

SUFFOLK COUNTY VANDERBILT MUSEUM

BOARD OF TRUSTEES

Minutes

A regular meeting of the Suffolk County Vanderbilt Museum Board of Trustees was held on October 18, 2000, at the Vanderbilt Museum Planetarium, Centerport, New York.

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
Marjorie Kossoy Fuhrmann – Secretary
Donna deLuca Periconi – Trustee
Carl Luecke – Trustee
Timothy Votapka – Trustee
Robert LaBua – Trustee
Michael Broxmeyer – Trustee
R. Douglas Shaw – Trustee
Bertram Seides – Trustee
Lance Mallamo – Director
Olivia Fischer – Guest
Florence Ogg – Staff
Maryann Zakshevsky – Staff
Mark McHugh – Planetarium
Rita Beckman – Staff
Elizabeth McQueeney
Wendy O'Donohoe – Staff
Bill Dieck – Staff
Barbara Oster – Staff
Todd Shapiro – Todd Shapiro Associates
Ann Marie Pastore – Stenographer

Absent:

Edward Hahn - Trustee
Susan LeBow – Trustee

(Dr. Gittelman called the meeting to order at 7:20 p.m.)

DR. GITTELMAN:

Good evening, everybody. Do we have a list of guests in attendance?

MS. PASTORE:

Yes.

DR. GITTELMAN:

This is a regular meeting of the Board of Trustees of the Suffolk County Vanderbilt Museum. I'd like to invite any guests present to make comments to the Board or to ask questions. Thank you, again, for attending. Marge, are you prepared with the minutes?

MS. FUHRMANN:

Yes. I just have to find them. Okay, we're discussing two sets of minutes tonight, August 22, 2000 and September 11, 2000. I move that the minutes be accepted as written. I have no comments on either set of minutes.

MR. FISCHER:

Second.

DR. GITTELMAN:

We have a second. All in favor? Opposed? Abstentions? **The minutes carry unanimously. (12/0/0/2 Absent: Mr. Hahn & Ms. LeBow)**

Public Relation's report by Todd Shapiro.

MR. SHAPIRO:

How are you doing, everyone? I think we had a really terrific month, if you look at some of the clips and stuff. One thing we were striving for since we have been retained by the Museum was to get a front cover of Part 2 in Newsday. The 50th anniversary was the magic event. They did three pages, almost four pages on the 50th anniversary of the Museum. It was really terrific.

What we try to do is we figure because the celebration of the 50th anniversary was at night it would have been hard to get some of the television stations to come down to the event. What we did was we staged an antique car rally where we brought antique cars to the Bonwit Inn, which once served as the Vanderbilt's tollhouse. We had the Police Department close off about a mile of the road in the stretch, the Bonwit Inn donated the food to all these car enthusiasts, and they all came down, including Mr. and Mrs. Vanderbilt's car, the Lincoln. It was quite an event. We had a number of TV stations that covered it, and it really let off to the day of the 50th anniversary. If you look through some of the clips, I think you'll be pleased. I have some tapes here. Also here as well was the Suffolk Life editorial, which we talked about last month.

What I'd like to do in the coming months, if I could, is possibly sit down with some Board Members individually or in groups and get some ideas of some events or some things they would like to promote at the Vanderbilt, get some ideas and brainstorm.

Video presentation 7:25 p.m. – 7:35 p.m.:

9/13/00	WLIW-TV	50th Anniversary
9/14/00	NEWS 12	Antique Car Rally
9/14/00	LI NEWS Tonight	Antique Car Rally
9/14/00	WLNY-TV	Antique Car Rally

MR. SHAPIRO:

It was a fun event, and it was all donated by the Bonwit Inn. Well, that's my report. Thank you very much.

MS. PERICONI:

Well done.

DR. GITTELMAN:

I think before we go any further and considering we don't have a report for the 50th anniversary on our agenda, I wanted to share with you some of my feelings about the evening. I wanted to thank Olivia and Harlan and their committee for all their hard work. For me it was a landmark evening in my life that I will never forget. It was full of emotion, and it's very rare that anyone gets the privilege to be thanked for their passions. It just doesn't happen. Sure, sometimes when you're done and you look back someone may say thank you. But to be in the midst of something and to be thanked is beyond belief.

The evening was gorgeous. The honors were more than I probably deserved. Certainly, any accomplishment that might have been credited to me was a complement to all of you. It was something that my mom and dad will never forget and that my children will always remember. My daughter turned to me the next day when we were talking about the debates and she said, "Dad, why don't you run for President?" I said, "Emily, I can't run for President. You never quit at the Vanderbilt." Just having my children see this and be there with me to share, it was an absolutely spectacular moment. It didn't fall short of that.

We made our financial objectives. I think Harlan and Olivia and everyone else killed themselves to put together a gorgeous evening. I have never seen a team, the whole board work together so well. The fact that we made the objectives that we set out to do certainly is something that we have to credit to teamwork. We have to credit the leadership that Harlan provided – actually the team that Harlan and Olivia provided. All the Trustees did their share; some went beyond any reasonable expectation. Harlan, I feel, certainly did. I have nothing but gratitude and thanks to both of you and to everybody who has worked with you for an

unforgettable moment in my life. I know that I wrote to you, but I can't possibly express it more. This is from my heart. I just had to tell you that as an honoree it was the greatest honor I have ever received.

MR. LUECKE:

Well deserved.

DR. GITTELMAN:

Thank you, Carl. I really thank you all. I just want to shake your hand. I don't want to miss anybody. You all were great. You went out of your way. What can I tell you. I thank everybody who was there. You were wonderful.

We had our technical glitches. Everything has technical glitches. That was a very complicated thing to pull off. I think that we went into it as a team. We have to deal with any technical problems that remain as a team. Certainly anything that remains for us to deal with, a caterer or anything like that, we all take the share of the responsibility. I certainly do not want the evening, what was a fabulous evening, to be besmirched by anything. I thank you all. We didn't just raise \$200,000. We raised \$1.2 million. I think we met our objectives very well. That's what I have to say. I was hoping that anybody else who had anything to say would say it now. Tony.

DR. PECORALE:

I would like to put on the record a motion of the Board of Trustees that we thank Harlan and Olivia for the work that they did in making this a success.

MS. FUHRMANN:

I'll second that.

DR. GITTELMAN:

Is there any discussion necessary?

MS. FUHRMANN:

We could all just sit here and say how wonderful they were.

DR. GITTELMAN:

Why don't you?

MS. FUHRMANN:

We did. It was beautiful. They transformed the courtyard into something breathtaking.

DR. GITTELMAN:

We have to get all the pictures we can together so that we don't forget the night. All in favor of the motion? Opposed? Abstentions? **The motion certainly passes unanimously. (Vote: 12/0/0/2 Absent: Mr. Hahn & Ms. LeBow)**

Any other discussion? Yes, sir.

MR. FISCHER:

As you mentioned, it was a team effort. The fact that we had a significant amount of money to raise and a lot of work did go into this other than what Olivia and I did, I just want to thank all the Members of the Board that helped the way they did because it couldn't have been done without you. So everybody helped in their own different way, which is what makes a Board work the way it does. Olivia and I both want to thank everybody from the bottom of our hearts for all the help and effort that went into making this event a success.

DR. GITTELMAN:

Olivia.

MS. FISCHER:

I just wanted to say also to embellish upon what Harlan said. The staff really went out of their way to help me. I felt like I was a part-time employee here. When I was signing in tonight, I didn't know if I should write down guest or part-timer because I was here working with them quite often. They are a wonderful group to work with.

Just to come from another point of view, I noticed as I looked around that evening, and I flipped through the journal and saw some of the participating, that to me it seemed that this was really a Suffolk County event. There were people from all over Suffolk County. I don't know in the past if that would have been true, but there were tables of people from out east. There were certainly lots of people from Smithtown. It seemed to me that we kind of reached a different plateau that maybe we hadn't had in the past. It really seemed that everyone from Suffolk County was involved. They participated in the journal, and it was just wonderful. So for those people here in Suffolk County, I really thank all the guests that attended, all the people who participated in our journal, and the donations that we received. It was really to me very fulfilling to see something like that all come to fruition. It wouldn't have happened if we didn't have a wonderful honoree. So thank you, Steve, too.

DR. GITTELMAN:

Anyone else? Well, it's almost sad to see it pass.

MS. FUHRMANN:

Then we should start working on another one.

MR. FISCHER:

Easy for you to say.

DR. GITTELMAN:

But it was great, and I thank you both. Thank you so much. Okay, we're now looking for a Finance report.

DR. PECORALE:

I'm going to combine the two of them together, if you don't mind, Steve. First, everyone at the last meeting received a copy of the audit report. We must formally adopt that. So I'd like to make a motion that we accept the auditor's report as was presented.

MS. FUHRMANN:

I'll second that.

DR. GITTELMAN:

Any discussion? No discussion. All in favor? Opposed? Abstentions? **It passes. (Vote: 12/0/0/2 Absent: Mr. Hahn & Ms. LeBow)**

DR. PECORALE:

At the last meeting, every Member of the Board received a copy of the Personnel Manual. The Personnel Manual is, in effect, the benefits schedule for our employees. It also has to be part of our reaccreditation that we have to send into the AAM. I ask that if the Trustees would read it over, and if they have any questions or concerns, that they bring them to our attention. We had a Personnel meeting a couple of weeks ago and went over the concerns that were raised. Unless anyone else has any concerns, I'd like to ask that that also be approved this evening so that Lance can move forward with it. Unless there is any objection – and if there is an objection I will hold it until the next meeting. Hearing no objections, I'd like to move that the Personnel Manual be adopted as presented to the Board of Trustees.

MR. FISCHER:

I second that.

DR. GITTELMAN:

Any discussion? All in favor? Opposed? Abstentions? **It passes. (Vote: 11/0/1/2 Abstained: Ms. Periconi. Absent: Mr. Hahn & Ms. LeBow)**

MR. PECORALE:

Okay, as the Board knows, two of our very esteemed – actually three of our esteemed employees have left us for other positions. All of them are actually moving up the ladder, so to speak. Lance is in the process of redoing our organization chart since we do have these openings, but he has recommended and appointed one person, Betsy Harris, as Director of Research, Interpretation, and Public Programming. So I am informing the Board of that tonight. Perhaps Marjorie will have more to say about that a little bit later on. We are advertising for curatorial and technical staffing. If anyone knows of anyone who is interested

in positions in these areas, we certainly would like to hear recommendations. We will be contacting the colleges and various agencies to fill the positions as quickly as possible.

Additionally, our cleaner who has been working in the Museum for a number of years resigned. Lance had talked to the Personnel Committee about using an outside cleaning agency, and some of you may know that we have been doing that one day a week for some time. Now with the one cleaner having left his position, we would like to try using an outside cleaning agency for Monday through Friday. With that in mind, we went out to bid for the services. We received three bids, and we'd like to move in the direction of one of them this evening to see how it goes. We do have a 30-day cancellation clause in there so that if it's not working out, Lance can terminate the services. It's for \$32,000 a year, five days a week. The cleaning service will provide their own equipment and their own material. We believe this will be a savings over the salary and fringe benefits that we were paying plus for also the additional material and equipment. We wanted to bring it to the Board's attention. Lance does have our authority to sign contracts, but he wanted the Board to know about this. If anyone has concerns or wants any information or would like to ask any questions this evening, we would be happy to answer them.

MS. FUHRMANN:

You had said that the cleaners would be working five days a week. Would that be Monday through Friday or some other five day configuration?

DR. PECORALE:

No, Monday through Friday. You may recall that we used to have two cleaners. When the other cleaner resigned, Lance moved into the direction of hiring one cleaner Wednesday through Sunday. So we will have the cleaning service Monday through Friday, but Lance will have the other cleaner here over the weekend, which we think will allow us to do a better job cleaning the facilities, particularly the restrooms and things of that nature.

MS. FUHRMANN:

Thank you.

DR. PECORALE:

Lance did not ask that we approve the contract, but he did want the Board to know the details of it. It's roughly \$2,700 per month. If anyone has any questions, I'd be glad to answer them. Lance is going to reach out to other cleaning agencies, as well, so that we can take a good hard look at this in terms of a long-term solution to some of our cleaning problems.

The Personnel Committee is discussing a number of other issues. We hope to bring some other matters to your attention at a future meeting, but the major one will be reorganization of the staffing in the Museum. That's it.

DR. GITTELMAN:

Development Committee, Carl.

MR. LUECKE:

In addition to the 50th anniversary of the Vanderbilt was the Yacht Race. I believe Doug Shaw has something to report on that.

MR. SHAW:

I apologize because I need to run shortly. One of my museum volunteers passed away, and I need to get to his wake in Ronkonkoma. The Vanderbilt Cup was held on September 30. I think it was a very successful event. We had over 100 boats registered and nearly that many on the water that day despite the fact that there was no wind until four o'clock. I brought five boatloads over from the south shore so folks who had no prior contact with the Museum or north shore sailing learned their lesson that day, but they'll be back.

After the racing, we brought people up to the courtyard for a beer and chowder party. Lance and I spoke and figured there was somewhere between 300 and 400 people here over the course of a few hours. I don't know the final numbers on what we raised. I know we raised about \$5,000 in the live auction. We had some great gifts that were very generously donated. We managed to squeeze a couple of thousand dollars out of some people for some great stuff. Everyone who was on the committee and the folks from Centerport Yacht Club were incredibly supportive of the event. They had indicated that they were very much looking forward to throwing the event next year.

MR. LUECKE:

In terms of other events in the Development Committee, as you know, we are for the moment without a Development Director. We're going to have a meeting in the near future. I don't have the time yet, but I will make it at the Museum so it's convenient for everyone to decide what strategy we should use going forward. One of the strategies is Lance received a letter from a firm called the Charles Webb Company that specializes in fundraising for museums and other cultural institutions. There is no charge for a meeting with them to talk about strategies. So we will at some point invite them to see what they have to say.

DR. GITTELMAN:

One of the items missing from the agenda here is the appointment of a Nominating Committee. I know that a few Trustees have to leave early, so I thought I would inject that now so that everybody could partake in that. We left that off the agenda as well as the Education Committee. So we're doing very well.

MS. FUHRMANN:

I'm in good company.

DR. GITTELMAN:

With that, let me explain how it works. Usually it's three members on the Board who are appointed by the Trustees to become members of the Nominating Committee. They present a slate of officers at, I believe, the December meeting. Then those officers are voted on in the January meeting. However, all officers could be appointed by anybody. You could nominate somebody in the January meeting yourself if you want to have a run-off election. It's really the Nominating Committee that puts up a slate – a proposed slate that you consider. It's been pretty much the experience of the Museum to do this and appoint a Nominating Committee approximately now so that it has time to deliberate and take suggestions from other Trustees. So I would like to open the floor for nominations. Any Trustee can nominate any other Trustee or themselves if they so choose. Tony?

DR. PECORALE:

I'd like to nominate Carl Luecke to be on the Nominee Committee.

DR. GITTELMAN:

Okay, do I have a second for that?

MR. FISCHOFF:

I'll second it.

DR. GITTELMAN:

Donna.

MS. PERICONI:

I'd like to nominate Tony Pecorale.

DR. GITTELMAN:

Do I have a second?

MR. FISCHOFF:

I'll second that.

DR. GITTELMAN:

Marge.

MS. FUHRMANN:

Gary Fischoff.

DR. GITTELMAN:

Is there a second?

MS. PERICONI:

I'll second that.

DR. GITTELMAN:

Any other nominations? You could go to five and we can vote on the top three. You can do whatever you want. It's up to you. You don't have to stop at three. In other words we could ballot around the top three names and just do a count if you'd like. Are there any other nominations?

MR. FISCHER:

I'd nominate Marjorie.

DR. GITTELMAN:

Do I have a second?

DR. PECORALE:

I'll second it.

DR. GITTELMAN:

Any others?

DR. PECORALE:

Steve?

DR. GITTELMAN:

Yes.

DR. PECORALE:

I just want to say I would be willing to step aside because I would like to see some of the newer Trustees get involved in this.

MR. FISCHER:

That would be nice, too.

DR. PECORALE:

I don't want to predispose putting somebody's name in unless they feel they have the time. So if one of the newer Trustees --

MS. PERICONI:

But Steve said that we do not have to limit it to three members.

DR. GITTELMAN:

You could go to five if you want. It's your pleasure.

MS. PERICONI:

So we don't have to eliminate you. We could just add a new member.

DR. PECORALE:

But if one of the newer Trustees has the time --

MR. FISCHOFF:

Doug Shaw.

DR. GITTELMAN:

Is there a second?

MR. FISCHER:

Second.

MR. FISCHOFF:

If you leave the room, you never know what's going to happen.

DR. GITTELMAN:

We have five. Is there anybody else who wants to make any more nominations? We could have a run-off election. How do you want to do it? We can accept the five as the committee. Is that okay?

MR. FISCHOFF:

Five is adequate.

DR. GITTELMAN:

Is five adequate? Are you comfortable? Does anybody wish to make any further nominations? Do I have a motion to accept the committee as selected?

MR. LUECKE:

So moved.

DR. GITTELMAN:

Do I have a second?

MS. FUHRMANN:

Second.

DR. GITTELMAN:

All in favor? Opposed? Abstentions? **We now have the Nominating Committee. (Vote: 12/0/0/2 Absent: Mr. Hahn & Ms. LeBow)** I thank you all for serving.

DR. PECORALE:

You have to choose one of them to act as Chairman. The Chairman, over the years, has been Carl Luecke. I'm almost asking you to designate who it would be. Since he has done so well over the years –

DR. GITTELMAN:

Carl, would you act as Chairman?

MR. FISCHOFF:

The Chairman pays for breakfast.

DR. PECORALE:

Believe it or not, that happens to be true.

MS. FUHRMANN:

So what diner is it going to be, Carl?

DR. GITTELMAN:

We will allow the committee to establish its business when ready. Thank you. Before we go to the Director's report, Marge, we're not going to leave you out. We're going to the Education Committee.

MS. FUHRMANN:

Okay, thank you. As Tony stated, two Curators and Corky, our Technical Advisor to the Planetarium, have resigned in the last month. The Museum is in the process of searching for people to take those positions. They have contacted local colleges. Ads have been placed in the LIMA Journal, as well as AVISO, which is the publication of the AAM. Betsy has gone around to some local programs such as Wilson Tech and Five Towns College to inquire about people there if they would be interested in accepting these positions, particularly the Technical Coordinator.

The push right now in all of the curatorial areas is the rush for reaccreditation. That will be the main focus of this committee for the next year or so. In getting ready for that, the Museum will be purchasing a software package called {Past} Perfect, which is a collection data base program. It costs \$476. It's used by more than 1,000 museums in the country including the Museums at Stony Brook, which I know now have been renamed but I don't remember the new name, and the Huntington Historical Society.

Also, we have been very fortunate in that the JASON Project is studying Hawaii this year. As I understand it, this is a program through BOCES of a focus for study in public schools in Nassau and Suffolk Counties. We have had a great number of bookings for our Hawaii program in that it fits into this focus for study this year. There are three new educators, two of whom are certified in art. They are all working out well. We are very pleased to say that there have been no complaints this year from schools about scheduling Museum visits. In the past, there have been busy signals and whatnot. It seems to be working very, very well right now.

Those of you who attended know that the LIMA meeting was a tremendous success. Florence Ogg has been appointed President of that organization for an additional two years. Her focus at this time is getting ready for the holidays.

There will be probably one day for the holiday buffet this year. We will have an organist who will be playing Berlin and Rachmaninoff pieces because among the guests at the buffet will be Irving Berlin, Rachmaninoff and the Duke and Duchess of Windsor.

The week of November 13 through 17 the house will be decorated for Christmas, for the holidays, let me say, though I'm sure in this case it's Christmas.

The car people who were at the Vanderbilt Parkway session have given her a list of local restorers for the automobile. She was very pleased to receive that.

The new show in the Planetarium, which we mentioned last month and which Mark McHugh had developed and written, is very well received, extremely well received. It's become our most popular show for that age group. He is now working in the recording studio trying to develop new music for our Planetarium programs.

We have had donations to the mansion in the past month. Believe it or not, somebody had around the house a 1937 calendar. His name is Al {Velocci}. He has donated that calendar. Almost as surprisingly, I had an old sewing machine, which turned out to be of the correct period. Mark and I were very glad to donate that to the Museum. It's now in the turnaround room in the mansion. It's an old Singer.

The LIMA meeting for December, the date has not been chosen yet. But on December 10, here at the Museum Monica Randall will be giving a lecture on Currier and Ives prints. That's really my report.

One additional thing, I do apologize. In the past Carol Hart has acted as our web master taking all the e-mails that came in and routing them to the appropriate persons to respond. As you know, Carol was one of the curators who has resigned. Betsy will be holding a meeting to discuss how we will be approaching the web master position for now and in the future. They will be talking to people off site and perhaps trying to get somebody to be a volunteer web master from the community. That meeting has not yet been scheduled. That's my report.

MR. LUECKE:

Just a thought, the staff at work have to have an interest and a passion that go beyond entrepreneurial, etc. To have a staff member volunteer to be the President of a firm has to be very inconvenient, very commendable. We really appreciate that. That's a lot of extra work. I'm sure being president of anything is a lot of work.

MS. FUHRMANN:

Carl?

MR. LUECKE:

Yes.

MS. FUHRMANN:

Florence has been the President for the past two years.

MR. LUECKE:

I know that. That's why I'm saying that.

MS. FUHRMANN:

She has just signed on for another two years.

MR. LUECKE:

That's commendable. We have to really appreciate that.

MS. FUHRMANN:

It is a lot of work. That's it. It's a short report.

DR. GITTELMAN:

Thank you. Next time we'll put you on the agenda. Director's report.

MR. MALLAMO:

I'll just add, Carl, that I attended the LIMA Board meeting on Monday. I think I easily recognized the great esteem other museums hold the Vanderbilt on Long Island, not just Suffolk but Nassau and Suffolk. I just think that it's to Florence's leadership. They requested that she assume that. She takes the job very seriously. I don't think you just do it for the lunch, Florence. I know that we are held in very high esteem by other museums. That really goes to Florence's stewardship of that organization. We're very pleased to work with them.

In your packets I included something just for fun. It's very interesting. My wife was helping my younger son write a ghost story for Halloween on the internet the other day, and she typed in ghost stories as the main name. Among the many links that came up was the Vanderbilt Museum. She wanted to know what the Vanderbilt Museum had to do with ghost stories. It seems our Halloween show is "Legend of Sleepy Hollow." So it qualified to be included under ghost stories. She clicked on the Vanderbilt Museum, and she was brought to a site called Digital City, which I had never heard of. It had a description of the Museum and then said, "Would you like to give a review of the Vanderbilt Museum, or would you like to read reviews of the Vanderbilt Museum?" She went a little further and read reviews. This is a sample of many reviews that had been included on the Museum by people who have visited here. I am very pleased to say of all the reviews I read, all of them were glowing. It was a big surprise to me that this site was even there.

DR. GITTELMAN:

It's not a surprise that they were glowing.

MR. MALLAMO:

It's not a surprise that they were glowing but that it was even there and the variety of the visits was very interesting. I felt a real sense of pride that people noticed the many things we're doing here at the Museum. I just thought I would include that in your packet.

MR. FISCHER:

We got five star ratings from everybody.

MR. FISCHOFF:

Five great reviews.

MS. FUHRMANN:

Wonderful reviews.

MR. MALLAMO:

And there were many others after this.

DR. GITTELMAN:

If you want to hear great reviews, just stand with me at the end of the Living History Tour when folks come through and I do the exit interviews. It's consistently a great review. It really is.

MR. MALLAMO:

Here are some reviews –

MR. FISCHOFF:

But face-to-face people are maybe hesitant to complain. Here they can write and say whatever they want without facing somebody. I think it's great that people can easily write, complain, or do whatever they want anonymously here. They all chose to put in good reviews.

MR. MALLAMO:

If you notice, one of them goes on and on and on how great it is, and then she says there is also a marine museum, but she didn't get to see that. Also we're going to pass around some reviews by second graders at Manetuck Elementary School in West Islip and how they liked our Hawaiian program. So I'll pass those on.

MS. FUHRMANN:

It's our first set of reviews for the year of a school class. They're cute.

MR. MALLAMO:

I have to say things have been incredibly busy here after the gala or the ball. I assumed they would slow down a little bit before the holidays. That didn't happen this year. We really have so much going on.

Our volunteer program is under full swing. In fact, Friday evening, if any of you are free we are hosting a party for volunteers. We now have 37 volunteers working many, many hours here. It will be held at the Planetarium, and then we're treating them to a complimentary sky show afterwards. If you're free Friday night, don't hesitate to join us. Volunteers, I hope, are going to be our backbone of the Museum. Carol Sperandeo is doing a wonderful job in seeing that their needs are met, and that they are comfortable working here.

We are busy working on our waterfront project. We have two new educators that are art majors. They have been busy doing drawings of the waterfront for us. We're preparing a model in anticipation of pursuing our capital projects in several weeks. So it's really been an incredibly busy time, but we're really starting to see major fruits of our labors.

The other thing I will add about Cornell Cooperative Extension is that I got a memo from Chris Smith today. The funding to hire the staff to move into the boathouse has finally been secured. We will be interviewing here within the next two weeks. I will be on the interview team. Things are finally happening. That's basically my report, Steve.

DR. PECORALE:

Lance, just to mention to you, the Fleet Bank in West Islip has got a thing up about the Vanderbilt Museum. Do all the Fleet Banks do that?

MR. MALLAMO:

They do. We had the "Museums on Us" program here in September where Fleet Bank gave the Museum a \$5,000 gift, and we gave free admission to Fleet card holders. We did do an analysis of it in that Fleet customers, if we had charged them admission we would have secured fees of about \$900. Clearly this was a financial win for us as well as a tremendous prestige win with Fleet. We were the only Long Island Museum to be represented in that program which went up and down the east coast of the United States. I think there were three museums in New York City that participated. We're in very, very prestigious company. That's why it was listed in that branch. It was advertised in all branches.

DR. PECORALE:

The reason I asked you the question was because when I saw it, I stopped to talk to the branch manager, not saying that I had anything to do with the Vanderbilt Museum. She said to me that if I came to the Museum and charged my

admission into the Museum on my Fleet account, Fleet would reimburse me the admission.

DR. GITTELMAN:

That's because it's beyond the one-month initial period where everybody was free. When you came here you showed a card and got in free. I believe when it gets beyond the one month, now Fleet might be reimbursing.

MR. MALLAMO:

I am not certain of that, Tony.

DR. PECORALE:

That's what they told me. That's why I brought it up. I certainly think that's something that we should let be known. I just don't happen to have a Fleet charge card, but if –

DR. GITTELMAN:

I do.

MR. MALLAMO:

I will look into that, and I'll get you an answer on it.

DR. PECORALE:

I just think that's a promotion that might be worth letting be known because it might do something for us.

MR. MALLAMO:

We're also going to be participating in a fundraiser with Walt Whitman and Roosevelt Field Malls.

MS. FUHRMANN:

Are we doing that?

MS. MALLAMO:

Yes, we are.

MS. FUHRMANN:

Wait a minute. Which one are we doing? Are we doing November or October?

MR. MALLAMO:

I believe it's November 19. It's not just Bloomingdale's. It's the Walt Whitman Mall and Roosevelt Field.

MS. FUHRMANN:

They don't have a buy-in from all the department stores. I'm on the committee that's doing this at Walt Whitman. They don't have a buy-in from Bloomingdale's

yet on it and Macy's is studying it and so is Nordstrom. But all the small specialty stores must participate. It's a great deal. Especially since the mall will be closed if you don't have one of these tickets.

DR. PECORALE:

What is it?

MS. FUHRMANN:

Oh, you were saying.

MR. MALLAMO:

Well, you're on the committee, so why don't you talk about it.

MS. FUHRMANN:

I represent Josh's school on the committee, but I still know what's going on. Buy a \$10 ticket, and Roosevelt Field and Walt Whitman Malls will be closed at six o'clock on that date and reopened at seven o'clock by invitation with this \$10 ticket you bought. The only people who will be allowed in the malls are people who have these tickets. Everything in the mall is discounted up to 25 percent. There are going to be raffles, entertainment, food demonstrations, buffet tables, and a whole bunch of things. Of the \$10 you spent on the ticket \$8 is returned to the organization that sold you the ticket. The other \$2 goes to Simon Properties Project on Youth, which is a program they run through their malls throughout the United States to encourage kids who have dropped out of high school to go back to high school. They actually hold classes at the mall for these kids to get up to speed again so that they can return to school. It's a good program.

MR. FISCHOFF:

So we have to sell the ticket in order to get a benefit.

MS. FUHRMANN:

Yes.

MR. FISCHOFF:

Can we sell them here at the Museum?

MR. MALLAMO:

We sell them here at the gift shop for \$10 and we keep \$8.

MS. FUHRMANN:

And then you have to send them a check for the \$2. You keep the \$8. It's not that they get the \$10, and they give you back the \$8. You have the \$8 in-house.

MR. MALLAMO:

We did this with Bloomingdale's two years ago, and it was very successful for us.

MS. FUHRMANN:

Bloomington's is a different program because that's October 24. I'm on that too.

MR. MALLAMO:

You've seen our gift shop, which I have to thank the staff for pulling this together. I know that the merchandise staff, the business office, and the operations' staff who have been pulled between getting ready for the ball, cutting the grass, as well as being down a couple of grounds' guys and getting this shop opened, it's been a great effort on the part of the staff. They have done an outstanding job.

DR. GITTELMAN:

Thank you. I have a number of fundraising efforts that are currently under progress, one of which I have told you about before. I kind of want to bring it to your attention so we can all hold our breath again. If you remember two years ago, Rick Lazio submitted on our behalf a bill in Congress to get us \$400,000 to put together a museum on wheels that would be managed by the Suffolk County Vanderbilt Museum. It failed in Congress last year.

Now, of course, I doubt there are any of you who don't know that Rick is running for the Senate so he is no longer, shall we say, an active Congress person at this point. However, the bill is not dead. As these things will happen, the bill has become part of a major appropriation package. We are way ahead of the stage than we were the last time. We were dead by this point.

What's essentially happening now is that they are constantly keeping government operating so that they can deliberate on these packages. I understand there are six of them left. They are multi-million dollar packages. This is part of one of them. The President's legacy is at stake so the President is negotiating with Congress, and Congress doesn't want the President to have too much of a legacy. So I have been told we have an excellent chance of getting the money. When? Soon. For sure? No way. So it would be a wonderful project.

If you don't recall what this is, the Vanderbilt would become a hub whereby we would work with all the museums on Long Island taking their special exhibits and our special exhibits, and it includes the money to create a major vehicle that would go to schools with educators on the vehicle with money to pay for the educators and to assist preparing some of the exhibitory.

So it's a major program for us if it were to happen. Tune in next meeting. As soon as I know – I actually thought I would know yesterday, but Congress isn't happy about staying in session, so I guess we're not going to be happy about having to wait. That's where that is. As President, I agree with the priorities the Education Committee is putting on reaccreditation. I look forward to hearing the progress of what will become an imaginary Reaccreditation Committee. We will have to appoint such a committee dedicated to that.

One of the things that I wish to bring to your attention is that we have a lot of irons in the fire in terms of educational projects. I hope that we are preparing for some of them to come through because when they hit we are going to be hit pretty fast. Other than that, you heard what I had to say about the 50th anniversary. Lance and I are preparing to go around and start to lobby for various appropriations. I am still making presentations at various major donors. Yes, Donna.

MS. PERICONI:

Since you brought up the issue of federal grant monies, I direct my question to Lance. Have we approached our Assemblyman, our State Senator? There is so much money to be obtained there. I am working on some grants now for Albany. It seems that Albany falls short for this museum. Are you actively pursuing Albany grant monies? I know I'm already asking for \$25,000 for this and \$50,000 for that. I don't see that we get any monies here at the Museum from Albany.

MR. MALLAMO:

We did submit an application this year to Albany. Sylvia prepared the application. We were lead to believe that it was going to happen, and it did not happen.

MS. PERICONI:

But we did submit them?

MR. MALLAMO:

We definitely did.

MS. PERICONI:

But I think now is the time to be rethinking various requests and to reach out to – is John Flanagan the Assemblyman here?

MR. MALLAMO:

Yes. Actually that one went through Senator Lack and Senator LaValle.

DR. PECORALE:

You have to go through the persons in the party –

MR. MALLAMO:

Education Committee.

DR. PECORALE:

No, the person who is in the party of the majority. So you either have to go with Senator Lack or you have to go through a Democratic Assemblyman to get it through the Assembly. They give money to the predominate parties, usually.

MS. PERICONI:

But that's not always the case.

MR. MALLAMO:

I had spoken with Assemblyman Flanagan in the past and philosophically he does not support individual projects.

DR. PECORALE:

I was under the impression that we were going to get some money from the Senate. Did anybody ever follow up on that?

MR. MALLAMO:

Yes, and we did not secure funding.

MS. PERICONI:

But you are aware of this last –

DR. PECORALE:

Can we invite Senator Lack for a visit? This is his senatorial district, right?

MR. FISCHOFF:

He's a pretty senior senator also.

MS. PERICONI:

Yes, he is. I think that's worth an effort, and I think the time is now because I know my various organizations are now sending applications in through their Assemblymen and Senator to acquire certain funding.

DR. GITTELMAN:

Donna, just on the short term, I need to dominate Lance's time with the Suffolk County Legislature for the next two months, if I could.

MS. PERICONI:

But this doesn't involve much effort.

DR. PECORALE:

Dr. Gittelman, is there a need for an executive session?

DR. GITTELMAN:

Yes, there is.

MS. FUHRMANN:

We're not finished with the agenda.

DR. PECORALE:

I'd like to make a motion that there be an executive session to deal with contractual or personnel matters.

MR. FISCHER:

Second.

DR. GITTELMAN:

All in favor? Opposed? Abstentions? Are you coming?

MS. FUHRMANN:

Did we go through unfinished business and new business already?

DR. GITTELMAN:

No, we didn't. Tony put in something at the President's report. We can go through unfinished business later.

MS. FUHRMANN:

Okay.

DR. GITTELMAN:

Do you have something for unfinished business?

MS. FUHRMANN:

Yes. Congratulations to Donna on the marriage of her daughter. It's kind of finished, but it's unfinished because now she's suffering from empty nest.

MS. PERICONI:

Thank you so much.

MS. FUHRMANN:

You had a beautiful day.

MS. PERICONI:

Yes, we did. Thank you.

DR. GITTELMAN:

New business?

MS. PERICONI:

I have one thing to ask. Have we paid attention to acquiring or making inquiries about the parcel across the way? I have a sense that we have to be making important inquiries about it. I know there are many issues that are important right now at the Museum, but I would regret tremendously if we did not pursue inquiries about that.

DR. GITTELMAN:

If you want to discuss that in executive session, I'll go for that.

MS. PERICONI:

Good.

DR. GITTELMAN:

Do you want to suggest that for discussion in executive session?

MS. PERICONI:

Yes, I would.

DR. GITTELMAN:

Do I have a second?

MS. FUHRMANN:

I'll second that.

DR. GITTELMAN:

All in favor? Opposed? Abstentions? **We will go into executive session to discuss two issues. (Vote: 11/0/0/3 Not Present: Mr. Shaw. Absent: Mr. Hahn & Ms. LeBow)** We thank everybody for attending. We'll be out soon.

(Executive session: 8:25 p.m. – 9:30 p.m.)

We apologize for taking so long. We stand adjourned.

(Dr. Gittelmann adjourned the meeting at 9:31 p.m.)

SG/ap