SUFFOLK COUNTY VANDERBILT MUSEUM

BOARD OF TRUSTEES

June 13, 2001

A regular meeting of the Suffolk County Vanderbilt Museum Board of Trustees was held on June 13, 2001 in the Planetarium, Centerport, New York.

The following were in attendance:
Dr. Steven Gittelman – President
Gary C. Fischoff – 1st Vice President
Carl Luecke – 2nd Vice President
Dr. Anthony Pecorale – Treasurer
Marjorie Kossoy Fuhrmann – Secretary
Donna deLuca Periconi – Trustee
Michael Broxmeyer – Trustee
Bertram Seides – Trustee
Edward J. Hahn – Trustee
R. Douglas Shaw – Trustee
Susan LeBow – Trustee
William Macchione – Trustee
William Rogers – Trustee
J. Lance Mallamo – Executive Director
Rita Beckman – Staff
Wendy O'Donohoe – Staff
Mark McHugh – Staff
David Bush – Staff
Elizabeth McQuenney – Staff
Maryann Zakshevsky – Staff
Gail Freeman – Staff
Bill Dieck – Staff
Barbara Oster – Staff
Ann Marie Pastore – Stenographer

Absent:
Robert LaBua – Trustee
Timothy Votapka – Trustee

(Dr. Steven Gittelman called the meeting to order at 8:10 p.m.)

DR. GITTELMAN:
Welcome to the Suffolk County Vanderbilt Museum's Board of Trustees' meeting. I want to thank any guests for coming. Do we have a list of guests?

MS. PASTORE:
Yes.

DR. GITTELMAN:
Does anyone wish to make any comments? Marge, are you prepared to make a motion to approve the minutes?

MS. FUHRMANN:
I move that the minutes be approved with some corrections and one modification.

DR. GITTELMAN:
Do you want to give us your corrections, please?

MS. FUHRMANN:
On page four, this is a clarification. I'm sure that I misspoke, not the stenographer. In the second to the last paragraph it says the shelf collection was last inventoried in 1981 has been re-inventoried. It talks about how everything is being individually accessioned. It's not each shelf will be individually done. I think that gives the wrong impression. Each item on each shelf will be individually accessioned. That's what I should have said.

The corrections are on page five; it says tea pool. It should be just the capital letter "T" because it's the formation of the pool. On page seven and page twelve Lance Mallamo and Gary Fischoff are men, not women. You have "Ms." That's it.

MR. MALLAMO:
Our secret is out.

DR. GITTELMAN:
Can we have verification?

MS. FUHRMANN:
I'm going on faith.

MR. FISCHOFF:
I have my driver's license.

DR. GITTELMAN:
We have a motion. Can I have a second?

DR. PECORALE:
Second.

DR. GITTELMAN:
All in favor? All opposed? Any abstentions? **Motion carries. (Vote: 12/0/1/2 Abstained: Ms. Periconi. Absent: Mr. LaBua & Mr. Votapka.)**

Public Relations' Report.

MS. FREEMAN:
My name is Gail Freeman. I'm with Todd Shapiro Associates. In front of you everyone should have received a copy of the monthly media report from May 2001. Primarily it's daily and weekly newspapers, included are Newsday articles and some articles from the New York Times. In the upcoming summer months, I believe, it will be a good deal more substantial with a lot more video coverage as well as Internet. We have a lot of planning in the works that we have been working very hard at. I'm very excited about that.

There is the opportunity to get your photo taken this evening for press purposes. We did some of that at the last meeting. Anyone who would like to can individually come and I can escort you. You have to just go around back. Hopefully it will be as unobtrusive as possible.

If there are any questions, I'll be happy to answer them.

DR. GITTELMAN:
Do we have a plan in support of the exhibit that's opening in the New York Institute of Technology? Has any plan been agreed by all parties?

MS. FREEMAN:
I have not heard back from Ray Ann as of yet.

MR. MALLAMO:
Yes, I did. They did submit a plan, and I spoke with Ray Ann today. She was doing some minor adjustments with it, and then we think we will have it accepted. She was going to fax it back to me tomorrow, if she could get to it. We have had two or three meetings on this subject during the past two weeks trying to develop this, and I think we have come up with quite a good proposal.

DR. PECORALE:
Steve?

DR. GITTELMAN:
Yes, Tony.

DR. PECORALE:
Is there a plan for a virtual reality presentation on the Internet of the dinosaur exhibit?

DR. GITTELMAN:
I have with me tonight the plan as designed. I was going to explain that as an amendment to Education and Exhibits, if that would be okay.

DR. PECORALE:
Sorry. I'll wait.

MR. FISCHOFF:
Do you mean the July exhibit or the permanent exhibit?

DR. PECORALE:
I was thinking of the July exhibit.

MR. FISCHOFF:
And you were talking about the permanent one.

DR. GITTELMAN:
I'm talking permanent; you're talking July. I have no knowledge that there is such a plan on for July.

DR. PECORALE:
I was under the impression we were going to put something on the Internet for the July exhibit. Is that correct?

MR. MALLAMO:
We did discuss that. I think the feeling as of Monday was that we didn't think we were going to be able to get to do that on the Internet. We may have just a page set up for it, but it will not be interactive.

DR. PECORALE:
I was more thinking perhaps somebody who had a digital camera that takes some shots and just put them so that the person could go through and –

DR. GITTELMAN:
I think we could have that. I think it's something that would have to be created. The first problem is that we don't have the funds to create it. The second problem is that we're really overextended in terms of getting the exhibit opened on schedule. I think we have to prioritize our time so that at this juncture, that's not making the cut. I think after the exhibit opens, it may be able to be addressed.

If there are no other questions, that's the end of the Public Relation's Report. Did you have any presentations or anything?

MS. FREEMAN:
No.

DR. GITTELMAN:
Thank you very much. Education and Exhibits, Marge.

MS. FURHMANN:
I just want to make sure I have all my ducks in order. First off, I'm going to start passing around our monthly love notes. Some of these are very, very cute. I also have some photographs. One class compiled them in a book. Another class made this very, very large sign. We have some photographs of kids and notes to the tour guides. So I'll start these with Mike. Also we have some notes from grownups that have sent thank you notes for tours and exhibits and whatnot.

Next month you will all be asked to accession cameras. As you may recall last month someone from Kodak was coming to give us a report on the Vanderbilt cameras in possession. That determination is now being researched. We should by next month's meeting have the information in sufficient form that we can ask for the cameras to be accessioned.

The 1939 World's Fair exhibit from the Queen's Museum will be here tomorrow.

Some of the NASA exhibits, which we discussed last night, from the Goddard Space Center are here. This includes the space suit. However, unfortunately, the hurricane known as Alison has plagued us again in that the other half of the information that was going to be sent to us was stored in a building in Houston. They had three inches of rain in Houston in a very short amount of time, and the roof on this building collapsed on the information that they had gathered together in exhibits to send to us. Therefore, approximately half of what we were told we were getting has been completely destroyed by the rain and will not be coming. Unfortunately, that includes our space shuttle.

We have some interesting old photographs we would like to show you. This is the Planetarium, the tennis courts. If you look very, very closely up – here he is. It's Mr. Vanderbilt. It's kind of interesting because there are no roads, so you could sort of see what he lived like.

We also have some photographs of the Planetarium being constructed, which I would like to pass around to give you an idea of what went into the building. These photographs have recently been uncovered by opening some boxes.

There is also original artwork here that was retrieved. Within the next two weeks we're going to have a hanging exhibit in the lobby of these art projects on foam boards. We're going to suspend them from the ceiling on to these boards so that people can see the original artwork. We even have a photograph of the artist creating the zodiac signs, which were decorations. That should be up within the next two weeks.

On June 30, it is the actual anniversary, 30 years that the first show was given at the Planetarium. It's going to be a member's night celebrating the anniversary of the Planetarium and premiering a new Planetarium show.

While we're sitting here, my son Josh is filing, cataloging, and entering into the computer the astronomy slides that he began work on a couple of months ago.

In your folder, you will notice that the attendee numbers are up; membership numbers are up. Revenue is up. You can also see by the attendance numbers for the various programs that our new show "Introduction to the Solar System" has been very well received. Over 2,000 people have come to see it already.

At the present time, Mark is revising shows for grade five and up so that they correspond to the next middle school curriculum. He has discovered that we do have a show that ties in very nicely with Regent's Earth Science. He will be updating that show as well and we will be pitching it to a high school audience for Earth Science classes.

On May 31 "Artists of Inquiry" opened. There are some pictures being passed around of the children from South Huntington.

The Cornell Cooperative Extension provided a scuba suit and other items that were displayed during the reception for the opening of the event. On June 16, which I

believe is this Saturday, the exhibit "Artists of Inquiry" is going to be on public display at the South Huntington Library.

A letter of inquiry has been sent to the Tiger Woods' Foundation to apply for funding of transportation from schools to the Museum. A letter went out on May 25, and we're waiting to hear. The foundation has its admission to enhance the education of lower income and poor children. So the appeal is going to the fact that there are school districts that would love to come here, but can't afford to hire the buses necessary to transport their students.

As you may recall, last month we discussed that we were looking to have the face of the mummy reconstructed by a forensic scientist. The Suffolk County Police Department does not do this themselves. However, they have given us the name of a forensic anthropologist, Dr. Vincent Stephen, who will do this for us. He is going to draw the face based on what he sees from the bones. He is associated with Lehman College of City University of New York, and he has been approached.

Our request for a national marine fisheries' permit has been sent to Woods Hole to Dana Hartley to request that we be given this permit so that we may receive samples of marine specimens from the Cornell Extension.

At the end of my report I will be presenting a resolution for the accession of some birds. You all have this information, including a copy of a photograph of these birds that we wish to accession to the collection. The information on the birds was acquired through the Vanderbilt bird catalog. It had been classified in a prior catalog. However, that had never been accessioned.

These birds were housed in a Victorian glass dome. It was a very common decorative touch during Victorian times. However, over the years the glass dome has been broken. Stephanie from Betsy's staff has a call in to a fellow in Long Island City who bends glass and can remake this dome for us. We have not as yet heard from him on cost.

The ethnographic accession list will be computerized as soon as the next module of Past Perfect is available.

The listings of both ethnographic and life sciences have been combined to one accession listing. This will be enhanced in more detail when the Past Perfect module for life sciences is available hopefully during the summer.

The butterfly catalog has been missing since 1981. Stephanie is developing a new catalog and is in the process of gathering the correct names for the butterflies to began this catalog process.

The staff of the Education Department attended a NYSCA workshop on June 6 regarding audience development in accessibility, which they found very interesting and very helpful. They have also been working with the people from New York Tech and the Center for Science Learning to develop ideas on the exercises and whatnot that will be shown at the dinosaur exhibits. They have met with Ray Ann and have come up with ideas for the summer exhibit, the modified exhibit, as well as for the semi-permanent exhibit that will be done here at the Museum after the tour.

The shelf inventory is done. They all have object numbers.

We have new greeters. Living History has begun for the year, and it is working out very well. We have new guides also.

I think that is really it, other than I make a motion that I propose that the following collection items be accepted for accession. It's a grouping of twelve small birds from Central and South America all mounted. It is detailed in a memorandum from Stephanie Gress, Curator, to J. Lance Mallamo dated June 13, 2001. Is it necessary for me to read all the names into the record?

DR. GITTELMAN:
No. Just give a copy of the memo –

MS. FUHRMANN:
It gives the history of the birds and a photograph.

DR. GITTELMAN:
I have a motion. Do I have a second?

MR. FISCHOFF:
Second.

DR. GITTELMAN:
All in favor? Opposed? Doug?

MR. SHAW:
The number preceding each item is the accession number?

MS. FUHRMANN:
Yes.

MR. SHAW:
How do we reflect in our accession numbers that this item was not received by the Museum in the year 2001 but was here we know prior to 1996?

MS. FUHRMANN:
I think by the VM number; isn't it? Isn't the VM number the original numbering system?

DR. GITTELMAN:
If there is a VM –

MS. FUHRMANN:
Do you see the VM number? The VM number is Willie's numbering system.

MR. SHAW:
But my concern is our number –

MS. FUHRMANN:
This gives the year that it's accessioned, not the year that it's received. That's an accession number.

DR. GITTELMAN:
We have had a number of items that were on the estate previously that, quite frankly a large percentage of items – for example, all the items that were accessed by shelf, you could understand why that doesn't work. But now they're all part of the original collection, and they are now receiving accession numbers 2001. They are part of the collection. I imagine there is a narrative someplace.

MS. FUHRMANN:
They're in what's called the Vanderbilt Bird Catalog, which was something that William K. Vanderbilt wrote himself.

DR. GITTELMAN:
But in this institution it's been common practice to put current accession numbers on materials that have been in the collections but are now being rediscovered, if you will.

MS. FUHRMANN:
There's been a major effort at the Museum to make sure that everything is accessioned that should be accessioned. These twelve small birds were listed as missing since about nineteen-eighty something, I think. Let me just see.

MR. MALLAMO:
It was 1991, I believe.

MS. FUHRMANN:
No, 1996. I apologize. In going through closets and boxes and whatnot, they were rediscovered. A detailed search of our accession records verified that they had never been accessioned, though they had been cataloged, hence the VM number.

MR. SHAW:
So apart from the catalog there is no way of differentiating items that have been on the estate as opposed to items that are being added to our collection.

DR. GITTELMAN:
We don't –

MS. FUHRMANN:
The problem is here, Doug, these items aren't actually being added in that they have always been here. Just through a clerical error, they have never been accessioned.

MR. SHAW:
But that's an important clarification to make. If something is new to our collection, how does the accession number reflect that difference?

MR. MALLAMO:
These items are being done – I think this was actually included as part of a decorative arts piece. That's what I expect. Originally this may have been on exhibit in the mansion as not a collection of birds but as a little natural wonder. When the case broke, this is the reason why she's now numbering these individually because we do have a concern, if one of the birds is removed, that it goes back to the set.

DR. GITTELMAN:

But Doug's point is valid. How do we separate something that's, if you will, foreign to the collection as being added –

MR. MALLAMO:
Because she's got the notation here with the VM number, which would go back to the original catalog.

DR. GITTELMAN:
But, Lance, there are many things that don't have VM numbers that we add with new accession numbers.

MR. MALLAMO:
Before I put words in somebody else's mouth, what I would suggest we do is, if you would like to table this tonight, I will make sure Stephanie and Betsy are here next time to explain the system that they are now going to. So why don't we do that.

MS. FUHRMANN:
I think that's an excellent suggestion.

DR. GITTELMAN:
Someone from the Curatorial staff should always be here when we're in session.

DR. GITTELMAN:
Do I have a motion to table?

MS. FUHRMANN:
I'll move to table it.

MS. LEBOW:
I'll second.

DR. GITTELMAN:
All in favor? Opposed? Abstentions? **(Vote: 13/0/0/2 Absent: Mr. LaBua & Mr. Votapka.)** Anything else?

MS. FUHRMANN:
No, that was the end of my report.

DR. GITTELMAN:
I'm going to add to your report. I'm passing out two sets of documents. The first is a plan for the upcoming near-term exhibit. The second is an overview plan for the long-term exhibit. I did try to send these out by e-mail. I noticed only today that none of them got to you. I have no idea what I did wrong, but I must have done something wrong because all of your e-mails can't be wrong.

Let me explain what has happened. Two weeks back from today I received a call from a major potential contributor requesting realistic specs on how a price could be arrived at to do the computer component of the permanent exhibit. Even though we were in hot pursuit of getting the temporary exhibit, the upcoming exhibit together, I felt that we had to answer the request to provide information.

What you have in your hand is a narrative. We received the call, I guess, it was Thursday. By Tuesday we had put together a team of experts from around the

country to prepare the document in front of you. Unfortunately, when I collated today I left off a title sheet that listed everyone that participated. Ray Ann Havacy did, Stephanie and Betsy from our staff did. I was there. Tom Lesser was there and did write this. There were four staff members from New York Institute of Technology and one dinosaur scientist over video input from Texas. So we were able to have this written in time for the deadline for submission which was the following Tuesday.

What you will see when you look through it is I walked through some of the modules that are part of the permanent exhibit, the components and the storyboards needed to program it.

By the way, I was supposed to make an announcement, and it may be moot at this point, but any Trustees who seek to have their photographs redone or were not photographed last time, Gail Freeman will be coming around to take you to the photographer. So please cooperate unless you have already done it.

You now will be able to see the kinds of things that the permanent exhibit will hopefully have if we can raise the money to do the computer components necessary. This plan was done in under a week from scratch. So I think it was a pretty good accomplishment. It was pretty intense. It was over the Memorial Day weekend.

The second document is a floor plan for the upcoming exhibit, which should open on the day of or right before the new Jurassic Park movie on July 17 or 18. This will give you an idea of some of the flow and some of the components in the exhibit. So I wanted you to have that. I had hoped to get this to Ed and his committee, but to be honest with you, we have been – I did e-mail it. You didn't get it. I know that we did mention it to you I think the day before the meeting. It was kind of a thing where we had only learned about it I think Monday or Tuesday, something like that. We put it together by Wednesday. It was a very short turnaround.

The materials are now in the donor's hand, and we're waiting for it. You don't have the storyboards on here. I wish you did. But you can view them on the web.

Any questions? If there are no other questions, then I'll move on to the Development Committee.

MR. BROXMEYER:
Development Committee met earlier today at five-thirty. Donna and Lance discussed the design and wording of the invitations, which is complete. They will be ordered and mailed by the end of next week. They will be mailed to anyone that is on the list, which has been handed out to every Board Member similar to the list given out at the last meeting. We just cleaned it up a little bit, and it's a little bit better organized.

My first observation of the list is that it's very small, and there's really not a tremendous amount of people for attending a fundraiser. I'm hoping to increase the size of it. I've heard from many Trustees that many of their contacts aren't on the list. So please take the time to review it and see if your contacts are on here. If not, give the information to Rita and she can continue to expand on the list.

You will also notice in the column entitled committed, there is nothing there so far. Hopefully everyone can start making some phone calls and generate some interest in the fundraiser. I don't think it should be that difficult. It's just a matter of

committing some time to it. The committee is expecting a minimum of four sponsorships per Trustee. I don't think that should be difficult, given the success as far as fundraising of the last event. Once someone commits, please contact Rita so she can enter it into the column for committed, and then she can follow up from there to make sure the payments come in.

I have one other thing to discuss, but I think that maybe Donna may want to mention a few things about her plans for the event, including maybe a few songs she may sing for us.

MS. PERICONI:
They're all expecting me to get up and start singing some Cole Porter. I promise everyone it should be a wonderful event, something to be very proud of. As you know, we have already contracted with Rich Iacona and Madeline Cole to sing Cole Porter for the evening. We have a caterer who will provide us with substantial hot hors d'oeuvres and the raw bar.

We did mention that we're going to have film clips on the walls of the courtyard of various film segments of Cole Porter songs being song or danced to by the likes of Fred Astaire, Ginger Rogers, Eleanor Powell, Bing Crosby, just little film sequences on the courtyard to provide some drama and something unique.

I really feel that this is an appropriate event for the Museum. We're hoping that everyone can bring out many people to come. I promise you, and you know I usually keep my word, I always keep my word that it will be an event to bring your friends to that you will be very proud that you do so. That's all I have to say. Does anyone have any questions? Yes.

MS. LEBOW:
At the discussion last week, I think we talked about having the house opened to have people going around and see it. That's a very big selling point, I think, for people to come to the event. They will also get a chance –

MS. PERICONI:
And we're doing that, Susan.

MS. LEBOW:
I just wanted to confirm it.

MR. BROXMEYER:
And we agreed that it should be done. We'll have someone stationed prior to someone walking into the mansion to make sure no food or drink is brought it. But we agree that that's a good idea.

MS. LEBOW:
So if I say it, I'm not saying –

MR. MALLAMO:
We'll even include a small line on the inside cover of the invitation.

MS. LEBOW:
Okay. Thank you.

MR. BROXMEYER:
I think it will be a great event. I just hope everyone can contribute in raising some funds and selling sponsorships to what will be a great event.

The second thing I have to discuss is I met with a website development company called Web Tech Internet Services regarding redeveloping the Museum's website by incorporating the existing site with the two more recent brochures that have been developed this past year. Web Tech has agreed to develop this website which they value at $6,000 as a donation to the Museum. Additionally, they will donate one year of web hosting valued at $900 as a donation as well.

MR. MALLAMO:
That's very nice.

MS. FUHRMANN:
That's great.

MR. BROXMEYER:
That's the second aspect of my report. That's all I have tonight.

DR. GITTELMAN:
All right, if there is nothing else to that report, any further questions or discussion? Tony Pecorale.

DR. PECORALE:
The Finance Committee, each Trustee has in their packet a copy of the audit report. We indicated at the last meeting that we will be bringing this back for approval. I'd like to move that the audit report for the year 2000 be accepted.

DR. GITTELMAN:
I have a motion. Do I have a second?

MR. FISCHOFF:
Second.

DR. GITTELMAN:
All in favor? Opposed? Abstentions? **It passes unanimously. (Vote: 13/0/0/2 Absent: Mr. LaBua & Mr. Votapka.)**

DR. PECORALE:
In addition, each Trustee has with him a copy of the budget for the 2000 year. I'd like each Trustee to spend some time reviewing it. We are a little bit behind because we do have to present this to the Legislature. If anyone has any questions about any portion of it, we'd be happy respond. A couple of things that I do want to call your attention to is the income for the 2001 year, particular the Planetarium admissions. If there are no questions or if anyone does not have anything that they would like to hold on this, I'd like to ask that the budget be adopted so that Lance can present it formally to the Legislature as adopted by our Trustees.

DR. GITTELMAN:

Do I have a motion?

MR. FISCHOFF:
Motion.

MR. ROGERS:
Second.

DR. GITTELMAN:
All in favor? Opposed? Abstentions? **It passes unanimously. (Vote: 13/0/0/2 Absent: Mr. LaBua & Mr. Votapka.)**

DR. PECORALE:
The actuals for April have been presented on our flow chart for all Trustees. I'd like to just give you a little bit of information, some highlights of this report. At the present time, as may be noted, our memberships are up. Our endowments are on track. We have expended a little bit more money than we had anticipated for brochures, but we believe that this is an investment, in that it will increase our membership and possibly increase visits to the Museum.

I'm also happy to report that in my discussions with the Personnel Committee all of the personnel needs for the year are accounted for in the budget. Our actuals for the year are up, and our expenditures are a little bit down. So at the present time financially the Museum is on track for the year 2001. If anyone has any questions or any additional information they would like to have, we'd be happy to try to provide that to you.

I do want you to know that we are hopeful that we will have the May actuals for you at the next meeting. I think you will note that it's actually looking brighter and brighter for the Museum.

MS. FUHRMANN:
I have a question.

DR. GITTELMAN:
Marge.

MS. FUHRMANN:
In the donations and gifts column, does that include in-kind or is that just cash received?

DR. PECORALE:
No, the donations and gifts essentially do also include in-kind, but we try to just put in the actual cash value, not what somebody might suggest the value is. It's our cash value.

MS. FUHRMANN:
I understand. Thank you.

DR. GITTELMAN:
Any other discussion? Is there more to your report?

DR. PECORALE:
The other part of the report is that I'd like to request that each Trustee read before the next meeting the copy of the report that we received from the Comptroller's Office. As everyone knows, they were here in the Museum for an extended period of time, and we have our first copy of the report. There will be a response, and each Member of the Board will receive a copy of the response after it has been prepared. But for now, I would request that each Trustee read the report so that we can speak to it at the next meeting.

DR. GITTELMAN:
We will respond and submit the response prior to the next meeting.

DR. PECORALE:
Yes, Michael, our internal auditor, and Lance will be preparing the response, and we will have it at the next meeting.

DR. GITTELMAN:
Anything else?

DR. PECORALE:
That's it.

DR. GITTELMAN:
Thank you. Personnel Committee, Gary Fischoff.

MR. FISCHOFF:
A couple of things. We had a Personnel Committee meeting about two weeks ago. At that, Lance raised the issue, which I think it's a good idea, about a Development Director, which we need. We haven't replaced our last one yet. This person should be of a senior enough status that when they go out and work with large companies for donations, it should be that the Museum is putting forth its best foot and putting forth someone of sufficient senior status that would not only be a Development Director but also be able to assist Lance as an Assistant Executive Director.

As it is, Lance is stretched fairly thin between managing capital projects, which in and of itself is probably a full time job, and everything else. He's off the Museum grounds a fair number of days a week at the Legislature and other places. There should be somebody who can stand in his place when he's gone to make certain decisions that perhaps have to be made concerning the affairs of the entire Museum as opposed to a particular department. So I think it makes sense that he should have somebody who can assist him in that way and also complete the development functions.

It turns out, of course, that our charter, if that's the correct word, authorizes an Assistant Director. So in your package is a proposed ad to seek a person to fill that position. Lance has already interviewed one or two people who have come to his attention for that position, but I asked him to place an ad and see if there are other candidates to choose from also. I don't believe he's required to conduct a search, nor do I believe that we as a Board have to conduct a hiring for the Assistant Director. However, I think it's appropriate for the Board to at least pass a resolution authorizing this because it's not a clear issue. I don't think we've had an Assistant Director, at least in the eight years that I have been here. So this would be to

authorize Lance to go out, interview, and solicit applications from appropriate candidates.

As far as finances go, the budget already includes the salary from our last Development Director. There are also some unfilled personnel positions, so there is sufficient funding, even if we hire somebody starting in September for the balance of the year, as well as into the future. That's one issue that I would like to have a resolution authorizing the Executive Director to solicit applications and to hire an appropriate candidate for the Assistant Director.

DR. GITTELMAN:
Susan.

MS. LEBOW:
I have a question.

MR. FISCHOFF:
Sure.

MS. LEBOW:
In reading the ad, the skills that you mention here, in my experience with other entities that needed people to do this job of development, they're kind of conflicting. I think what you're looking for really, I would think, in a development person is someone who has contacts with business and corporate people, not necessarily grant writing and things like that. I'm wondering whether the way this is written you're going to get the kind of person – unless I'm thinking in a different way than you're thinking.

MR. FISCHOFF:
I think of a development person as somebody who is able to both write and obtain grants and also to be able to go out and solicit the business community and hopefully come here with a rolodex.

MS. LEBOW:
The skills I've seen in people who can go out into the community are not necessarily possessed by the people who write grants. They are sometimes very different. I don't know what we're looking for. I'm trying to identify what you really want in that role.

MR. LUECKE:
Should we have a resolution before we discuss this?

DR. GITTELMAN:
Gary, how would you like to phrase the resolution?

MR. FISCHOFF:
I have the resolution. We can have the discussion once we have a second on the resolution. But am I really understanding the comment? The comment is really how the ad should be and how the exact person for the position –

DR. GITTELMAN:
Let's put Gary's resolution on the table.

MS. FUHRMANN:
I'll second it.

MR. FISCHOFF:
Now we can have the discussion. I understand what you're saying. You're saying there is a difference between somebody who can prepare paperwork and somebody who can go out and perform a sales role, I guess.

MS. LEBOW:
Yes, exactly. You may not get both skills in one person. So I am asking you when you thought about this position, what skills do you really want in this person as a priority? A grant writer you could almost get as a subordinate position, I think. I've seen that done, where someone stays in house and writes grant applications.

MR. FISCHOFF:
I don't think we have a budget right now sufficient to have two people. I think we want somebody who can do both, and perhaps if the development function expands, maybe there can be somebody who devotes more time to grant writing, but I think don't, Lance, we're anticipating – I think it was a jack of all trades.

MS. LEBOW:
It scares me when you say that because what you get then is someone with not very great strengths in either department. We're looking to develop this Museum and get funds in this Museum, then tell me if that's our first order of business.

MR. FISCHOFF:
That is.

MS. LEBOW:
We really need somebody who is conversant with people in the community, with corporate people, and that should be the primary description.

MR. FISCHOFF:
I agree that that's probably the more important of the two functions for the Museum presently. It doesn't mean the person can't make an effort to write grants and can't be successful at it and ultimately maybe will be in a position to have both functions taken care of by two different people.

MS. LEBOW:
What I read here – and I'm sorry to be so insistent – I read here the successful candidate will have three years experience in non-profit grantsmanship. Now if you have someone who has really got contacts in the corporate community who can go out and sell the Museum, they're –

MR. FISCHOFF:
Then we can change the wording to say, has established contact –

MS. FUHRMANN:
That's what Susan is trying to get across.

MR. MALLAMO:
This advertisement is actually a draft. This by no means is ready to go out. It's just something that the business office was working on. We developed this concept. This

kind of came at me from several different directions. I think those of you who do communicate with me on a somewhat frequent basis knows that right now we are stretched very thin. We're got a tremendous number of major projects going on. We've doing a lot of maintenance that should be routine, but we're actually catching up for maintenance that wasn't done over a number of years.

In interviewing four Development Directors, one of the things I noticed when several candidates had already come in was that all had background experience as a Director of Development but had moved beyond that role in their current position. Recognizing the need we had here for a number two person, this was an opportunity to put ten pounds of potatoes in a five-pound bag. We don't have funding to do both. But I think at this point, the two needs are probably equal. I don't know which one is the more important one, whether it's just the fund raising person or having an Assistant Director here that can function as a number two that can take on some of the responsibility for the capital projects that we're doing and for some of the special projects that we have underway at the current time.

I myself have extensive grant writing experience, so that's not a major issue that I'm looking for right now. I can do that. But I have to have the time and actually a lot of that is just delegating different tasks to different individuals, then assembling the grant, packaging it, and sending it off.

Contacts with the corporate community, I have a number of those and can work with another individual. That's something that I think ideally we would have somebody that comes in with a rolodex and is ready to go. But my experience going through this for a couple of years is that we're not going to get that individual.

MR. BROXMEYER:
We're actually looking to eliminate that position, then, because there won't be enough funds for both.

MR. MALLAMO:
No, there won't be enough funds for both. Those duties would be assigned to this individual. I would have to have an individual that had that background that had a development background.

MR. BROXMEYER:
The primary skill would be in being an assistant to you.

MR. MALLAMO:
Yes, but I think they would have had to in the resume process, that's an area that we would look at first. Do you have development experience? Obviously someone who doesn't isn't going to meet our criteria.

MR. BROXMEYER:
You certainly want the contacts, as well. That's the most important part.

MR. MALLAMO:
Right.

MR. ROGERS:
Is development experience fundraising?

MR. MALLAMO:
Yes.

MR. ROGERS:
I think what you need is a fundraiser.

MR. MALLAMO:
Yes.

MS. LEBOW:
Because once you get the funds you'll have money for other assistants. I think the way – I'm not telling you what you're looking for. I'm just telling you when I read this to me you're not going to get the person you want because of the way this is worded.

MR. MALLAMO:
I think we could certainly rewrite this.

MR. BROXMEYER:
So it wouldn't be possible to get a Development Director that can perform some of the functions that an Assistant Director could do?

MR. MALLAMO:
I couldn't see putting those in the job duty. Traditionally that's not the role of the Development Director. If you're putting an ad out for a Development Director; managerial experience in museum administration is not –

MR. BROXMEYER:
So by doing this you'd get a pretty weak fundraiser.

MR. FISCHOFF:
Not necessarily. You could be getting somebody who was a strong fundraiser who then developed in their career and moved up on the ladder, has one step on the ladder, but still has fundraising experience in their prior experience. I think what Lance is saying is that you're not going to get somebody who went from management to development. That would be, generally speaking, a step down on the ladder. We're looking for somebody whose responsibility previously included fundraising and now has broadened.

MR. MALLAMO:
But in the museum field right now if we advertise for Development Director, I can get someone from the Child Mental Health Association, from a horticultural organization, that doesn't have the museum background that we do. I will tell you, that has been a problem in the past.

MR. FISCHOFF:

One other thing, part of Lance's job description is fundraising. As you move up in the hierarchy in the Museum, your responsibilities get broader and those responsibilities include fundraising. So an Assistant to Lance, part of his natural job description is to be a fundraiser, just like the executive of a non-for-profit institution's job function is to be a fundraiser. Presumably or hopefully at one point we'll have sufficient resources available to hire somebody whose specific function is to be fundraising. Right now we need somebody to cover the two tasks and if they're successful enough, that will generate enough revenue to hopefully hire somebody a step down who is solely devoted to fundraising.

MR. BROXMEYER:
But you can hire a Development Director that raises enough funds to support an Assistant Director.

MR. FISCHOFF:
I guess that would be the ideal situation.

MR. MALLAMO:
I think, Michael, that's what we had hoped for a couple of years ago.

DR. PECORALE:
I support the concept of the hiring of somebody who has a broad background, but I would like us to be a little bit more explicit with respect to the County Code. It doesn't say that these are – it says "minimum but not limited to." If these are minimum, somewhere in what you're going to put out I think those things should be in there.

MR. MALLAMO:
Sure.

MR. FISCHOFF:
It would be three years of AMA; whereas the ad just says three years. It's just a general description for now. This is not the actual ad.

DR. PECORALE:
It's not just that. I think that it also has to go compatible with the collections of the Suffolk County Vanderbilt Museum and the physical and biological sciences. Remember, there are museums that have entirely different concepts that they are developing. I like the idea of us developing an inquiry approach. I think that that's something that we have to move to, even more than we have. But I think that one of the things that we should be very carefully of is that we abide by the County Code, unless we're prepared to go to the Legislature and ask them to change that code.

DR. GITTELMAN:
I have done so.

DR. PECORALE:
You have asked them to change the code?

DR. GITTELMAN:
Already did.

DR. PECORALE:
And they already did it?

DR. GITTELMAN:
They already did it.

DR. PECORALE:
So this is not the correct code?

DR. GITTELMAN:
I don't believe that they have corrected it. I think I got an exception for Lance.

MR. MALLAMO:
Yes.

DR. PECORALE:
No, I'm not talking about the exception for Lance. We knew about that. I'm talking about what it said here about an Assistant –

DR. GITTELMAN:
Three years –

MR. FISCHOFF:
AMA experience.

DR. GITTELMAN:
I don't have any problem with the three years AMA experience, but I think it could be waived.

DR. PECORALE:
I would prefer that if we're going to get it waived, that we do that before we employ somebody, that you know that you want to get it waived and we ask for it to be waived before we actually put the person on the –

DR. GITTELMAN:
The way we did it the last time, and I think it serves as a reasonable model, we had a candidate who was clearly qualified. We brought to their attention alternative experience, and they accepted that as substitute experience.

DR. PECORALE:
I don't have a problem with that, but I would really like us to put what's in the County Code down at least as a start.

DR. GITTELMAN:
Sure. You may narrow the field.

MS. LEBOW:
If you put into the ad "will have three years of grantsmanship" and you get an excellent candidate who doesn't have three years of grantsmanship, do we have to pass up that candidate then?

MR. FISCHOFF:
No, but I think what Tony is talking about is the County Code says –

MS. LEBOW:
I know. I wasn't addressing what Tony said. I'm addressing, if you put out an ad that says the candidate "will have," does that mean that you have to reject anyone who doesn't have that, who may be very strong in other ways?

DR. PECORALE:
You could qualify the ad by putting down additional experience will be considered or alternative experience will be considered, something like that.
MS. LEBOW:
Yes, alternative experience.

MR. MALLAMO:
Yes.

DR. PECORALE:
But I would like to see the County Code in there only just so we have at least covered it.

MR. MALLAMO:
Sure.

DR. GITTELMAN:
When would you like this ad to be placed and how?

DR. PECORALE:
I think that's up to the Executive Director. It's his schedule.

MR. MALLAMO:
What we were approaching tonight is not so much that this is the ad but this is a concept that you'd be willing to explore.

MS. LEBOW:
Where were you thinking this would be advertised?

MR. MALLAMO:
We'd probably put it in some of the locals, Newsday, New York Times.

MR. FISHCOFF:
My intent wasn't to go into tonight where we'd advertise the exact wording of the ad. It was just the approval of the concept that he's authorized, although I think he has the authority to do so, but that he's authorized to go out and solicit applications and choose a candidate. I'm not looking to impose what paper or the exact wording of the ad. I have enough confidence in Lance to accomplish that task.

MR. MALLAMO:
I think we would, of course, go back to the Personnel Committee with that anyway to go over those details and review the ad.

MR. FISCHOFF:

I was just looking for the concept of an Assistant Director with the broad responsibilities that we have discussed because that's a new concept to this Museum. It's never come up before.

MR. MALLAMO:
And we don't even have a job description for that. I would have to develop that.

MR. FISCHOFF:
This ad is somewhat of a rough outline of the job description, but I think we fairly explain what the concept is. Somebody with the broad responsibilities to in effect do two jobs that ideally would be two candidates if we had the resources to do that with two separate people. But the salaries for both of these positions are fairly substantial, and we don't presently have resources to do both.

DR. GITTELMAN:
I have a motion and a second. Any further discussion? All In favor? Opposed? Abstentions? **It passes unanimously. (Vote: 13/0/0/2 Absent: Mr. LaBua & Mr. Votapka.)**

MR. FISCHOFF:
The second issue is we're going to need executive session to discuss Lance's contract, which expires this month or next month. So we'll do that at the closing of the meeting.

DR. GITTELMAN:
I have a motion for executive session.

MR. FUHRMANN:
I'll second it.

DR. GITTELMAN:
All in favor? Opposed? Abstentions? **Motion carries. (Vote: 13/0/0/2 Absent: Mr. LaBua & Mr. Votapka.)**

Is there anything else?

MR. FISCHOFF:
I have one issue for new business. I'll wait for that.

DR. GITTELMAN:
Membership, Doug.

MR. SHAW:
Once Wendy and Betsy and Mark and I will manage to figure out how to get our computers to talk to each other, we came up with this invitation for an event for Friday, June 29, born out of our desire to start providing some member benefits. So Friday, the 29th of June at 7:00 p.m. we'll be providing a preview of the new Planetarium show and the NASA exhibit here for museum members. I hope that everyone here can attend because I think an important part of any museum is its members, and we need to show them we're grateful for their support. This is the first of many planned members only events.

DR. GITTELMAN:
Is that it?

MR. SHAW:
Yes.

DR. GITTELMAN:
Any other comments or questions? Thank you for that report. Why don't we do Director's Report.

MR. MALLAMO:
Well, as Doug just gave the prelude, our big 30th anniversary celebration is going to be held here at the Planetarium on Saturday, June 30. We have all kinds of special activities taking place during the day. We'll have music and workshops and hopefully great weather, that people can take advantage of.

We'll be doing a lot of landscaping, replacing the terrace out here. It's going to start on Friday. Our walkway project is 99 percent complete. Those areas have all been re-sodded adjacent to the walkways. Thanks to the efforts of the master gardens with Cornell, our gardens are in perfect shape, so they'll be all ready for Cole Porter. We won't have to reinvent the wheel this year.

We have restored the T pool fountain in addition to the fountain here in the Planetarium. We also had an emergency situation with the doorway in the laundry room. We planned to restore that doorway through a capital project, but huge chunks of concrete started falling from about 20 feet in the air two weeks ago, so we had to some emergency repairs on the masonry as part of that doorway. That's all been done, so we're in very good shape there.

Our Living History Program, as Marjorie, said is going along very well. We have had an excellent response to it. We're highlighting the 1939 World's Fair. Many of the items that we are borrowing from the Queen's Museum will be put on exhibit through the mansion to recall the World's Fair through the eyes of the servants and some gifts that the Vanderbilt's relatives have purchased with them. Our concept is they haven't arrived here yet for the summer. They are on their way back from Miami, but the staff has an opportunity to go to the World's Fair already. They're all excited about it.

We also have a big special event program that will be occurring on weekends. I hear that that's going to be a great program. We're really looking forward to the summer season. We have a lot of great events scheduled.

We're also going to be having our third annual trustee/employee picnic, which we haven't selected the date, but we'll be doing that shortly. That should be a lot of fun as well.

DR. GITTELMAN:
Any questions of comments? Ed, could you tell us the status of the contract with New York Institute of Technology? I know that Gary has a signed draft from them.

MR. FISCHOFF:
I have a faxed signature from Ray Ann, and I looked at it earlier during the meeting, read it, and signed it.

DR. GITTELMAN:
So we're finished with that?

MR. HAHN:
I believe so, yes.

DR. GITTELMAN:
So now we go forward into their opening the exhibit?

MR. HAHN:
Yes.

DR. GITTELMAN:
And to the actual doings of the thing. I understand she has submitted some expenses. I think those expenses have to be reviewed. Ray Ann asked me what to do about bills. I said I am not the person to do them with, that I had her send them to Lance directly. I have not seen them. I know of a few, but I do not know of them all. I would like to set up a mechanism. I feel that your committee with Finance should review those expenses. They have to be categorized separately. One is for the long-term exhibit. One is for the short-term exhibit. You have to make sure that they are valid and appropriate given the contract and the spirit of things and handle it.

MR. HAHN:
Right.

DR. GITTELMAN:
So as long as you're prepared to do that, that's what your committee has been charged with. Your committee has been terrific so far.

MR. HAHN:
Thank you.

DR. PECORALE:
Could I just ask a logistics' question? Is Ed going to send the bills to us, and we're going to write the checks? Or are they going to have a separate checking, and they're going to – is it all still going to come to the Treasurer's Office?

MR. MALLAMO:
We have a separate account set up.

DR. GITTELMAN:
We have a separate account set up. The first thing I would like to see is that the committee reviews everything and puts it into context. In other words, if this says this is a legitimate expense, this occurred, this is something that we all agree to do, whatever context we can, then it goes to you, and it gets written out in this special account.

DR. PECORALE:
Essentially they're going to receive the bills. They're going to authorize payment, send them on to Barbara, Barbara is going to produce the check, and I'm going to sign it. That's fine. I just want to know if that's the schedule.

DR. GITTELMAN:
I have two committees. I am looking for, if you will, two sets of minds. I realize that I do trust the first committee to make a proper determination. I want to have double oversight on all the funds here.

DR. PECORALE:
When I receive –

DR. GITTELMAN:
Unless the Board opposes that, but I would like to have double oversight.

DR. PECORALE:
It's not a problem. I just want to be sure that we understand the process. Ed is going to receive the bills, and he's going to initial them. Once he initials them, he'll send them on to Barbara, then I'll get the schedule, and we'll authorize the payment, if we agree with the payments and everything being in order.

DR. GITTELMAN:
Another component here is that a dialogue has to exist with Bill because the cash flow is determined on Bill's generosity. So you guys are going to have to talk it over. Bill is on the committee. He will see what's coming in. He can make his feelings clear, and you guys can work it out.

MR. HAHN:
I'm assuming that with a number of the bills there will be questions because they won't be detailed exactly what they are. So the committee will act as kind of a go-between between CSTL, ask questions regarding bills, get a full explanation, and then present it through the channels to you. If you have any questions, instead of you going to CSTL, you come to us and we can go back to CSTL and hammer it out.

DR. GITTELMAN:
Simultaneous to this, and to some degree outside of the Board's oversight, Lance and the members of his staff will be interacting with CSTL on the exhibit, etc. So there is that dynamic going on as well. I would like you also to be cognizant of what's going on between the various staffs and how the progress is going.

MR. HAHN:
If I understand you correctly, when we meet in committee Lance will bring us the bills. Then he can also update us in terms of the interaction and that type of thing.

DR. GITTELMAN:
I don't recall the date of the next meeting, but I don't know if we have a meeting of the Board before the opening of the exhibit. So I wish to bring that to your attention as well. When we adjourn tonight, essentially, these two committees are on autopilot.

DR. PECORALE:
And as I recall, that is a separate account and totally being handled within that context only. There is no intermingling of funds.

DR. GITTELMAN:

I think there will be conceptual discussions that will have to occur. Ray Ann may have her view of what's submittable, and we may have another view. It may require some discussion. Without ruffling too many feathers on either side, we'll have to come to some understanding on those things. I'm looking to you to do that. I'll call that the President's report. Any other unfinished business?

MR. ROGERS:
Any further progress to report on the architects and design of the sea plane hangar?

MR. MALLAMO:
Well, the architect is still – it's that close for him being retained, but he is starting to come down this week and will start measuring up. I believe he's coming Friday morning and possibly over the weekend, because he's very anxious to get going on it as well.

DR. GITTELMAN:
I think it would be nice if Bill met up with you on that.

MR. MALLAMO:
Yes, I'll talk to you after the meeting, Bill. I have a couple of other things, anyway.

DR. GITTELMAN:
Unfinished business? New business?

MR. FISCHOFF:
I have an item for new business. I've been discussing through LIPA with a company called Neo Energy the idea of placing back-up power at the Museum so in the event there is a power outage, the Museum can continue to operate as if there was no outage.

In connection with that, the company that is going to prepare a proposal as part of that they are going to look into restoring and making operational the two generators that we have in the power house. Those two generators reach 125 kilowatts, and if they were operating would probably have enough to power the Museum. But it's not realistic to expect that they'll actually with all their associated control switches and panels be able to operate for an operating function. They are going to investigate getting them operating as a Museum function. They are from 1915, and they are artifacts and apparently fairly rare and in reasonably good shape. So they think they may be able to at least get them operating where they turn and make noise and maybe generate a little electricity.

What they have proposed is they're going to investigate the costs of placing the back-up power at the Museum, their cost, that is, and the cost of restoring our generators and to present us with a proposal that will result in some payment to us for locating the back-up power here at the Museum. They will then sell some of the power available into the LIPA grid. They're not in a position to give us a proposal yet because they have to analyze their cost that I already know will be in excess of a million dollars.

They're willing to undertake their development cost to prepare the proposal as long as we commit to not enter into negotiations with any other party regarding a similar type situation until they're prepared to make us a proposal and we at least in good

faith negotiate with them their proposal. I think that's reasonable. Their timetable is to have this project completed by next summer.

So I would like to present a resolution that would authorize me to give them a letter telling them that we are prepared to receive their proposal and not enter into negotiations with any other party until we have completed negotiations with them. Those negotiations may or may not result in any transaction, but they have to undertake certain costs in order to make the proposal and don't want to incur those costs unless we're at least in good faith committed to them. I think that's reasonable, and I would like to pursue that because I think it presents us some opportunity that will not only give us back-up power at the Museum but will give us a source of revenue that at this point is hard to say exactly how much because they have to come back to us with a proposal, but it could be from a small amount to a significant amount.

MR. LUECKE:
I second that resolution.

MS. PERICONI:
I have a question.

DR. GITTELMAN:
Donna.

MS. PERICONI:
Before we enter into any resolution or contractual agreement with them, what would be the problem of them just coming to make a presentation? I don't think many of us understand this. So before we do anything that involves a commitment on our part, should we not have a detailed presentation on what this is?

MR. FISCHOFF:
They can't make a detailed presentation because, for example, to analyze their costs to bring our existing powerhouse operations into working order, they have to send over a mechanic from Pennsylvania for a day or two. That costs them money. They don't want to educate us on the ability to place – we can go out and buy the generators they're going to put here. We can go out and hire a consultant to get the permit. We can do all this on our own. Their fear is that they're going to educate us on how to do it and then try to do it on our own, which is a legitimate concern.

MS. PERICONI:
But you understand the concept. For some of us – I admit I don't understand this concept at all.

MR. FISCHOFF:
So what I'm explaining is, they have to spend money in order to give us a proposal because they have to analyze all their costs in placing the generator at our site. Once they know all their costs, then they will tell us how much they will pay us for locating it here. They have to spend time and money just to make a proposal, and they want us to commit to not going to anyone else and look to undercut them until we have a proposal. We're not in any agreement with them. All we're in agreement is to not do anything in a similar vein until such time as they make us a proposal, and we negotiate with them in good faith. If we don't reach a deal with them, and there is somebody else who wants to make a proposal to us, we're free to negotiate

with another party. They just don't want us to learn their business, and then go and do it without them without at least giving them a chance to enter into an agreement with us.

MS. LEBOW:
Gary, do you think it would make Donna feel better if they gave us a presentation when they're ready to present the –

MR. FISCHOFF:
Sure, absolutely. I was hoping to have more of a proposal. He said we have to send people here. It takes more time and money.

MS. PERICONI:
But there isn't even literature. There is nothing for us to read.

MR. ROGERS:
Gary, are there any other organizations in the vicinity that do the same thing?

MR. FISCHOFF:
None that I'm aware of.

MR. ROGERS:
This is a new concept, the idea of generating power and selling it back to LIPA or any other organization. This is something that I think was set up by the State.

MR. FISCHOFF:
It's the result of deregulation, correct.

MR. ROGERS:
And it seems to me that I kind of understand what they're saying, but I also think it's competitive. I think it's a little bit farfetched that any generators that we have that go back to 1915 or something like that are going to be efficient and they're going to be able to use them. I doubt very much that they would be able –

MR. FISCHOFF:
They're not going to use those. They're going to place here – there is now available in the market self-contained generation units that can generate two megawatts of power that are the size of a 40 foot trailer. We have already located a place on the Museum where it's practical to put one of those. They're quieter than the air conditioning unit for the Planetarium. They generate sufficient power for us, and they generate sufficient power to feed into the LIPA grid and will generate revenue for them and generate revenue for us. However, there are a lot of costs associated with doing that, including upgrading some of the LIPA grid from here on the peninsula, which is outdated. They have to analyze the cost.

MR. ROGERS:
I think if you have the people that design the equipment or construct the equipment, and you've got some cost factors from them – in the first place, does anybody here know how much power we require?

MS PERICONI:
No.

MR. FISCHOFF:
Yes, but the advantage of this system and having the back-up power for us is incidental to the fact that they will have a generator that's located here, a diesel powered generator that's located here that distributes power that helps meet peak demand on Long Island. The point is anybody can buy the generator. I spoke to the manufacturer, but buying the generator is only part of it. You have to then hook it into the system. There is a lot of work done by experts. All we're doing is letting them make a proposal to us and negotiate with them whether we want to accept it or not. If we don't like their proposal, we're free to reject it and look for somebody else.

MR. ROGERS:
But you're giving them the option for a year or so.

MR. FISCHOFF:
No, we're not giving them an option for a year. If we accept a proposal, it will take a year for it to be enacted. We may have a proposal within several months.

MR. ROGERS:
I would think there are other organizations that you could approach at the same time and get bids from a number of them. There is no secret about any of this stuff.

MR. FISCHOFF:
There are, that I know if, no other companies on Long Island that are presently doing this type of work. I have been in discussions with LIPA, and so far all I have come across is this one company that we know is on Long Island that's doing it. It doesn't mean that we aren't capable of trying to do it ourselves after they educate us and we decide that their proposal is not acceptable. But frankly, I think we have nothing to lose and everything to gain. We're not contractually committed to any –

MR. ROGERS:
How long an option do they want before we would go out and solicit somebody else?

MR. FISCHOFF:
They want the opportunity to make a proposal and for us to negotiate with them for the proposal and either come to terms or not. If the proposal is accepted, maybe I wasn't clear, if we negotiate a proposal that we accept then everything will be up and running by the summer. The presentation of the proposal and the negotiation of a contract may only take several months.

MR. ROGERS:
Well, I think we should put a time limit on it.

MR. FISCHOFF:
I didn't discuss it with them, but I could tell them that they have to complete it within some reasonable period of time. I don't know what's reasonable.

DR. GITTELMAN:
What about 60 days?

MR. FISCHOFF:
I don't think 60 days is reasonable.

MR. ROGERS:
I think 90 days is reasonable. I think they can do most of this on paper.

DR. PECORALE:
There are places where these are available on Long Island. There are a number of them in schools. Meat Farms used to have one that they had out in one of their large store complexes.

Essentially what it is is it's a generator. It produces more electricity than the thing, in this case, the Museum would use. Under deregulation, LIPA must buy any extra power that's available. There is a formula and a thing for determining how much LIPA has to pay. The key ingredient is whether or not this is going to pay long term for the company to be able to get back their costs of locating it here.

The biggest question I have, though, has nothing to do with that. I know that that works, and I know that that can be done. I know there are companies out there doing it. My biggest concern is whether or not we have the authority as Trustees to be able to sign a contract with a private corporation to be able to do that on Vanderbilt land. I remember back when we were talking about putting up a tower.

MS. PERICONI:
I remember that.

DR. PECORALE:
I remember our attorney coming to us stating that we had to get approval from the Legislature before we could do that. That's the concern I have. Other than that concern, I think it's a great idea. I thought that the idea of the telephone tower was a great idea too. Anything that can generate income for this Museum I'm in favor of. But I'd like to just be sure that we have the authority to be able to enter into that kind of a contract before we do anything.

MR. FISCHOFF:
This Museum has never entered into any contract that it was prohibited from doing. That goes without saying. Any agreement that this Museum makes with anybody for anything is something that we're authorized to do and is done in a way that is appropriate with our operations. So that's without saying.

DR. PECORALE:
If you put that into your motion, then I don't have a problem with it.

MR. HAHN:
Does the Museum have to send out requests –

DR. PECORALE:
RFP's.

MR. HAHN:
Yes, RFP's.

MR. FISCHOFF:
I don't know if this might be considered unique enough that it doesn't have to, but all I want is a proposal from them.

MR. HAHN:
It's not just a proposal because they're spending a lot of money to get to the point of giving the proposal.

MR. FISCHOFF:
But they're willing to do that as long as we tell them that we are going to, in good faith, negotiate with them, which we are going to do. If we don't like the proposal, we don't have any deal. Good faith means we, from the beginning, intend to see if we can reach an agreement with them. If we can't for whatever reason, then we don't have an agreement.

DR. GITTELMAN:
One of the problems with this whole discussion is that to some extent this is peripheral to a negotiation because Gary or some committee would have to negotiate with this entity for the terms. I think what Gary is asking for is the privilege of having them submit a proposal after a period of time. It's a non-binding proposal, but that during that proposal period we will not solicit other proposals from other entities.

MR. ROGERS:
I think the only thing you should do is put a time limit on it, whatever it is.

MR. FISCHOFF:
Okay, I'll ask them for a time limit. I don't know if 30 or 60 days is more than enough time, or they can tell me why it's specifically not enough time. I'll ask them what is a reasonable time. As long as it's not three years and it's 90 or 120 days, whatever is reasonable, we'll make them put a limit on it.

MR. HAHN:
My question still is, does the Museum have to go through the same process that the County Legislature would have to go to and ask for RFP's?

DR. GITTELMAN:
I think what we will do is we will hear their proposal, and then perhaps simultaneously explore what we are required to do. We may need a motion from the Legislature in order to do it.

MR. HAHN:
But once we agree that they can give us a proposal, they're going to be expending money. That may be then the point of no return.

MR. FISCHOFF:
No, that's not true. All they're asking us to do is – I met with this gentleman for several hours. I picked his brain, his ten years of experience of doing this. I obtained from him enough information that we could, if we thought we had enough expertise and enough guts to go out and do this without his assistance, and presumably make what they consider their profit. He's not foolish enough. He said, "Listen you're going to pick my brain, and we want to make sure you're picking our brain because you want to know what we're going to do for you and not cut us out."

That's a fair deal because he's an expert at what he does, and we're experts at running museums. We're not interested in locating generators.

DR. GITTELMAN:
Gary, can I just ask you to ask for an executive session on this? We're already into the verge of interfering with the negotiation.

MR. FISCHOFF:
I tried to keep it simple.

DR. GITTELMAN:
Because it's a contract negotiation, Gary, would you request an executive session?

MR. FISCHOFF:
Yes, I'm requesting an executive session.

MS. FUHRMANN:
Second.

DR. GITTELMAN:
We'll go into that right now. All in favor? Opposed? Abstentions? **Motion carries. (Vote: 13/0/0/2 Absent: Mr. LaBua & Mr. Votapka.)** There are no other agenda items other than we're going to go into executive session now for two items, the personnel issue and the contract. We will handle the personnel item first.

MR. FISCHOFF:
I think Lance should stay out here for the personnel item.

(Executive Session 9:35 p.m. – 10:05 p.m.)

DR. GITTELMAN:
We're back from executive session. Do I have a motion?

MR. FISCHOFF:
Yes, I have a motion to authorize the President of the Board of Trustees to execute a contract for Lance Mallamo to continue as Executive Director on the terms and conditions discussed in executive session effective July 13, 2001 for five years.

MS. FUHRMANN:
Second.

DR. GITTELMAN:
I have a question. Do you have a finished document in your hands?

MR. FISCHOFF:
Yes.

DR. GITTELMAN:
Can we have a photocopy made of it?

MR. FISCHOFF:
Yes, I have several copies. Here is an executive copy.

DR. GITTELMAN:
All in favor? Opposed? Abstentions? **Motion carries. (Vote: 13/0/0/2 Absent: Mr. LaBua & Mr. Votapka.)** We told you this would work out three years ago.

MR. MALLAMO:
I think it's been a winning combination with all of you. It's been a pleasure working with all of you.

MR. FISCHOFF:
Just so you know, Lance, we were back there for a long time. The discussion on your contract was about three minutes. The rest was about the other issue. Just in case you were getting worried.

DR. GITTELMAN:
I'd like Todd Shapiro to do an announcement on this. As President of the Board this is one of my greatest privileges.

MS. FUHRMANN:
Thanks for staying, Lance.

MR. MALLAMO:
It's been a great relationship with all of us for three years.

MR. FISCHOFF:
We've got you for five now.

MR. MALLAMO:
I can't believe three years are up.

MS. FUHRMANN:
I can't either. It's gone so quickly.

DR. GITTELMAN:
The only thing I can say is if anybody deserves a standing ovation it's Lance.

MR. MALLAMO:
I don't feel like I deserve it.

DR. GITTELMAN:
We can't move on to better business, so we'll move on to other business.

MR. FISCHOFF:
Now we have the resolution regarding authorizing me to receive a proposal from Neo Energy regarding the back-up power at the Museum and that they have six months to present a proposal. Any proposal, of course, is subject to the appropriate authorization from the Legislature if required or any other County authorities that have jurisdiction over it.

MR. MACCHIONE:

Second.

DR. PECORALE:
Do you want to put something in there saying exclusive authority for a six-month period?

MR. FISCHOFF:
We're granting them the exclusive right to present the proposal for the six months.

DR. GITTELMAN:
Any discussion? All in favor? Opposed? Abstentions? **Motion carries unanimously. (Vote: 13/0/0/2 Absent: Mr. LaBua & Mr. Votapka.)** Motion and second to adjourn.

(Dr. Gittelman adjourned the Board of Trustees' meeting at 10:10 p.m.)

SG/ap