doesn’t come into my office that doesn’t hear the Vanderbilt Museum story. That’s how we have to bring it out to the public. The more people you talk to about it – you don’t have to wait for brochures, you don’t have to wait until the official kickoff time. You can just talk about it. If people know these are things you are involved in, and they are important to you, people are going to do it. Even if it’s business cards – ten of those business cards adds another \$1,000. So it doesn’t really take much. If you have an accountant, your attorney, your dentist, your doctor, all these people – you’re surrounded by people that all you have to do is ask or tell them this is what you want to do and it’s important.

You can pass these around. Just make sure everybody has them. This is a way to keep track of who you send out requests to, their business name, when you sent it out, follow-up date, whether they said yes or no, maybe, when they sent stuff back to you, the type it was, whether it was a journal they had or a sponsorship and the dollar amount. This is to keep track. Do you see this format? You can make up your own format. If you like this format, we’ll make it bigger for you. We’ll do whatever we have to do to make this as simple as possible. But what will happen is that you will have enough things going on, you’re going to forget to call somebody back or follow up on it. It’s just a lot easier to have a checklist handy to do that. So this can go in your giver kit, as we say.

Also, I have some other things to hand out. Rather than bring the overhead projector out again, I was having a discussion with Steve on the phone, and I do take notes when I talk about things. I’ve learned all about give or get from Steve. I learned about some other things. In his words, we talked about what the Trustees’ jobs are at any organization. He said what Trustees give are wisdom, time, and money. It’s not that you can choose one of the three necessarily, but it’s all of those things. With wisdom we have a lot of people who have been around here a long time that have years of experience. One of the things that we

try and do as Trustees is figure out ways that we can improve things, if there is any way we can do things a little better. One of the things that I have had to learn here somewhat is if we can do this and be politically correct about it. Our job is to help. Our job is to figure out ways to make the employees' jobs a little easier for them to do their job and to come up with the funding necessary so that people look forward to coming here to work and they look forward to coming here to visit. That's where our wisdom comes in.

The time issue is the time we spend here at board meetings and sometimes walking the grounds, seeing how the plants look, and I have to compliment Bert. For those of you who have been on the courtyard recently, there are thousands and thousands of new plants in there. There's more space in there now. This is a prime example of give or get. You don't have to come up with checks. To come with those kinds of plants, and there are plants that are not even planted yet. So we're just looking forward to that. As soon as I come home, I hear about the new plants that were planted in the courtyard so I get a day-by-day commentary of this, plus other activities that we're involved in.

You can pick and choose activities as a Board Member that you want to be involved in. One that I started right after I came here was the music under the dome series. There are a whole bunch of things like that that you could say you want to be involved in in any particular area, such as the Hall of Fishes, the courtyard restoration, or any particular project. You can make it your own and spend time with that.

The other thing, last but not least, is money. I have to say from my own experience as Trustees in different organizations that this is what Trustees do. If you think that as a Trustee your job is to just come to meetings and sit around and record stuff, that's not what it's about. What it's about is fundraising for any of the organizations, give or get. One of the things about this museum is that all the operating expenses don't come from the County. So in order to pay salaries and just have the kind of shows here and the quality of equipment to provide the shows, we have to raise those funds. The question is who is it that you know? What people do you know? Think of all the people. If you sat down with a yellow pad or a spread sheet and started to write down the names of all the people that you've crossed paths with on a weekly basis in all the things you do, every one of those people should hear from you about fundraising and some kind of contribution to this organization, especially this year.

One of the things is if you look around here, I would say that we have plenty of brains in this room. All of us don't get to go and talk about dinosaurs, but we certainly have enough intelligence. What we need is fundraising, and we need it this year. With your help we should be able to do that without any trouble whatsoever. So if you need anything more, any kind of spreadsheet – even this

morning I offered Carl if he had some letters he wanted to get out, if he didn't have the facilities to do it, if he gave us the list we would print them up in our office and get it out for his signature. Anything that myself or my staff could do, just don't hesitate to let us know.

We look forward to seeing everybody on June 29 at six o'clock. It's going to be a great kick-off event. Even if invitations went out, just grab somebody and bring them along. You can grab them the day before. Tell them you have this great event you want them to come to. Just join us and suck them into it. That's how you do it. Everything doesn't have to be that formal. We look forward to a great event that night, Thursday, six o'clock, June 29. We'll see you there.

MS. FISCHER:

I believe that's the end of our report. I would just like to say on a personal note, I'm having a real ball doing this. It's a lot of fun. I've been working with many people on the staff, and they have all been wonderful to me. Every time I come over, they bend over backwards for me. I really appreciate it. That's the end of our report. Thank you.

DR. GITTELMAN:

Thank you. Are there any questions or comments? Thank you all for what is obviously a wonderful team effort. In all the years I've been here, I have never seen a better team focusing its energies at any fundraising event. I'm sure the staff will agree that this is a very welcomed change. It's very exciting, and I'm sure it will all succeed because of it. Director's report?

MR. MALLAMO:

I'm just going to add my two cents to that, Steve. I can never remember a time in many, many years, all my years that there was so much energy and enthusiasm regarding a project. I won't even say it's the ball. I think the ball has expended into every facet of our operations. At the Trustee level, I have never seen a group of people working so hard for what we all share as the vision for the Vanderbilt Museum. I'm just thrilled with it. I think it extends to every avenue of our operation, and I'll give you a few examples. Harlan mentioned, and he kind of stole my thunder with Bert's contribution with the nursery stock, which I will take credit for because I remembered saying to Sivlia that we were looking for donations and I said, "I think Bert's place in Center Moriches has a big greenhouse next to it. Why don't we give him a call." The next thing I knew, not only did he arrange for it, but he drove the truck here with the stock in it, and I'm almost afraid to ask, probably unloaded because he got here after hours. We never expected this response.

Of course, this keyed in with our master gardener program through Cornell Cooperative Extension. Even though it looks like the Cornell program isn't going

to begin until August, we have started the master gardener program. There's a very talented team of volunteers who have not been bashful about what their needs are. They have handed us a list every week saying we need these supplies. We have done our best to get those supplies at no cost, and I think we are certainly exceeding that effort. They have certainly turned that into a major asset, and not only in the courtyard. Our guys have gone on and worked on the cloverleaf garden in the pool and the tea pool has been restored, even temporarily. We know that there is a big capital project that's going to go on with these pools, but these pools were leaking badly. The fountains didn't work. Bill, Mike, and the grounds' crew got the tea pool fixed up and painted and the fountain in it. I think for the first time we have every pot with a geranium in it around the mansion. How many pots are we talking about, Bill?

MR. DIECK:

237.

MR. MALLAMO:

Not only that, they're all being watered, which is amazing, by the whole team. We've divided up the watering responsibilities throughout the place. Everybody is kicking in and getting that done. The property, I don't think, has looked anytime better in my memory, and I go back a number of years here. It's really starting to pick up the feel that the Vanderbilt's are here. In fact, I think we're going to have to start coming up with a story in the Living History to explain the pool, that there was a hurricane last week. That's the only thing that doesn't look good now, the pool cabanas.

We're all excited. We see it across the board in the opening of the new exhibit area with the servant's wing that so many people contributed to, the new products that are coming out of the Planetarium in the educational programs and the new show that we're going to have here. Everything seems to be going so well for the Museum. I give everyone here joint credit for doing that, the Trustees and the staff.

I know I'm diverging from the agenda a bit, so let me get a little bit closer to it. I have down here a Capital Budget update. The Legislature did review our Capital Budget, and there were a number of changes to the budget, but I'm happy to report that we only had one change to the budget that the County Executive submitted. That change involved removing \$250,000 from our driveway and gutter project, in which I had requested to repave certain parking and walkway areas. The County Executive, I understand from his staff, will veto that because they feel that this is a public safety issue that the paving should be in good shape for the public. That was the one change that I am aware of.

We did see a major new project included in the budget, and that's the waterfront development project. It is our hope to link the boathouse and the seaplane hangar. That's a one and a half million-dollar project for the years ahead. There has been a major effort on the Department of Public Works to get moving on a number of projects that have been in the planning for some time, and we are rapidly coming to a bid ready event with the HVAC project and the electrical wiring project, as well as the seawall restoration. That should be going out within the next three to four weeks, the seawall, the HVAC, and the electric. We're just waiting for some minor notifications from the Museum on what specifically we need in certain areas to do with the lighting. I think Marge spoke to that in her report about that.

Ted Godek is now functioning as the County Architect. I think he has been here several times with his staff and is really committed to not only getting these projects moving but to do the right thing. He has a wonderful aesthetic eye, is keyed in to where he sees potential problems, and has directed his staff to do whatever it takes to overcome those issues.

You will notice in our parking lot we have a new garden gift shop in the old Vanderbilt tennis cabana. This has just opened, and Barbara Oster, our Business Manager, this was her idea. She has been working with Betty McQueeney, our Gift Shop manager, to make that happen. We look forward to a great new retail outlet right where you're about to leave the museum to just pick up that last minute gift as you're leaving. We hope that that will be a success this summer as well.

Our laundry room project was delayed a little bit. We have sent in the Health Department permit, and that received a rejection, but I have spoken to them at the Health Department and provided them with the information that they require. They do believe that in receipt of this information, we will be getting the permit that we need to operate that. We are working with Frank to get that up and running within the next month.

I have also been working with the Centerport Fire District. We have a fire siren at our front gate on a large pole that was deactivated several years ago through the electrical distribution project that the County executed at that time. Rather than reactivate that siren, we have come to an understanding with the Fire District that will allow for the installation pending approval of the County of an eight-foot antenna on the roof of the marine museum. This will not be in an area where you would see it. It would be toward the center of the building. They will also, as part of that project, relocate our antenna from the gatehouse where you come in, that big 30 foot high thing, to put a smaller antenna also on the Hall of Fishes out of public view. We have agreed to do the application to the County for this. The cost would be borne by the Fire District, and then the unsightly phone pole and

siren that is at the gate would be permanently removed. That's another project we're working on.

We're gearing up for our July 6 anniversary here at the museum. That will be the day the Museum is opened for all activities for a 50 cent per person charge on a first-come-first-serve basis. We will be doing our Living History Program through the day. Our Planetarium show, the new show, should be up and running. That evening we'll be having our Trustee/staff family picnic. I encourage all Trustee and staff members to come with your families. This is in the courtyard. I think it will be a great event. For further information, you can call Rita Beckman of my staff, and she'll give you all the details, time, etc.

I have submitted the Operating Budget request for the year 2001. We'll be having the County Executive's review of that budget on Friday of this week. We are also in the process of seeing a resolution to provide the \$1.2 million guarantee underway, so we expect that that will be done in the near future as well.

In closing, we're really gearing up to begin our reaccreditation of this year. So I think with the momentum we have going we can't help but succeed. That's my report tonight, Steve.

DR. GITTELMAN:

Any comments or questions on the report? We have come a long way. I remember when we moved the tennis cabana. It used to be back here, and we moved it out there I think about eight years ago. We have been waiting for it to be used. Things go slowly at the Museum sometimes. The Trustees that raised the money had expectations that it would happen sooner. That's the way it goes.

We are working hard to get the \$1.2 million cash flow from the endowment. It's an important subject that comes up during the summer. It's kind of the summer Armageddon for the President of the Board and the Director. Unfortunately, this is the way that it's structured. Especially for the new Trustees, it's important that you understand what we're going through and why. The endowment was provided by Mr. Vanderbilt and it's grown. About six years ago, I suggested that the endowment be invested in a balanced portfolio more appropriate for today's modern conditions. The Legislature took approximately a year to put that suggestion into place, but they did so, and the endowment grew from \$12 million to the \$17 million that it is now.

However, the museum receives a certain amount of income, which is dependent upon the income generated from the endowment. In those years, if you recall and I certainly do, where interest rates were 10 or 11, 12 percent, they had \$12 million, they had a \$1.7 million budget, and they were receiving \$1.3 million from

the endowment and only had to raise through their own sweat of brow another \$400,000 or \$500,000 to meet their expenses. Clearly they were able to carry enormous balances in their checkbooks. It was a grand thing.

I think one of the most difficult challenges that confronted the Board of Trustees a decade ago or a little less was when the interest rates began to drop. All of a sudden as the interest rates dropped, they started to break below a million dollars. The Trustees at that time were confronted with – we can't let the endowment yield only interest income because it won't grow and keep with the times. We have to come up with a new formulation. We did; we suggested it. Unfortunately, the way it works is each year we go to the Legislature and petition them to give us a certain amount of money which originally was \$1 million a year and then we bumped it to a million two. That's where we're been at for three or four years now.

Each year it becomes, shall we say, a negotiation to see what we're going to get. Our budgets are clearly dependent on the \$1.2 million. They have approved the budgets. They understand the necessity of giving us the \$1.2 million, which if you look at our current expenditures would be slightly less than 50 percent of what the museum spends. Historically, that's far less dependency than the museum experienced because when it was a million two out of a million eight it was two-thirds. The endowment is healthier, but it is quite a struggle. This is one way in which the Legislature has a review period with us. They have a way of coming back to us, looking at us, and asking us for numerous reports, projections, and analyses. Perhaps that is proper, but I assure you it's far from fun. We are not sure exactly what will happen with the \$1.2 million because it depends on a bill that is laid on the table in the Legislature, and we often don't know what it says until we see it. We don't see it until it's literally being put in as law.

So keep tuned because these are always difficult moments, and we expect something to be put on the table Wednesday. Then we hope that whatever is put on the table will work well for the institution. It takes a lot of time. Lance and I have been calling each other about every twenty minutes, without exaggeration. It's endless back and forth.

One of the problems we have in getting the \$1.2 million cash flow from the endowment is because they look at how much the board has raised through fundraising. One of the arguments the Legislature gives us is, "Well, you just haven't come to bat, and you haven't delivered." And they're right in that regard. The Board has not been successful except for in one year, if you want to credit the Board with everything happening at the Museum, when the Dolan's came through with the money.

As far as Board's efforts, we were not a success last year. We tried two events; it didn't work. So the end result was we ended up not delivering to the institution what we needed to deliver in order to get the \$1.2 million through without a problem. We are struggling with it this time. That's what highlights the importance of the 50th anniversary ball. It's what makes it clear that this Board is functioning in a way that the Legislature wants us to function, and that is as a fundraising arm of the institution in addition to the wisdom. But clearly we are raising money. If we don't, then sooner or later the forces that oppose giving us \$1.2 million might simply say, "Well, we'll give you one, and you make up the two hundred thousand." That would be really tough. Let's hope we get the \$1.2 million and raise \$200,000 here, so we can really be ahead. Any questions? Any new business?

MR. MALLAMO:

I have one thing I wanted to bring up, which I had hoped to bring up at the last meeting, but I was ill, so I didn't get to bring it up then. But we have a conflict with the July Trustees' meeting. Harlan is going to be out of town that week. We felt that with the importance of the ball –

MR. FISCHER:

I think it wasn't just me. Several members –

MR. MALLAMO:

Yes, that's right.

DR. PERCORALE:

I am not going to be here on --.

MR. MALLAMO:

So if we could just go a week later, the same night.

MS. FUHRMANN:

The 26th? Wait a minute. I'm on the wrong month.

DR. GITTELMAN:

The 27th?

MS. FUHRMANN:

I can't do it that day.

DR. GITTELMAN:

The 25th, Tuesday?

DR. PECORALE:

I won't be here.

DR. GITTELMAN:

One of the problems with these things is that we have to accommodate as many people as possible because when it comes time for renewal, the County Code requires that if you haven't made 75 percent of your meetings, you're not eligible for renewal. If you miss four meetings in a row, then during your term, you can be removed. So we really want to make it, so that everybody can make it. Do we have a date here?

MS. FUHRMANN:

When do you leave, Tony?

DR. PECORALE:

The 11th, and I come back the 27th. If there's nothing you can do about it, unless you want to have the meeting on the 5th, if you're looking for a Wednesday.

DR. GITTELMAN:

That's two weeks from now. How about Wednesday, the 26th? Is that date acceptable? Okay.

MR. MALLAMO:

I should ask our stenographer. Is that acceptable to you?

MS. PASTORE:

Wednesday, the 26th?

MR. MALLAMO:

Yes.

MS. PASTORE:

That's fine.

DR. GITTELMAN:

The August meeting is Thursday, the 17th.

DR. PECORALE:

I can't make it. I won't be here. How about Wednesday, the 23rd?

DR. GITTELMAN:

That would be fine, Wednesday, the 23rd of August.

MS. PASTORE:

That's not a good day for me.

DR. GITTELMAN:

What would be good for you in that time frame?

MS. PASTORE:

Any night that week except the 23rd.

DR. GITTELMAN:

How about Tuesday, the 22nd?

MS. PASTORE:

That's good.

DR. GITTELMAN:

Is that okay for everyone? Okay, Tuesday, the 23rd. Any other questions? Any new business or unfinished business?

MR. FISCHER:

Can I just pass something out? I just want to give everybody the year-end schedule for the music under the dome series.

DR. GITTELMAN:

This brochure, by the way, is gorgeous. It's really very handsome. When are we going to get it?

MS. YOUNG:

It will be delivered the morning of the 29th.

DR. GITTELMAN:

How are we going to get it because I want to get right on it as soon as I get mine.

MS. YOUNG:

That night?

DR. GITTELMAN:

The next day will be fine.

MS. YOUNG:

That's the cocktail party.

DR. GITTELMAN:

Oh, that's the cocktail party.

MR. FISCHOFF:

If you see a typo, don't bring it up at the cocktail party.

DR. GITTELMAN:

Don't ever bring it up. Don't read anything you publish. Don't do it.

MR. MALLAMO:

One other item, Steve, in your packet you will see a brochure, {fleet} museums on us. This is a program we had talked about a couple of meetings ago. I just wanted to let you know the company we're in. We have some outstanding institutions on this list. We're the only Long Island institution listed here.

DR. GITTELMAN:

Okay, do we need an executive session?

DR. PECORALE:

I think we do need about five minutes on a personnel matter; right, Lance?

MS. FUHRMANN:

I thought so.

DR. GITTELMAN:

Okay. We have a motion for an executive session. All in favor? Opposed? We'll limit it to five minutes. We'll go in the other room.

(EXECUTIVE SESSION: 8:50 p.m. – 9:00 p.m.)

DR. GITTELMAN:

Motion to adjourn.

MR. FISCHER:

No, I have one other thing. Does anybody need 50th anniversary ball stationery and envelopes? Anybody else?

DR. PECORALE:

Move to adjourn.

DR. GITTELMAN:

Second. All in favor? Opposed? We're adjourned.

(The Vanderbilt Museum Board of Trustees meeting was adjourned at 9:03 p.m.)

{ } – denotes spelled phonetically