

**SUFFOLK COUNTY VANDERBILT MUSEUM  
BOARD OF TRUSTEES**

**Minutes**

A regular meeting of the Suffolk County Vanderbilt Museum Board of Trustees was held on May 18, 2005 in the lobby of the planetarium, Centerport, New York.

**The following were in attendance:**

Dr. Steven Gittelman - President  
Deborah A. Gray - 1<sup>st</sup> Vice President  
Susan LeBow - 2<sup>nd</sup> Vice President  
Bertram E. Seides - Treasurer  
Marjorie Kossoy Fuhrmann - Secretary  
Michael B. DeLuise - Trustee  
David D'Orazio - Trustee  
Carl Luecke - Trustee  
William Macchione - Trustee  
Gretchen Oldrin-Mones - Trustee  
Daniel Olivieri - Trustee  
Dr. Anthony Pecorale - Trustee  
Dr. William Rogers - Trustee  
J. Lance Mallamo - Executive Director  
Bill Dieck - Staff  
Mitch Spivak - Staff  
Joshua Fuhrmann - Guest  
Ann Marie Pastore - Stenographer

**Absent:**

Maria Figalora - Trustee

**(Dr. Steven Gittelman called the meeting to order at 7:10 p.m.)**

**DR. GITTELMAN:**

This is a regular meeting of the Suffolk County Vanderbilt Museum Board of Trustees. Do we have a list of guests in attendance?

**MS. PASTORE:**

Yes.

**DR. GITTELMAN:**

Does anybody wish to address the Trustees? No, okay. May I have a motion to approve the minutes of the last meeting?

**MR. DELUISE:**

Motion.

**MR. MACCHIONE:**

Second.

**DR. GITTELMAN:**

Any discussion? All in favor? Opposed? Abstentions? **It passes unanimously. (Vote: 10/0/0/5 Not Present: Ms. Gray, Ms. Fuhrmann & Ms. LeBow. Absent: Ms. Figalora. One vacant position)** Public Relations Report, Todd Shapiro.

**MR. SHAPIRO:**

I want to talk about some of the things we have been working on in the past month. But, first, personally I want to express to everyone who sent me condolences on the death of my father. It was very much appreciated on behalf of my family and me. I thank everyone.

Some of the things we have been working on in our office is that we have gotten in touch with the New York State Department of Motor Vehicle Commissioner, Ray Martinez. He was able to set up a meeting with us for people that run Grand Central Station. As you know, Grand Central Station is a link that was started by the Vanderbilt family. We have a meeting tentatively set up. Mike DeLuise had contacted the Director of Grand Central Station. Mike, do you want to fill us in?

**MR. DELUISE:**

We have a tentative meeting set up for next Wednesday, and they would like to talk about doing some projects with us. They would like to see if there is a way to hook up with us on a long-term or short-term basis.

**MR. SHAPIRO:**

We could do exhibits there. We could do meetings there. We could do events there. It's really a good way to bring the museum and the history throughout and show some of the stuff we do here and expand some of the base of what we have. They were very excited about it.

**MR. DELUISE:**

They were very excited about it.

**MR. SHAPIRO:**

The other thing we were working on is a Vanderbilt Institution Reunion, which hasn't been done in probably 40 years. We contacted Biltmore down in North Carolina, the Vanderbilt home. We contacted the Breakers up in Newport, Rhode Island, and we spoke to the Curators, Executive Directors, and Presidents of those institutions about possibly coming to Long Island and spending the whole day here. We would contact Hyde Park and all the Vanderbilt institutions to try to do cross marketing amongst everyone and bring them here to actually organize different events, which I think would be really great. Lance, do you want to elaborate on this?

**MR. MALLAMO:**

Yes, we have been talking about this for some time. This was Todd's suggestion, and I'm glad he picked up the ball on it. We are very excited to bring these people together. I had initiated a conversation with the Curator down at Biltmore several years ago, and unfortunately when we tried to reestablish the contact, she had died in the meantime, so we kind of had to start all over again. This looks really good that we'll be able to coordinate this group of people and maybe

work on some interesting projects together, such as the Alva and some other things we have in the works.

(Ms. Fuhrman & Ms. Gray entered the meeting at 7:15 p.m.)

**MR. SHAPIRO:**

Another project we worked on was with the Sewanhaka Yacht Club, which I think you talked about at the last meeting. We had a meeting set up with Lance, Steve Gittelman, and the Commodore of the Sewanhaka Yacht Club, which Vanderbilt served as President of many years ago. They talked about doing some projects over at the Sewanhaka Yacht Club and doing some events here. They were very excited about bringing the relationship back. Besides Vanderbilt being a commodore and being a member there, President Roosevelt served as a member there. It really has a great history. It might really be a terrific event. We were thinking about possibly doing a Regatta between them, having a summer Regatta in the name of the Vanderbilt family, which they were very much excited about. Those are three things we worked on. We have also been working on possibly doing some stuff with the Alva. When I spoke to the people down in Biltmore, North Carolina, where the Alva was sunk, they talked about wanting to get involved in that as well because North Carolina is not exactly that far away, but also the person who is the curator is involved in a marine science program down there in North Carolina and talked about possibly doing some stuff and trying to get some things going. So those are the projects we have been working on.

We have also been in touch with Newsday, which has a section out on Fridays called "Cool Things to Do." They were talking about spotlighting a lot of Vanderbilt events coming up and doing some large pictures in Friday's paper to help promote the Vanderbilt. They were very excited about doing those things. That's pretty much my PR report. Thank you.

**DR. GITTELMAN:**

Any questions or comments? Thank you, Todd. We all extend our condolences on your father.

**MR. SHAPIRO:**

Thank you.

**DR. GITTELMAN:**

Todd, before you leave, do you want to talk about Steve Levy coming –

**MR. SHAPIRO:**

I'm sorry, I forgot. Everyone has been asking what's going on with the announcement of the reaccreditation. We have been pushing the County Executive's office for a date. We have a date of Thursday, June 2, and there will be an eleven o'clock press conference. We will invite the full Legislature and make phone calls to each one of them to come and be part of this. We would have a lunch, which we talked about before, which would almost be like a thank you party on behalf of the whole staff and everyone involved to make the institution reaccredited and stuff. It would probably go from eleven o'clock to two o'clock. We could have the luncheon about eleven-thirty or twelve o'clock. Steve Levy would be here for two hours. I'm sure all the Legislators would be here as well. We could invite the community as well and all the people who got involved.

**DR. GITTELMAN:**

So you settled on Thursday for that?

**MR. SHAPIRO:**

Yes, Thursday.

**DR. GITTELMAN:**

What time, eleven?

**MR. SHAPIRO:**

Yes, eleven to two.

**DR. GITTELMAN:**

Sounds great. Thanks, Todd.

**MR. SHAPIRO:**

Thank you.

**DR. GITTELMAN:**

Buildings and Grounds, Bill.

**MR. MACCHIONE:**

Buildings and Grounds, phase two of the brick walkway project is now under way. The areas that are affected by that are the guard booth, Hall of Fishes, the Educational Center, the gardens behind the mansion and the wishing well area. That is well under way. If you look around, you'll see a lot of things torn up, but it's all good stuff coming. The brick walkways were needed and the designs that have been brought out to be bricked out are really going to enhance the whole facility.

The plantings are complete in the T-pool and rose garden pool areas. The cloverleaf pool now – it used to have where the pool water would come out and then actually just run down the slope. It now has the ability to have its own water recycled, so now the cloverleaf pool is up and running and everything is great with that.

The Master Gardeners were here along with our Master Gardener. They have done the plantings and cleaned the gardens in the courtyard area. If you take a walk through there, you will see that they did a fantastic job.

I guess it was about a month ago or two months ago on an emergency basis there was a roadway going down to the pool house that was repaved. There were a lot of potholes and everything and on an emergency basis, they paved it all the way from the mansion all the way down to the boathouse.

Other than that, our resident geese and goslings are doing well. They seem very happy on the grounds and are able to put up with the construction that is under way. Thank you.

**DR. GITTELMAN:**

Are the geese becoming a nuisance?

**MR. MACCHIONE:**

A little bit. Now with the goslings the amount is increasing. The grounds crew has done a

fantastic job. The extent of the brick walkways is just sort of mind boggling because it entails almost all the areas around the mansion from the guard house all the way around through the back of the mansion. It's really coming out nice.

**DR. GITTELMAN:**

We were discussing the possibility, Bill, of taking the first half hour of this meeting next meeting and visiting some of these capital improvements.

**MR. MACCHIONE:**

They would be in great shape by the next meeting.

**DR. GITTELMAN:**

So you think the timing would be good.

**MR. MACCHIONE:**

Yes, I think the timing would be excellent.

**DR. GITTELMAN:**

I think we should all take a look.

**MR. MACCHIONE:**

You really don't get to appreciate some of the work that is going on until you actually see what it was before and what they have turned it into. It's really unbelievable. They're doing a great job. They all should be commended.

**DR. GITTELMAN:**

Okay, any questions or comments? Thank you for that report. Gretchen?

**MS. OLDRIN-MONES:**

I just want to say that Lance gave Tony and myself a tour before because we were here early and things really do look fabulous. You can see how it's going to be even better but the flowers, the walkways, all the work being done by the Education Building, as you said, it's really a great improvement.

**DR. GITTELMAN:**

I think so, too. Yes, Tony.

**DR. PECORALE:**

The really impressive thing is to look at what it was when I first became a Board Member to today and when you first became a Board Member. I can remember Carl and I were walking around 12 or 13 years ago. There's been an impressive change. Right, Marjorie?

**MS. FUHRMANN:**

Absolutely.

**DR. PECORALE:**

And I think the new Trustees – I just wish we could show you a picture of what it was like then and what it is today. Even looking at some of the projects that have gone on that were done by some of the local groups. I took a walk around to look at the rose bushes that were put in with

all the markings and everything. The museum has made an outstanding reclamation. I just truly wish that some of our County Legislators could spend some time here and remember what it was. The changes are just phenomenal.

**DR. GITTELMAN:**

Well, I remember.

**MR. MACCHIONE:**

I think Bill Dieck and his grounds crew have done a great job. Once these capital projects are done with, I'm sure they will keep them up to appear as if they were brand new. It's an excellent job that they do.

**DR. PECORALE:**

By the way, I just want to mention that I am truly impressed with the effort that the County is making to make this place handicapped accessible. It's a very difficult task to do that to a historical site. Some of the work that they are doing – just to be able to put in those paths so that a wheelchair can get all around the grounds is a remarkable undertaking.

(Ms. LeBow entered the meeting at 7:20 p.m.)

**MR. MALLAMO:**

I'm going to chime in a little bit. I was going to save part of this for my report, but I think this is an appropriate time to bring it up. I echo what Tony says, that it's going to be a fantastic project improving our accessibility all around the museum facility. I have to tell you also that DPW has assigned a new architect to work almost full-time with the museum in response to some of the capital project issues that we have had. His name is James Ingenito. He's a young man, very enthusiastic, loves the museum and is very, very involved. He has really jump started a lot of these projects that were kind of in limbo.

Anticipating that the waterfront project is going to move ahead this year, he, Mario, who is the Clerk of the Works for DPW, and I scaled out the waterfront trail from the boathouse to the seaplane hangar. I have to tell you, I have never physically walked that site. In fact, when I first started here in 1997, Steve had this vision for this waterfront, and I know that was at the core of our plan and where we were going with reaccreditation, and it did on the map make total sense.

As we have said, the museum is like a hand with fingers that you get to dead ends and then you have to double back. When we finally, after three solid Fridays of scaling through that waterfront area and trying to come up with a trail that did not have an impact on the environment, that we didn't have to remove trees or vegetation, it wasn't easy. There are some parts of that hill that I swear are 90 percent incline. To scale it, you have to climb from branch to branch, but you can do it.

I have to tell you, and Steve saw it long before and I don't think you ever walked it, but it is spectacular. It is absolutely spectacular. We had envisioned that there might be areas where we could put a broad expanse of deck for an outdoor classroom and lo and behold, Jim came up to my office and said, "You're not going to believe it. I found the area where the deck is going to go." We ran right down there, and there is a beautiful panorama with no foliage in that area whatsoever. We're proposing this project that would be elevated through the trees. It would be above ground, eight feet wide, railed on both sides but with major interpretative stations along the route. When we did it without the boardwalk in place, it was walking, falling, hanging on to

tree limbs. It's about a four-minute walk from the boathouse to the seaplane hangar. Right now it's about a 35 walk coming back. So this is going to be the real missing link that we need to make the museum succeed in the future, I think. You haven't seen nothing yet. That's what I'm really here to tell you.

**DR. GITTELMAN:**

Bert and I took a look at that and –

**MR. SEIDES:**

It's great.

**DR. GITTELMAN:**

It's great. But if you're allergic to poison ivy, don't go. How did you do it without catching poison ivy? You catch everything.

**MR. MALLAMO:**

I keep a container of Technu lotion in my drawer at all times. I used to work in the Parks Department, and I'm very used to doing that.

**DR. GITTELMAN:**

Marge.

**MS. FUHRMANN:**

Tony, as you requested, I did send a letter on behalf of the Board to the head of the Master Gardeners thanking them for their work at the museum, and I sent a copy to Lance for the record in the museum from the Board. He had requested that a month ago or so.

**DR. GITTELMAN:**

Thank you. Are there any other comments or questions on that report? Thank you, Bill. Development Committee, Mike.

**MR. DELUISE:**

There was a Development Committee meeting. We realize we have a lot to do. What we thought we would do was focus on a few things and try to get some good stuff done. Marge and a few others have recommended people who might be good for us to start our Friends of the Museum. Hopefully we'll be able to do that. If anybody else has any recommendations, please give them to me or Lance, and we'll get that going. I think that will be very good and helpful. Lance is pretty much under control, and his office is under control with a lot of the events that are coming up.

The thing that we think we would like to concentrate on right now, and I think the Board Members can help us, too, as well as our Legislators, is the idea of inviting Legislators and the people they would like to bring with them to either a breakfast, a lunch, or a tea at the museum. Give us an opportunity to show off the good work. Tony, you're right, they should be able to see what we're doing here. Lance is going to contact them and give them a number of dates. Lance will be at every one of those, but I think it's important for us if our Legislator is coming, as individuals we should join that day for breakfast, lunch, or tea, if we can. If you want to join more than one of them, it would be great. But the idea is that they would come here with an individual or somebody who is representing a corporation or another entity to help us and that we can start showing off the museum and looking for that long-term support that we really need.

What I would ask you to do is, first of all, Lance is going to make those calls. It might be up to us then because it's hard for them. A Legislator is very busy. I think we're going to invite the County Executive, too, right?

**MR. MALLAMO:**

Yes.

**MR. DELUISE:**

And you know how hard it is to get them over here. We might have to get on the phone and say, "Gee, could you really help us by coming to one of these things?" We could really show them what we're doing. I have a feeling that there will be some of them who will find it easy to do, and I think once it happens, they might want to do return visits. This would be great for us. The more we show off the museum and what we have here, the better it's going to be for us. I think that would be something that we can start right away. We could start instantly and show what we're doing.

**MR. MALLAMO:**

It's a good time of year to show the museum off.

**DR. GITTELMAN:**

Yes, the museum looks great. Yes, Susan.

**MS. LEBOW:**

Could we consider doing some kind of invitations to executives of the major corporations to lure them here, get them comfortable here, and maybe they would use this facility for functions?

**MR. DELUISE:**

What we were hoping is that in conjunction with our Legislators, that we do it together so a Suffolk County Legislator would say, "Gee, could somebody from XYZ Company join me at the Vanderbilt." So the Legislator ends up hosting it with us. You have to remember, they're really in charge of this place. To bring them and these corporate people – we could invite corporate people. I think it would be much better if we had the support of the Legislators and do it in conjunction with that.

**MS. LEBOW:**

Well, going on that idea, could we not make some recommendations to each Legislator targeting people in their district that they might want to include?

**MR. DELUISE:**

Absolutely. In fact, what Lance is going to do is say, "We would like you to invite who you want," and if they say, "I don't know who to invite," we're going to have a list and say, "Gee, wouldn't it be great if you could invite this person and these people." We can even make some of those calls for them and say, "Would you like to meet Legislator X at the Vanderbilt?" We'll work with them, but I think it's going to be up to us. I think it will make us feel that there will be fruits to our efforts. I think this could be a very good program.

**DR. GITTELMAN:**

Sounds good to me. Any questions or comments? Thank you, Michael. Education and Exhibits,

Gretchen.

**MS. OLDRIN-MONES:**

The Education and Exhibits new subcommittee met on Friday, May 13, to begin work on designing the new education brochure for the '05-'06 school year. In attendance were Beth and myself. Beth has created two new programs she hopes will be added to next year's offerings, a Spanish Language Hunt and the America's Program. We discussed changes that might be made to other programs and to the brochure itself. For instance, the Dinosaur Program might be expanded to two hours. The Artistry of Inquiry Program will be moved to day programming. Naturally all changes are dependent upon available classroom space and educational educators. Of primary importance, of course, is a timely distribution of the brochure.

Another change we discussed making is we would like to provide wording in the brochure that makes our outreach programs more obvious. Some of the things that fall loosely under the outreach programs that are going on right now are that you might have noticed the tent outside tonight. The Artistry of Inquiry exhibit opened today. South Huntington Schools illustrations will be on view in the turntable gallery through the 25<sup>th</sup> of this month.

Tomorrow, which is the 19<sup>th</sup>, is International Museum Day. The Middle Country Library in Centereach is going to have an exhibit where two of our educators, Eric and Jackie, will be there representing us with the marine specimens. That will be from 3 to 6 p.m.

Two of our educators were at the Tulip Festival on May 1 in Huntington. Their butterfly demonstration was said to be quite a success. Our marine specimens will also be exhibited by two of our educators at the Sweet Briar Nature Center Fair on June 11.

After a successful display and exhibition, our dinosaur replicas have been returned by Margaret Finney, a Librarian in the William Floyd School District. At her request, we have again loaned her some marine specimens. She has had a lot of success using these displays to inspire and encourage students to read.

The next meeting of the Brochure Subcommittee will be on June 3 at 2 p.m. Our regular meeting of the Education and Exhibits Committee was held on May 16. The following people were in attendance: Stephanie, Lorraine, Florence, Beth, Dave, Lance, and myself. Everyone else is welcome and invited to attend any of our meetings.

One of the things we decided right away was to form another new subcommittee for the purpose of further developing the Dinosaur Program. The following people volunteered to be on this committee: Lorraine, Stephanie, Beth, Lance and myself. We will meet on June 3 at 1 p.m. Also on June 3 is the POPS Concert, an entertaining and cultural event that promotes us and our educational programs. All the Trustees are invited to attend. There is a handout, like this, in your folder that gives you all the pertinent information.

As you probably know, it's prom season and the Harborfields High School Seniors will be here at the Vanderbilt taking their pre-prom pictures for their June 23 prom.

Florence wanted to thank the Board for sending some people to the American Association of Museums convention in Indianapolis. She attended a number of informative sessions, which had valuable handouts. One of the many materials that she and Lance brought back from the expo is in your folder, this green brochure. It details some of the topics covered during that five-day

event. She also gave me this catalog to pass around, because she thought you might find it interesting.

Also in your folder is a newsletter from the Long Island Museum Association. If you are interested in their annual bus trip and tour, it will be to the Lower East Side Tenement Museum. You would need to sign up as soon as possible because only the first 40 people who register will be accepted.

The Living History Program starts Memorial Day weekend and continues through October. At a meeting with the guides, who have been great adapting and pitching in, all the roles have been decided on for the 1936 interpretation and the script is being prepared.

Stephanie and the Vanderbilt Museum were awarded the 2005 Corporate Honor Roll Certificate for Stephanie's part in the First Annual Student Independent Film Festival. I will pass this around because I only have one of them. This is from the Smithtown Industry Advisory Board. They awarded only ten gold certificates, and Stephanie received one of them.

The April numbers for museum attendance in the educational programs were very good. A copy has been given to the stenographer to be attached to the monthly minutes.

Our next meeting of the Education and Exhibits Committee will be on June 27 at 3 p.m. That's the end of my report.

**DR. GITTELMAN:**

Questions or comments? Thank you for that report. It seems like you're going in a lot of different directions at the same time.

**MS. OLDRIN-MONES:**

We are expanding. That's why we needed all the subcommittees, and I imagine there will be more in the future. There is a lot to do.

**DR. GITTELMAN:**

There is a lot to do. It's great. Thank you. Finance Committee, Bert.

**MR. SEIDES:**

The Finance Committee met this past Monday at Normandy Manor at 10:30. In your folder we have the Treasurer's Report for this month. Please review it and if there are any comments, you're welcome to refer them to me or to our next meeting. We meet the Monday before the monthly Trustees meeting.

Also, I would like to request an executive session to discuss our audit services.

**DR. GITTELMAN:**

I need a second.

**MR. D'ORAZIO:**

Second.

**DR. GITTELMAN:**

All in favor? Opposed? Abstentions? We will go into executive session at the end of the meeting. **(Vote: 13/0/0/2 Abstent: Ms. Figalora. One vacant position.)** Yes, Tony.

**DR. PECORALE:**

Will we be coming back out of executive session to take action?

**DR. GITTELMAN:**

No.

**DR. PECORALE:**

Okay, I just wanted to know. We're going in just for discussion.

**MR. SEIDES:**

That's correct.

**DR. GITTELMAN:**

Unless you're going to seek a motion.

**DR. PECORALE:**

That's why I was asking the question.

**MR. SEIDES:**

We'll see how the discussion goes.

**DR. GITTELMAN:**

Then we might. The answer is maybe.

**MR. OLIVIERI:**

Excuse me, Bert, what time is that meeting going to be on Monday?

**MR. SEIDES:**

This coming month will be 10 a.m.

**DR. GITTELMAN:**

Are there any other questions? Of course, there are questions as to the executive session. Deborah.

**MS. GRAY:**

I'm just wondering since I noticed that admissions are down, if we're considering any plan to deal with that.

**MR. MALLAMO:**

I can answer that. Admissions were down actually in March. If you remember, we lost a week because we had the Goto projector fire. We were closed for one week there. I understand we have been able to reschedule all the groups that we lost at other points in the year.

When I looked through previous years – the other thing that I think affected us in March and probably will in April was the school calendar this year. Easter week is traditionally a very good week for us. The past several years Passover and Easter have been more or less coordinated within that one week, and most schools have been closed during that period. This year, I would

say it was about 50/50. Some schools were closed one week and some were closed two weeks later. We did see our attendance drop in those periods, but that was unique.

Going back to 2002 during the month of March we brought in \$73,271, in 2003 it went down to \$54,926, and last year it was \$71,602. I think this is probably a normal anomaly. I just hope that we can recover that by rescheduling the school groups. It was probably the majority of this. Even when we had the fire, we had to evacuate the building. We had three classes in the theater when it happened. I'm pleased to say that the projector has been working better than ever. Knock on wood that the repair that was made will be successful. Also, our laser shows are gradually picking up. The attendance has been building every week with those. We expect that that will increase with the college kids coming home in May. My children have been asking me about it, so word has gotten out to St. James.

**DR. GITTELMAN:**

Any other questions or comments? Tony.

**DR. PECORALE:**

Deborah raises a point. I think you have to look at the revenue in terms of the expenses as well. I have been tabulating the expenditures compared to the revenue, and our salaries and wages are down about roughly \$15,000 a month compared to what we budgeted. By and large, I think that the museum has done a good job of trying to watch its expenses as well as looking at the revenue and trying to build the revenue as much as possible.

The only real concern I have is that I thought we were going to tabulate where we stand year-to-date. I note that's not on here. I would like to ask that we go back to what we used to have on our Treasurer's Report, where we had a revenue expense tabulation to date, so that we knew what our current situation was relative to cash flow.

**MR. MALLAMO:**

Yes, I did look into it, Dr. Pecorale. That has not occurred during my tenure. I couldn't find a previous report that had that on it. I did go back to the late 1990's.

**DR. PECORALE:**

I thought we would always talk about it or at least knew where we stood each month.

**MR. MALLAMO:**

I think what we probably did is handed out the sheets for every department. That may have been what we did, which we can certainly do. I did discuss it with the accountant, and he really didn't know what I was talking about either. He's the one who said he had never done it. When I went back and looked through some of the reports, I couldn't find it. Let me look into it a little bit more and maybe you and I could talk about what could be handed out. Bert can bring it up in the committee next month.

**MR. LUECKE:**

Question.

**DR. GITTELMAN:**

Carl.

**MR. LUECKE:**

Could you be thinking, Tony, of the last column? That's basically the very –

**DR. PECORALE:**

Yes, that last column was always current to where we were up to that month.

**MR. LUECKE:**

Isn't this one current?

**DR. PECORALE:**

Excuse me?

**MR. LUECKE:**

Isn't this last column now current? Isn't that the variance as of –

**DR. PECORALE:**

Where we stand to date at the end of March –

**DR. GITTELMAN:**

The variance is current.

**MR. LUECKE:**

So I think that is current.

**MR. MALLAMO:**

But admittedly when we say current, this is through March.

**DR. PECORALE:**

The variance is current?

**DR. GITTELMAN:**

Current through March. We're on a one-month lag.

**MR. LUECKE:**

I don't think Tony is asking for it to be through April. I think what he's saying is that if we have the actuals through March, what's the variance in March. I think the last column is actually –

**DR. GITTELMAN:**

The last column is the variance.

**DR. PECORALE:**

But the variance that's in this last column now is not where we stand through these three months.

**MR. LUECKE:**

Sure it is.

**DR. PECORALE:**

No, it's not.

**MR. D’ORAZIO:**

No, it’s not.

**DR. PECORALE:**

I just did the calculation. It’s not. But at any rate, I think it’s important for us to look at the revenues, but we also have to look at the expenses as well. The thing that seems to be really killing us in terms of our budget is the utilities. We are way over. We’re \$5,000 more in January.

**MR. MALLAMO:**

And I have to order gasoline this week. We’re almost out, and I’m afraid to make that call.

**DR. PECORALE:**

That’s really the one that seems to be our biggest nemesis. You have been holding down expenses very well, Lance.

**MR. SEIDES:**

That might get back to our need for those new furnaces, Lance.

**MR. MALLAMO:**

Yes.

**MR. SEIDES:**

It’s a huge need, and I do hope they come by fall. Also, in my folder I have a check history report, which I would like to pass around at this time for your review. I would like it back. Thank you.

**DR. GITTELMAN:**

Any other questions or comments? Thank you, Bert, for that report. Personnel Committee, Deborah.

**MS. GRAY:**

No report this month.

**DR. GITTELMAN:**

Director’s Report.

**MR. MALLAMO:**

As Gretchen indicated, Florence and I went out to the American Association of Museums annual meeting in Indianapolis. It was very nice to go with our reaccreditation under our belts and wear that ribbon “My Museum is Accredited.” Florence brought them back for the many people on staff, and they have been wearing them during the week.

It was also a good opportunity to go through the expo and see some of the new technologies that are coming out and visit some of the museums. I have to say, I was very, very surprised at the wonderful museums they had in Indianapolis. I was telling Dr. Rogers earlier, the Indianapolis Children’s Museum has developed a new dinosaur exhibit, and there is really a lot to focus on sound in a building very similar to our planetarium. It’s all under a dome and was very, very well done. It has just opened up, and they had a workshop on that. Then we had a special tour of the whole exhibit, and hopefully we’ll be able to incorporate some of the techniques that

they used in our own dinosaur exhibit. I think you can go on their web site Indianapolis Children's Museum and see the wonderful job that they have done out there with that exhibit. It was a very good conference. I'm glad we went.

Next year it's going to be held in Boston. I think we may make the opportunity to send more staff. I would encourage any Trustees that want to go. They have moved the date from – it used to be during the week, and now it also takes place over a weekend. Even if you can only go for a couple of days, they've got great workshops geared for both museum staff and Trustees. It would definitely be a worthwhile undertaking. We'll keep you posted on that as the year moves along.

We're also working toward getting ready for the visitor season that we have coming up. We're thinking of a number of new ways to highlight the museum. Based on the new access that we're going to have, we may be able to open up some areas and do some activities that we haven't done in the past. I don't want to go into too many details now if we're not able to do that by the end of June, but we have some interesting things coming up. That's my report for today.

**DR. GITTELMAN:**

Any questions or comments on that report? Thank you. I appeared at the Legislature yesterday because we were informed that the AAM had done a mailing to various office holders about our getting reaccredited both on a federal and State level. I wanted the Legislature to be brought up to date. I went to the Legislature yesterday morning and got caught up in a gas refueling depot quandary. I think that I was the least inflammatory issue on the table, but nobody wanted to listen because they were all very, very wrapped up in whether we were going to have a national gas depot in the middle of the Sound. That being the luck of the draw, Lance and I did our best in a sea of protestors with a lot of distractions, but we did get our message across. A number of Legislators came up and felt that it was a tremendous accomplishment, and I did get to read into the record some of the quotes that the AAM had given us. It was something we had decided really at the last minute, and we almost pulled it at the last minute because it was an evil climate yesterday morning there at the Legislature. We did get to give them our message or almost all of our message. They seemed very pleased.

I think in a nutshell we were able to tell them of our accomplishments, our recognition, and they seemed to focus on the one word. I told them it was an unconditional reaccreditation, unlike our last one. Using the quotes from the AAM, the last time we went for reaccreditation we have never gotten an unconditional reaccreditation in our history. Some of the folks who have been there a long time who knew what this meant to us were very impressed. Some of the new Legislators I think we have to bring them up to speed so that they can understand how long and difficult the haul has been. It was good. It's hard. They seemed very harried yesterday. Lots of cameras and all of them pointed in another direction. Big crowds, not everybody could get a seat, everybody carrying placards. They had a stack of cards this high, and up comes Lance and I in the middle of it saying, "Well, we want to tell you some good news." We had our three minutes, the gavel went down, and we were tossed out. That was it. I don't want to make it sound better than it was, but that's what it was. Actually, I managed to get in an extra paragraph, and then I was tossed out.

**MR. MALLAMO:**

Actually, what he didn't tell you was that Steve was recognized as an exemplary volunteer of Suffolk County.

**DR. GITTELMAN:**

I didn't know. I had no idea. I never go to the Legislature, if I could avoid it, but I went there and they had this announcement, and I'm sitting there as if I had planned it. I didn't know. Yes, that was embarrassing.

**MR. MALLAMO:**

I think they were supposed to notify you, too.

**DR. GITTELMAN:**

Nobody notified me. I was surprised I was there, too. Okay, that's it for me. Any questions? Old business?

**MR. LUECKE:**

Old business.

**DR. GITTELMAN:**

Yes, sir.

**MR. LUECKE:**

I'm probably thick, but why would the last column be variance because if you add up the January, February, and March projections, you subtract and take the difference between that and the actuals and add the variance, you get the same thing. So it is the variance. It's the budgeted three months and total, the difference between that and the actual, that's the last column. It is the variance.

**DR. PECORALE:**

The balance of the current balance is that we're \$24,668 off of our – we have a deficiency of revenue over expenses. If that was reflected, then the number all the way on the right at the bottom should reflect that.

**MR. LUECKE:**

We'll look at it later.

**DR. PECORALE:**

It's not an issue.

**DR. GITTELMAN:**

Tony, it shouldn't reflect that if there were positive months during the year that would counterbalance it.

**DR. PECORALE:**

I understand that, but our end of the year was supposed to be a zero.

**DR. GITTELMAN:**

Yes.

**DR. PECORALE:**

So if you took all the remainders with it and you reflected the deficiencies over the first month and the third month, that should reflect it in that variance at the end.

**DR. GITTELMAN:**

I would only disagree with you unless there was a projected deficiency in the first three months.

**DR. PECORALE:**

Well, there was.

**DR. GITTELMAN:**

I haven't taken out a calculator, but if there was a projected deficiency in the first three months, the excess of the deficiency should be there.

**DR. PECORALE:**

And if you take a look at the proposed business plan for 2005, you would see that in January and February there were projected deficiencies and a projection of excess in March.

**DR. GITTELMAN:**

Okay, and what was the projected deficiency for January, February and March in round numbers?

**MS. FUHRMANN:**

Do you want a calculator?

**DR. PECORALE:**

\$18,000.

**DR. GITTELMAN:**

And the projected deficiency now – the actual deficiency –

**DR. PECORALE:**

\$24,668.

**DR. GITTELMAN:**

And the difference between the \$18,000 and the \$24,000 shouldn't be nine? I'm rounding; I apologize.

**MS. FUHRMANN:**

Do you want a calculator?

**DR. GITTELMAN:**

I realize it's six. It doesn't work, but that's what I'm saying. Do you understand where I'm coming from?

**DR. PECORALE:**

I understand where you're coming from.

**DR. GITTELMAN:**

The projected deficiency that we projected during the slow months of January, February and March would be the difference that you should see in that cell.

**MR. LUECKE:**

Correct.

**DR. GITTELMAN:**

I have one correct. Do we hear two?

**MR. LUECKE:**

And that is, therefore, the last column, where we stand year to date.

**DR. GITTELMAN:**

That's right. Year to date against our projections, based upon the last column, and I'm not vouching for its arithmetic. I'm only trying to say that that last bottom right little number \$9,819 should be the projected difference – I know you understand what I'm saying.

**DR. PECORALE:**

Yes, I understand where you're coming from.

**DR. GITTELMAN:**

If we put a calculator to it –

**DR. PECORALE:**

My concern is that this gives me an idea of where we are with our cash flow. That's always been my concern.

**DR. GITTELMAN:**

Well, see now, what this is basically saying is in terms of the difference from what we projected, we may have projected a loss and a loss may be \$9,819 in excess of the loss that we projected. Since we have a seasonal slow season, I would find this is, yes, it's somewhat informative in terms of cash flow, and since we do actually run on a cash basis, the problem is if we don't know what the payables are. It's hard to really get an assessment of cash flow without a reflection of payables to go along with this.

**MR. LUECKE:**

I agree, but this last column is very helpful in terms of where we're sitting compared to where we thought we were sitting.

**DR. GITTELMAN:**

That's correct.

**MR. LUECKE:**

It's what we really want.

**DR. GITTELMAN:**

Well, it's certainly one of the things we want.

**MS. GRAY:**

Tony, I would agree with you that one of the issues we are constantly struggling with is the cash flow. I was suggesting that this isn't the right vehicle to look at it. We might want to put together our own dashboard of indicators on a different sheet that we would see on an informal basis that would speak to some of the issues because I agree with Steve, that unless you know

what your payables are, cash flow could look very different.

**MR. LUECKE:**

Right, that makes sense.

**DR. GITTELMAN:**

Right.

**MS. GRAY:**

So maybe it's a different sheet we need to look at in an informal way and continue to use this at the Board meetings.

**MR. LUECKE:**

A cash flow sheet.

**MR. D'ORAZIO:**

I believe we spoke about this at a committee meeting.

**MS. GRAY:**

Yes, and Bert and I have been trying to figure out what it's going to look like.

**MR. D'ORAZIO:**

With the issue that probably Tony and I see is that we see there is a \$9,800 deficit in the projected income, but what is the actual deficit we're running?

**DR. GITTELMAN:**

The actual deficit, okay.

**MR. D'ORAZIO:**

That's something that's publicly interesting to know because I have no idea what the actual deficit we're running is. I know we're \$9,800 over projected.

**DR. GITTELMAN:**

If you take the numbers in the first three columns, the bottom number –

**MR. D'ORAZIO:**

That would be the actual deficit?

**DR. GITTELMAN:**

That's your actual.

**MR. LUECKE:**

Assuming we started out the year without a deficit.

**MS. GRAY:**

I think what you're asking for is a –

**MR. D'ORAZIO:**

Well, maybe the accounts receivable should be put in there.

**DR. GITTELMAN:**

Yes, we would need accounts receivable, accounts payable and cash. We're really looking for a balance sheet.

**MS. GRAY:**

And I would say the Finance Committee heard that request and have been trying to figure out how to put it in a simple format for all of us and our finance people.

**MR. LUECKE:**

I couldn't come to the last meeting but the next one you have we'll sit down. It's very doable.

**DR. GITTELMAN:**

You can also do it the old cash register way, how much is in the till. Your point is well taken, Tony, but perhaps this should go back to committee. Yes, Deborah.

**MS. GRAY:**

Can we order books from here?

**MR. MALLAMO:**

Yes.

**MS. GRAY:**

I don't know how fast people were looking through this, but a lot of the things we have been talking about in terms of understanding the finances, understanding strategic planning, board ethics, there is a tremendous amount of literature in here. It seems like we should sit down as a small group and decide – I don't know what kind of resources we have, but there may be a number of these that we would maybe want to buy, maybe not one for every Board Member, but maybe four or five and then share them amongst the various committees. This is an excellent resource.

**MR. MALLAMO:**

That's very good and Florence and I found – I put them in Susan's packet. I think you got information from Florence on the Museum Trustees Association.

**MS. LEBOW:**

Right.

**MR. MALLAMO:**

I had discussions with those two firms, Susan, about doing that. At first glance, I think the Museum Trustees Association may be helpful to us in that regard. It's certainly supplementing with some of these publications. It would be great. We are members. We can buy at the member rate. I think they would be very helpful. That's where we got the Trustee book that we just purchased.

**MS. GRAY:**

But I didn't, obviously, write on your pages, which I would normally do if it was my own book, but there are things in here on how to market the museum.

**MR. MALLAMO:**

If you think it would be helpful, I could get a copy of this for every Trustee.

**MR. SEIDES:**

That would be wonderful.

**DR. GITTELMAN:**

Is there anything else, Deborah?

**MS. GRAY:**

No, thank you.

**DR. GITTELMAN:**

That was old business. Is there new business? We have established a need for an executive session. If we could, let's proceed to the back classroom.

**(Upon completion of the executive session,  
Dr. Gittelman adjourned the meeting at 8:30 p.m.)**

SG:ap

Attachments