

SUFFOLK COUNTY VANDERBILT MUSEUM

BOARD OF TRUSTEES

MINUTES

A regular meeting of the Suffolk County Vanderbilt Museum Board of Trustees was held on February 18, 2009, in Normandy Manor, Centerport, New York.

The following were in attendance:

Dr. Steven Gittelman - President
Gretchen Oldrin-Mones - Secretary
Michael B. DeLuise - Treasurer
Daniel Olivieri - Trustee
Sarah Anker - Trustee
Noel Gish - Trustee
Dr. William Rogers - Trustee
Thomas D. Glascock - Trustee
Lynn Dwyer - Trustee-Elect
Ronald A. Beattie - Trustee -Elect
Carol Ghiorso-Hart - Executive Director
Terry Pearsall - Aide to Presiding Officer Lindsay
Lora Gellerstein - Aide to Legislator Cooper
Barbara LoMoriello - Deputy Clerk/Legislative Liaison
Lance Reinheimer - Budget Review Office
Barbara Oster - Staff
Peter Newman - Staff
John Pokorny - Staff
Michael Iadevaia - Accountant
Ann Marie Pastore - Stenographer

Excused Absence:

Art Sillman - Trustee

Absent:

Matthew Swinson - 2nd Vice President
Dr. Anthony Pecorale - Trustee
Susan LeBow - Trustee

(Dr. 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:

I thank you all for being here. I regret that we do not have a quorum, so we will not be able to take votes on any issues. We can only discuss issues. I do not know of any excused absences.

MR. OLIVIERI:

There was one. Art Sillman is ill tonight.

DR. GITTELMAN:

Okay. We cannot approve the minutes from the last meeting, but we can recommend changes.

MS. OLDRIN-MONES:

It was the last meeting and the meeting before that.

DR. GITTELMAN:

At least let's put the changes on the record, if we could do that. Are there any suggested changes? Hearing none – we can't take a vote. The minutes will stand until we can vote on them.

Audit Committee, Dan.

MR. OLIVIERI:

There is a draft that came out. I have to review it. Once it's reviewed in full, I will be able to make a report of whether we're recommending it or not. That's it. I really want to say that I have been doing it for a number of years. I would really like – and nobody is really here to take it over – but I would like another person to chair the Audit Committee. It's like year after year that I have been doing this. I will do it one more year because there is nobody else here stepping up. This is not about anybody sitting here. Everyone sitting here does a yeoman's job. I will take it one more time.

DR. GITTELMAN:

I appreciate you doing this, Dan. I realize that it's difficult. Unfortunately, the President and the Treasurer can't volunteer.

MR. OLIVIERI:

I understand.

DR. GITTELMAN:

It's an essential task. I'm sorry it dragged on so long.

MR. OLIVIERI:

It has nothing to do with anybody sitting in this room. It is what our accountants have been doing and whether they have been dealing with it. Now we're up to 2007. We'll get that done, and then after that we're right on schedule. The year 2008 is not due yet. It's not April 15. We do that after taxes are done.

DR. GITTELMAN:

Thank you. We had our first meeting with the Oversight Committee, and we're very pleased to have many members of the Oversight Committee with us.

MR. OLIVIERI:

Why is everybody sitting back there? Why don't you sit up here and join us.

DR. GITTELMAN:

Yes, come and join us at the table.

MR. PEARSALL:

I'm sure there are people that are just running late.

DR. GITTELMAN:

Terry, we're sure you're right. Let's hope, anyway. Come and join us. There are plenty of seats here. Would it be okay if we just introduced ourselves? Would that be all right?

MR. OLIVIERI:

Dan Olivieri, one of the Trustees.

MS. DWYER:

Lynn Dwyer, soon to be Trustee.

MR. BEATTIE:

Ron Beattie, ditto.

MR. PEARSALL:

Terry Pearsall, with the Presiding Officer's Office. I'm also Chairperson of the Oversight Committee.

MS. OSTER:

Barbara Oster, Bookkeeper.

MR. IADEVAIA:

Michael Iadevaia, Accountant.

MR. NEWMAN:

Peter Newman, Restoration Supervisor.

MR. POKORNY:

John Pokorny, the guy with the headphones.

MS. PASTORE:

Ann Marie Pastore, stenographer.

MS. GELLERSTEIN:

Lora Gellerstein, Legislator Cooper's Office.

MS. LOMORIELLO:

Barbara LoMoriello. I am the liaison between the Board and Oversight Committee.

MR. REINHEIMER:

Lance Reinheimer, Legislative Budget Review Office.

MS. OLDRIN-MONES:

Gretchen Oldrin-Mones, Trustee.

MR. GISH:

Noel Gish, Trustee.

DR. ROGERS:

Bill Rogers, Trustee.

MR. DELUISE:

Mike DeLuise, Trustee.

MS. GHIORSI-HART:

Carol Hart, Director.

DR. GITTELMAN:

Steve Gittelman, Trustee. Thank you for joining us. We had a meeting of the Oversight Committee yesterday. It was a unique experience, I must say. It was new. They asked the three of us quite a few questions. I think all of the Trustees received a copy of what the subject matter was going to be. We spoke at length about a great variety of subjects, including some historical points. For example, the dinosaur exhibit and how it came to be, our relationship with Cornell Cooperative Extension, how we get grants, how we do our bookkeeping, and how we can change our bookkeeping to better match up with the County's. It was about two hours. I hope that you folks got your answers. Maybe you could give us some feedback.

MR. PEARSALL:

I think the committee overall was satisfied with all the answers we got and that you did answer all the questions that we posed to Steve, Carol, and Mike DeLuise. Barbara was there, also. I'm sure we're going to have more questions in the future, but at this point, I believe that the Oversight Committee was satisfied with the answers you gave.

MR. OLIVIERI:

Terry, do you know, from other members, if there were any other questions or inquiries of us right now?

MR. PEARSALL:

Not at this point.

MR. OLIVIERI:

Lora, I know you're on this committee.

MS. GELLERSTEIN:

No, I'm not.

MR. PEARSALL:

No, Lora is a technical adviser to me.

(Ms. Anker entered the meeting at 7:20 P.M.)

DR. GITTELMAN:

We now have a quorum. We can go on the record as having a quorum. Sarah, we're discussing the Oversight Committee and the meeting that we had yesterday with the Oversight Committee. We were just getting into it. You have missed very little.

MS. ANKER:

Okay.

DR. GITTELMAN:

The Committee was satisfied with our answers. Perhaps you can tell us where the committee intends to go next.

MR. PEARSALL:

We're going to have another meeting in three weeks. We haven't put that agenda together yet, but we're going to be discussing some things that we want to recommend to the Board.

MR. OLIVIERI:

Lora, I know that there was a phone call made today to Art Sillman. I was on that committee with the food providers. Do you have questions?

MS. GELLERSTEIN:

Not any longer.

MR. OLIVIERI:

Excuse me?

MR. PEARSALL:

Dan, we had wanted – we asked what the status of a number of RFP's were.

MR. OLIVIERI:

There were two RFP's. I know that because I spoke to Art today. He is ill and couldn't be here tonight, but I was on the committee with him. I reviewed those contracts. I believe he emailed those to you today.

MS. GELLERSTEIN:

Yes.

MR. OLIVIERI:

Do you have any comments or anything to say on that?

MS. GELLERSTEIN:

Not particularly at the moment. I forwarded it to Jon so he could review it.

MR. OLIVIERI:

There were two, and I'm going to say it in front of everybody. They were really not acceptable RFP's because they weren't real. There was an offer of \$100,000 from the Thatched Cottage. But it was nothing more than that. As a group here, we have a responsibility to the museum and the County. To sit there and say, "Okay, good, let's take \$100,000," without knowing what they meant and what they were going to do wasn't going to be something that we could agree to. I don't think the Oversight Committee would want a museum of Suffolk County to commit to something that could have been a boondoggle, meaning that you take \$100,000 and yet they earn a couple of million dollars, and we only get a small percentage, is not something we really want to deal with.

Also, we don't know what they meant. A lot of their proposals were based on what was going to happen with the waterfront. That's not happening. That's not a real proposal. I want you folks to understand – and not that anybody would want to delay it, but we wanted to be careful and not commit some type of misfeasance here where there could be a lot of embarrassment.

MS. GELLERSTEIN:

The question was if they were unacceptable, why were they unacceptable, and what could we do to move forward? It wasn't that anybody was asking you to pick from one of them.

MR. OLIVIERI:

I don't know. Nobody ever posed the question –

DR. GITTELMAN:

Wait, I'm sorry. I will have to assert my role as Chair here. Lora, by all means, please go ahead.

MS. GELLERSTEIN:

Terry had me call and ask Art what was unacceptable about the proposals, and if there was something that we could do to move forward, not necessarily with either Thatched Cottage or the other company, in order to produce some sort of RFP, which we have been waiting for now for a while to put together an RFP to go out to bid, so that everybody, including the Thatched Cottage and W could respond. W and Thatched Cottage responded prematurely. You don't have an RFP out there. Jon wanted me to proactively ask him what the issues were with those proposals. He wanted to know what his suggestions were. Why did he find them inadequate? He was not impressing upon anybody that you should make a decision between the two of them. Nobody is saying that those are the only caterers out there who might possibly –

MR. OLIVIERI:

Nobody said that --

MS. GELLERSTEIN:

My point is, what Jon wants to do is to move forward as quickly as possible. He has been asking for several months now to do that. All he is asking is if they were inadequate, what can we do to move forward. Art and I had a great conversation. I don't know if he shared that with you. I read his recommendations. He wants to reach out to several more or wants us or whomever, the Board or administration, to reach out to several more caterers so that there is no appearance of impropriety. Everyone is concerned about that here. I told Jon that. I shared with him Art's recommendations. What I did was go on-line and found four other caterers, so we can send out RFPs when they're produced by this Board or the administration fairly and equitably. Nobody is pushing one or the other. We're just trying to move things forward.

MR. OLIVIERI:

We want to move it forward. What we got was fairly unacceptable. That was one of the issues.

MS. LOMORIELLO:

I just have to ask, did you come up with specs for the RFP? Was it written? Do you have a format that you asked them to respond to?

MR. OLIVIERI:

Actually, when that stuff came in, the contracts just showed up based on some verbal discussions. When Art agreed to take this on and see whether they were valid or not, that's all that was asked of Art and myself at that time.

MS. LOMORIELLO:

But I can't see how you could say they were invalid if you didn't have any specs on them.

MR. OLIVIERI:

We were all happy to see something from them, but we were not expecting them to come in. To develop it was based on what we wanted to do and what we can do. It's not a simple thing. There are questions like, where do you put them? Where are they going to be cooking? Are they cooking off the premises or on premises? Do you have tents or do you not have tents? Is it a permanent structure? This is a very complex and important issue. Don't think for a second that this Board didn't think this was one of the most crucial areas for us to earn income. We have to do it in a proper way. We have to do it understanding what all the variables are.

Quite frankly, Art is a new member. This is one of his areas where he is an expert in, in a sense that this is what he does for a living. He used to review all the RFP's for Hofstra University and their catering area and what they used to do. You're going to be hard pressed to find somebody more qualified than him. He is relatively new to the Board.

This is an area that we have been going back and forth on for many, many years. It's like, where does this happen? Does it happen in the tents? Does

it happen on the waterfront? When things don't happen in one area, you have to have a Plan B or a Plan C.

It's complex because it's not just where you have it and who is doing it, but you also have to deal with the Department of Health and the Department of Public Works. It got to a point where there was an idea and then it got shot down. Then you go to Plan B, and it got shot down. That's where we're at right now. This Board really wants to have a permanent type of food service here, not just for weddings, not just for big catering areas, not just a restaurant proposal, which is something way down in the future, but even like little food stands and stuff as people move around the place.

MS. ANKER:

I'd like to comment on the conversation going back and forth. I would like to see specific guidelines as to what the museum can do. Who are the departments involved? In other words, I would like to see something specific, as detailed as possible, what's involved in bringing in a catering company so we know where we are so we don't fall through those –

MR. OLIVIERI:

Do you want to volunteer for a committee?

MS. ANKER:

Yes, I will.

MR. OLIVIERI:

Good.

MS. ANKER:

Again, I don't have that information now.

MR. OLIVIERI:

Nobody does.

DR. GITTELMAN:

Dan.

MS. ANKER:

Let me finish. I'd like that either from whatever the information the museum has and also from what the County has. This way we will have a clear direction on your concerns. I see what your concerns are. There is insurance, health –

MR. OLIVIERI:

Fire department.

MS. ANKER:

Yes, the fire department. I'd like to see a clear guideline of what the museum needs to know and understand before we decide on what the caterer is doing and who to bring in.

The second thing I would like to see is specific specifications, like you had suggested, as far as so you can compare apples to apples. I have no idea. I

think without those specifications or all that detailed information, it's going to just keep kicking back and making concerns.

I understand the excuses to why we cannot do it. They are good excuses because we just don't know. Before we go forward, if we could clarify those details, then I think we can just get on the road and go with it. Again, we need to know where we want to go. I think that's probably half the problem with the museum itself. We're not quite sure how much – how involved we want the caterers to be and how much time and energy the caterers have to become part of the museum. I think there are a lot of pieces that need to be clarified. Who would be able to give that information on the County end of things?

MS. GELLERSTEIN:

I'm not sure; perhaps the County Attorney. The reason I called Art, at the direction of my boss, was to find out what had been done. Art sent his recommendations, which he forwarded to me today. I guess the question is, where do we go from here? What is being done with those since they were sent out? That's the problem. If we're not moving forward, regardless of the Thatched Cottage proposal or any proposals, they're just sort of sitting there. Are we contemplating what the specs are?

DR. GITTELMAN:

I can answer that because Art did send me his recommendations. I would have to check my email to give you an exact date, but I think I'm talking within the past ten days to two weeks.

MS. GELLERSTEIN:

That's the point. As long as they are moving forward, that was what Jon was looking for.

DR. GITTELMAN:

Just so that you understand, I spoke to Art and what's interesting about this meeting is I think yesterday I told you everything and more than you wanted to hear. The one place where I couldn't recall was why I felt Art was so qualified to do this. I was pretty honest about it. I didn't remember. Apparently he was very qualified to do it.

One of the problems we have with food service, and I think in response to Sarah and to all of you, is historically we have gone down many roads on this. This has not been something we have ignored. We have tried, and what happens is we tend to go for something that – I'll be honest with you, one of the things that we thought was that they were going to go in the boathouse, for example. That seemed like a great place to have a food service type setting there. Then Cornell went in there. This is going back a long time ago. We lost that tract. Then I think we tried down in the – not in the turntable gallery but in the room next to the –

MS. GHIORSI-HART:

The laundry room.

DR. GITTELMAN:

Yes, the laundry room. We tried that. We ran into Health Department problems with the laundry room. What happens is that we have very few spaces. This is a 43 acre property, but we have very few spaces that seem to be appropriate. So one of the problems is, for example, the proposals might ask for a place on the waterfront. Well, forget that. That's a big capital improvement. If someone wants to do the waterfront for us, we would be glad to have them do that. But they're not going to do it.

Then they chose something like the garage. Maybe the garage would be a great place, but it is our education center. We have to kind of make a decision whether or not to move into the education center. Then where are we going to put education in this institution?

To bring this into perspective, we have been debating this for many years. I think we really could have gone out and gotten a hot dog stand. It would have generated some revenue. That would have been great. We tried that, and we're doing it now. It's there now.

In terms of a final solution, it's so complicated. Now let's face it, the world turned upside down in the past four months. This is a whole different set of priorities. We have the Oversight Committee here. Maybe one of the things that we can – even before the Oversight Committee was formed, I think it was three months previous at a Parks Committee Meeting, I said, "Can we come up with a joint vision for the institution?"

One of the things we have to understand here is, is food service going to be the focus, and how much do we want to sacrifice? I'm not saying we shouldn't. I'm just saying, are we going to say that food service is the focus and everything else is going to have to be put aside because we have limited classroom space? If it comes down to it, should we sacrifice the classroom space that we have?

MS. LOMORIELLO:

The question really is, what's bringing in the most money?

DR. GITTELMAN:

Well, Barbara, that is a very important visionary statement. What you're saying is that you are setting a priority. You are saying money matters most. I'm not saying no. Please, don't get me wrong. But do you know what? Educational institutions might say that education matters most first. It's very reasonable for an educational institution to say in a different economic climate –

MR. OLIVIERI:

Listen, I hear what you're saying. Terry, I know you're here. I think the most important thing for your committee is that you need a guided tour of this entire facility to see where you think is possible for the food service so that you don't have misunderstandings where we say, there are no dinosaur exhibits when there is. You have to see what's here and what's –

DR. GITTELMAN:

Dan, I'll give you the floor soon. If we're going to set up priorities and we're going to say that finances are now clearly the most important point, then I think as a collective group, because really as much as we are a Board of Trustees of 15 or whatever we are now, we really are a Board of Trustees of 21, with all due respect. You are here to help work things out with us. We need and we have a rare opportunity here to get the County not to buy into our future, as much as to help us have a future direction that we all share. If this institution is to sacrifice – if the balance is to go from education to funds, and if that's the priority, and it may well be -- for one, we have said it in the past four months and we have heard it many times, then we have to make it the priority. If that means sacrificing education, then if food generates more than education, then we're going to have to do that.

MS. ANKER:

Can I say something?

DR. GITTELMAN:

By all means.

MS. ANKER:

I don't think we have to sacrifice education.

DR. GITTELMAN:

We have limited space, Sarah. We just do. If you look at the proposals, they want the education facilities in order to put in their food services.

MS. ANKER:

That doesn't mean you have to sacrifice education. In other words, yes, you do have to give up space of one area in order to bring in certain food services. We have to give up space. I'm trying to visualize. What is the education center? What is –

DR. GITTELMAN:

The garage – these are rooms that as you are walking up toward the marine building, the Hall of Fishes up on the hill, before you get there there is what used to be Mr. Vanderbilt's garage, which we use for education purposes, which would be a good central location for food services. But it can't be both. If we're going to sacrifice that – we don't have to come up with an alternative plan for education service, but we ought to. Gretchen.

MS. OLDRIN-MONES:

I think we have to come up with an alternative plan if we're going to give up the education building, because that's our very purpose for existing here, for the education and enjoyment of the people of Long Island. I think that's in Willie's will. It doesn't say for the purpose of feeding the people of Long Island. It doesn't say just enjoyment. I understand that we would have to get the money through the catering, but I don't think we can eliminate or even cut any of our education programs.

MR. OLIVIERI:

Gretchen, you know I'm the biggest capitalist on this Board. We have made jokes about my ideas for raising money and the whole thing. I hear what you're saying. You and I know because we have been -- outside of Steve --

you and I and Bill Rogers have been around the longest and it hasn't been that long.

MS. OLDRIN-MONES:

Four years.

MR. OLIVIERI:

It's only been four years. I know what you're talking about with the physical plant. To move those classrooms and move those areas is almost impossible. That's the sad reality that we deal with. I know we have spoken to people. They wanted to put glass domes over our parking lot to put in facilities, and that would just wreck the historical ambiance of the mansion itself so they could have their cocktail parties or moonlight dinner dances or whatever else on that courtyard. The waterfront is the waterfront that is not happening. It can't happen with the economic reality. To move stuff around for food is very difficult, given where are you going to put the waste. We have to deal with the fire department and safety issues.

Lance, I see you're looking at me. You heard me say before that we have to do this in a rational manner. You were like, "Dan, you can't just jump into things. You have to have it planned out right." Believe me, I know the committee has not been here before. I want you to come in here.

MR. PEARSALL:

I want to say one thing. The committee was not being critical yesterday when we asked the question of the status of the RFP on catering. Maybe the word RFP was the wrong word to use because we used it in conjunction also with the report on the status of the cell tower proposal, and what the status of the RFP was on the projector for the planetarium. We just wanted a status report because not only do we have to come before this Board, but we have to go before the Parks Committee of the Legislature on a monthly basis to give them a status report that says the Board here at the Vanderbilt is doing something to keep this museum alive. That's the ultimate goal of you, the Board here, the Legislature and the Oversight Committee.

DR. GITTELMAN:

It almost like we hit the bottom line now. If we don't get the votes, we're finished.

MR. PEARSALL:

Exactly.

DR. GITTELMAN:

Nobody wants education here more than me. There isn't going to be a place to have education if we don't get the votes.

MS. GELLERSTEIN:

I think the point is that there is a balance. Somebody has to put together a list to reach out to caterers, be it the caterers that are already on board who are interested or other caterers who are out there that might want to be here. The point is, we need an RFP.

MS. LOMORIELLO:
We need a timetable.

MS. GELLERSTEIN:
And that's a question –

MR. OLIVIERI:
You've got to understand, we're the Board. To get an RFP like everyone is discussing right now, it's a complex document.

MS. ANKER:
I will get it. I'll go with Art. Art is working on it right now. I have worked on RFP's before. I can get it. I will work with Art and whoever else wants to work with me.

DR. GITTELMAN:
My last discussion with Art was that he would reach out. I did ask him to communicate with Carol on putting together an RFP. He expressed to me that what we had was not sufficiently structured to achieve what we needed to achieve. Art's point was that we needed to – and I asked if he would lead that. He said that he would. He knows his stuff. What I said to you yesterday is where I still stand. I don't know Art professionally, but I do know that the quality of what he said to me when he discussed it with me was sufficient for me to believe that he was the right person for this job.

MR. PEARSALL:
You told us yesterday that you expected a report tonight. We accepted that.

DR. GITTELMAN:
I'm not putting – these are not easy words. We have to go through something like food services and agree that we need an RFP. Dan, Sarah and Art, I appreciate it if you can generate this as quickly as possible. If the County has an RFP that is on somebody's word processor that they could spit out that we could modify, that would be just dandy. We really need to take some shortcuts to get to the objectives, not necessarily shortcuts in quality, but we have to shortcut time.

DR. ROGERS:
I didn't want to interrupt this conversation, but I'd like to say something. We're talking about funds, and we're talking about education. Certainly the museum has to have funds. The purpose of the museum is education.

When I got involved with the museum, I was very interested in education. The Legislature committed themselves to completing the waterfront, to taking the airplane hangar and converting it into a facility so that we could move the dinosaur exhibit in there. I offered to put out the money for the dinosaur exhibit to enlarge on it. At that time, there were calculations that if we got that exhibit going it would bring in a lot of money. The dinosaurs are housed in a place where it's not a very good location.

This discussion is fine, but what happens with the big plans from three, four, five years ago. At this point, because the museum is in trouble, I have committed to the Board to take a certain part of the funds to use for operating expenses or other things that they needed. Frankly, I'm at the

point where I am quite disgusted. I don't think anything is going to happen. I think the Legislature is totally responsible for this situation. I'm more of an outsider than an insider.

We know the waterfront can generate money. They have done this in the past – from past experience. We got it started. There is an offer there to help outfit the museum, the necessary things other than brick and mortar. The County made a commitment. They have fallen back on the commitment. They have fallen back on the commitment before the financial situation that has just occurred.

This Oversight Committee ought to go back to the Legislature and tell them where they failed, because I don't think the museum or the Board have failed. I sat at these meetings and listened to all these things. I have known attempts to do other things, but the main point here is we have to have this facility to put this dinosaur exhibit in. We don't have it. It's not the museum's fault. It's definitely -- and I will repeat myself, it's the responsibility of the Legislature. I hold them to task for that. They made a commitment based on what they were going to do.

DR. GITTELMAN:

We don't have the waterfront. We have to move forward on what we've got right now.

DR. ROGERS:

What do we have?

MR. OLIVIERI:

We have the physical plant that we have here right now, garages, mansion, a couple of the other buildings. We have the tent that we would have loved to have had more weddings in. One of the problems I have had was that I have some good connections to some CEO's who have major corporations. I tried to get them to come in and give us some money. I have to tell you something.

One of the things that killed us was the fact that they said to me, "We don't know if you're going to be here." It was all over the newspapers. For them to go to their boards and their foundations and say, "We're going to give you \$10,000, or \$50,000 or plus," is very difficult. They want to see some stability before they come in and make a commitment. We have to get this place stabilized. It's going to be, I think, a yeoman's effort right now. I think it can be done. I think this is a great institution. The educational opportunities and monies that are brought in from that area – I know Gretchen works very hard in that area.

MS. OLDRIN-MONES:

And Noel.

MR. OLIVIERI:

Yes, and Noel, too. Forgive me, because Gretchen has been here four years. You are the Chairperson of that Committee. You work real hard. Noel, no disrespect. I know you work really hard on this Board. You are doing something that no other Trustee has done. You're here almost every other

day. You're doing more stuff, and it doesn't go unnoticed. You don't see me, but I know you're doing stuff here. I am really thankful that you are here, that you have the time and effort to put in, more so than a lot of the other people here. You're doing the most basic stuff sometimes. It doesn't go unheard. For me to say that in this open meeting – well, that's really important. We need help.

Terry, we're in a bind. We got caught with the stock market. That's what really happened here. This got pushed to keep this thing going. You mentioned four or five projects. You know they are going to take some time. If you give us the time, we're going to get over the hump. You know something, this is an opportunity when bad things happen, this is an opportunity for an organization to say, "You get that little push, and maybe we will be able to get into an income stream that's 100 percent of what we spend and never depend upon the County again."

MS. ANKER:

Not to change the subject, but speaking of money, can I ask about the cell tower?

DR. GITTELMAN:

By all means, that was a subject that came up at the meeting yesterday. Noel, I know that you pursued this.

MR. GISH:

Yes, I did. I called Lora. She gave me a contact person with Verizon. I contacted them, and then the County contacted them and arranged a meeting. To be honest with you, I was out of the loop. I asked to be included in the meeting with the cell tower here. They said no, that Verizon had to find out whether there would be the frequencies they needed. I was trying to throw in my decorative flagpole rather than a metal tree design for a cell tower. They said it would be premature, that they would let me know when and if the frequencies were needed in this area, and then I would be included. I have sort of been put on the wayside. The County was involved in it, and they said they would include me when and if the frequencies were found out to be needed. Then I would bring it to the Board of Trustees. I was not included in that meeting.

MS. GELLERSTEIN:

I have a little update if you want to hear it.

DR. GITTELMAN:

Go ahead, please.

MS. GELLERSTEIN:

At the Legislative Oversight Committee it was brought up. Jim Morgo and Neil pulled me aside after the meeting. The County Executive has a Cell Phone Tower Task Force. He is researching sites all over the County. They are meeting to discuss the Vanderbilt as a potential site, along with a bunch of others.

In the interim, Verizon has done their frequency study. We're waiting for that report. It was supposed to be in last Friday. I emailed the gentleman again

today to see where that stands. He was going to share that with us and not just the County Executive's people because Noel is going to be getting that report to you guys once it's done. We're trying not to just leave it in the County Executive's hands. I don't know if they have finished their report regarding the frequencies they need, and if it's a potential or not. I don't know that yet, but –

MR. OLIVIERI:

If you live up here like I do, you know we need this.

MS. GELLERSTEIN:

That's exactly what I said.

DR. GITTELMAN:

If that answers your question, I have an unusual request. I haven't made this in many months, but I need an executive session to talk about a contract issue, but I want no one to leave the room. I don't want it recorded. Would you guys permit that? You can stay.

MR. PEARSALL:

You wouldn't record it in a normal executive session anyway.

DR. GITTELMAN:

No, we wouldn't. I'm asking for an executive session.

MR. OLIVIERI:

I'll second that.

DR. GITTELMAN:

All in favor? Opposed? **(Vote 7/0/0/8 Not Present: Mr. Glascock. Absent: Mr. Swinson, Dr. Pecorale, Mr. Sillman & Ms. LeBow. Three vacant positions.)**

(Executive Session 7:50 – 8:10 P.M.)

(Mr. Glascock entered the room at 8:00 P.M.)

DR. GITTELMAN:

We're out of executive session. The consensus that I'm walking away with is that we will wait until the vote on March 3. Does anybody have any problem with that action at this juncture?

MS. DWYER:

Steve, I wanted to mention one thing. With the foundation that I work for, we have a problem with people giving reports on time. Sometimes they're years late. Everybody is really happy when they get their grants, but they are really unhappy when we hold back the 10 percent because they don't get their grant reports in on time. That means financial reporting and programmatic reporting. If we were worried about that, we would be thousands and thousands of dollars in the hole, as we hold that 10 percent back.

We give out federal dollars. We don't care if we make the paper where one of our organizations didn't get their last 10 percent. I'm always ready to give an

explanation that they didn't get their reporting in on time. I think it's standard operating practice for a business where we have a contract that we take a percentage of – even if we get the money back – we would take a percentage for at least the management of the funds over time, so we don't take as big a financial –

MR. OLIVIERI:

It's okay if we can perform. If we turn around and say we can't perform, then that argument doesn't hold water.

MS. DWYER:

For me, that's just like saying for a grant that we only perform the day that we give them the last dollar. We incur most of the cost upfront for the work that we do to get them to the point where they –

MR. OLIVIERI:

Let's be honest. On a wedding contract, it's a standardized form that they shove under the people's nose. They sign it, and we're done. How much does that really cost?

DR. GITTELMAN:

We have general overhead.

MR. OLIVIERI:

There is no specific overhead for this.

DR. GITTELMAN:

It's not like a proposal that we have to review for hours. It's not a contest. Anyone that wants it can have it.

MS. DWYER:

There are some costs. There is some cost to putting that together.

DR. ROGERS:

I think that you have to wait until the Legislature gets a decision back to us. We have to hear what's going to happen with them.

MR. GISH:

Let's let the Legislature know that we are –

DR. ROGERS:

And then at that point, when we get the date then we can deal with the people who have contracts with –

DR. GITTELMAN:

I can live with that.

MS. ANKER:

People give money for furniture. People give money – they put deposits down for large cars or whatever, and sometimes things don't work out. Yes, I absolutely believe there is an ethical issue happening. But there is also a financial and legal issue. My suggestion is to wait to see what the Legislature is doing.

DR. GITTELMAN:

That's what we will do. We will wait. But this is the first time you have been informed. Now you're informed. You're waiting and you're informed. Before we were just waiting.

Michael, you were running the committee to meet with the neighbors.

MR. DELUISE:

I felt that the neighbors were very willing to work with us.

DR. GITTELMAN:

They have turned hostile.

MR. DELUISE:

I don't think they have turned hostile. In fact, what I would like to say is, the whole tone of this meeting -- there was no hostility yesterday in our meeting either. Dan, we met with the Oversight Committee. I felt that it was a very positive meeting. The whole tone of tonight is us against them, and it's not the case. I don't think our neighbors have any problem. You saw that, too, that our neighbors would like us to be very successful. They would like this museum to run --

DR. GITTELMAN:

What I'm trying to bring to --

MR. DELUISE:

Steve, when we met with them, they said they were willing to listen to us. That they would work with us on the noise. We said we would work with them and open up discussions. Their problem was that they felt that we didn't get back to them quick enough. They just want an answer. I think as the Oversight Committee has said, they will be responsible in helping us. I think we, as Trustees and members of this staff here, have to be responsible. That's what it's all about. We need to be working together to move forward with whether it's looking at catering, whether it's looking at noise or whatever it is. We need to be moving forward. We need to take those baby steps. There might be better bigger steps to make this place work.

DR. GITTELMAN:

I understand that. In the most recent email received from the neighbors, there was a very threatening tone.

MR. DELUISE:

Because we have not gotten back to them. They came to us and said, what are you going to do?

MR. OLIVIERI:

But that's your committee.

MS. ANKER:

Is that just one person that is emailing you or was it --

DR. GITTELMAN:

It was one person who was acting as a point person.

MS. ANKER:

If it's one person, that person might be a guy that lives down the street that doesn't come – who is it?

MS. GHIORSI-HART:

He is one of our closest neighbors. There is a neighborhood group. He was talking for them. He was upset that he hadn't heard from us. I did get back to him and explained that we were in the middle of a lot going on here. His biggest concern was the number of functions last year and because of the crisis --

MS. ANKER:

We already went through that.

MS. GHIORSI-HART:

But it's just from a week ago. He wanted to know what we had done.

MS. GHIORSI-HART:

I told him not to worry. We only have four weddings booked, so it's not an issue. They are looking for policies in place and what we're going to do about the music.

DR. GITTELMAN:

In their most recent email, they accelerated their rhetoric, and they have threatened to go to the press. Again, I'm bringing up something that if I don't bring it up and then it blows up in our faces, then you'll say, "Why didn't you bring it up?"

MS. ANKER:

I think they need to know the alternative that if the Vanderbilt Museum is not – I think they need to understand that you mentioned that it would be mothballed and that would be something which meant this place would be abandoned. I think people need to understand that. It could be part of a large corporation and turned into a great big hotel or something like that. I think they need to realize that there could be a worse scenario. If they were to understand that, then they will see the light and calm down a little bit. Carol, as far as –

MS. GHIORSI-HART:

We have been concentrating our efforts elsewhere, but it is very important to meet with the neighbors and get that committee up to speed. We do need our Strategic Planning Committee to meet. Neighbors have to be part of that. As you are saying, there are a few different futures out there ahead of us. We have to look at the big picture here. Foremost in our mind is the business part of it, the bottom line, but it has to be in the context of the whole museum and our mission and everything else. That's where the strategic planning comes in. We certainly want our neighbors to be part of that. We just need to get back to this issue.

DR. GITTELMAN:

I think it was more than that on the table. What we had approached them with was the possibility that they would help us with replacement revenue, so

that we could diminish our reliance on special events that require loud music. We were telling them what our revenue was, and they were telling us that they were willing to come perhaps to raise that kind of money. I'm hoping that in a sense we still have that opportunity because if I recall, there was something like \$100,000 or \$150,000 at stake. Here is a special interest group that wants to see us diminish our reliance on special events, and we don't have a lot of special events. It would be an easy thing to negotiate. Sure, whatever we can get from you is a contribution. It would be wonderful.

Let's make an arrangement with them that mitigates their fears and at the same time helps us out financially. That's what I'm bringing up. I'm saying that their rhetoric is increased. They seem upset enough. I think we should meet with them and say, "Okay, fine. Let's just come up with a financial understanding." Lora, you might recall all of this discussion.

MS. GELLERSTEIN:

I'm not on the Board, so I don't want to talk –

DR. GITTELMAN:

Go ahead, talk. I didn't mean to put you on the spot.

MS. GELLERSTEIN:

I don't know who the person is, but I would be more than happy to reach out to him and calm him down. Our next Friends' meeting is next week.

MS. GHIORSI-HART:

This is not part of the Friends Group.

DR. GITTELMAN:

This is a different group.

MS. GISH:

What do we have, the Friends and the Enemies?

DR. GITTELMAN:

We have the immediate neighbors who don't like the noise.

MR. GISH:

The Friends that I'm meeting with are the same ones that Lora is meeting with. I'm having reasonable emails with these people.

DR. GITTELMAN:

We would be glad to share the emails with you.

MS. GELLERSTEIN:

I can talk to him and bring him into our fold. We will work on that.

DR. GITTELMAN:

Maybe we don't want to necessarily bring him into the fold if we can negotiate a financial transaction that helps the museum. We need money. These would be the right folks – let's make it more of a negotiation than a Friends meeting.

MS. GHIORSI-HART:

And maybe if we can set up an evening time because they work during the day.

MS. GELLERSTEIN:

The next Friends' meeting, I believe, was set up for the evening. I was going to ask if this was available. If you want to use a different strategy, then meet with them to --

DR. GITTELMAN:

I think they suggested the strategy. They said that they would raise money to replace the funds. We discussed with them that possibility. Their rhetoric has increased. I think it's time to make a deal.

MS. ANKER:

Can I ask a question? How much money did you bring in last year from the 17 events?

DR. GITTELMAN:

If we're using today's fees, it would be 17 times 9.

MS. DWYER:

I see on here it says projected year-end a hundred and ten, eight five, zero for special events.

MS. GHIORSI-HART:

No, that wouldn't be it. It would be on the site-use line, which the total site use was \$157,000. That would also include some other birthday parties and other things. The large chunk of that was weddings.

DR. GITTELMAN:

We had raised fees slightly, so because we raised fees, if we had the same number of events – I said 17 times 9 – because we now have a \$9,000 fee for a wedding.

MS. DWYER:

But you made only \$23,811 at year end from Memberships/Friends. So you would have to have a fairly significant jump to be able to fulfill the gap from site use – I mean they would have to be giving –

MS. GHIORSI-HART:

About \$100,000.

MR. DWYER:

That's a big gap to fill from –

MS. GHIORSI-HART:

That's the figure they were talking about, about \$100,000.

DR. GITTELMAN:

If we could get them to contribute \$75,000 or \$50,000, come on, folks – I'm going to say this. Let's make it a negotiation where we say, "Okay, we'll be

willing to give up weddings in 2009 if you're willing to make a contribution to help us replace the revenue."

MR. GISH:

Or limit it to four.

DR. GITTELMAN:

We'll limit it to four and not have any others. At least let's recapture some of the revenue. There won't be expenses associated with those events. If we got \$5,000 an event, we would be way ahead of the game.

MS. ANKER:

I don't agree with you. Let me tell you why. I understand your situation, but what you're doing is relying on these people to donate for a year where if we were to build up a catering situation, you could bring in \$10,000 per catering event, create a reputation, and create stability for the museum to function. God bless these people for wanting to donate \$100,000 or \$200,000 a year. But the point is, every single year you have to go begging for that \$200,000 or whatever it is. Where if you create a business to bring this capital or this money in, we won't have to rely on –

MS. GHIORSI-HART:

The problem is – we might have an issue where they might be able to impact our ability to do that.

MR. GISH:

I would say make the negotiations and get the \$150,000.

DR. GITTELMAN:

I really feel that negotiations can't hurt.

MR. GISH:

And then aim for a soundproof tent down the line that would not offend anybody, where we could then live in harmony.

MR. OLIVIERI:

Noel, is there such a thing? I'm being serious.

MR. GISH:

There are tents that can limit sound measurably, and they would not affect the neighborhood. We might be able to do that, but it would mean we would have to be telling them – we're talking from 17 to four. If we have committed to those four, we can't back out at that stage. We have to fill the gap that is going to be in there. Give us the \$100,000. That would allow us to continue on. Then the long-range plan to keep us going, we may have to continue with weddings and things like that, but in such a way that we might be able to accommodate the neighbors.

DR. GITTELMAN:

By this point last year, think of all the weddings we were starting to book for this summer. The chances of us booking half of what we had last year is very, very low. What I'm trying to express to you is given the current crisis, we grab what we can and then we start building up for the future. Let's use whatever funds we get from this just to bridge us so that we can build a

business for the following year. Otherwise, if we don't have that \$100,000 and we fall short, the Legislature is going to have good reason to look at us and say, "You fell short, and you could have done this."

MS. ANKER:

The Legislature is going to look at the Vanderbilt and say, "All right, prove to me that you can be sustainable." Then, again, that's a piece of the puzzle we have to show them what it's going to look like, but again there is –

MR. GLASCOCK:

What is the chief complaint, the noise?

DR. GITTELMAN:

Yes.

MS. GHIORSI-HART:

And I have to say, and Peter was here also, I spent many Saturday nights here because the police were here. The police had been called. The police were potentially shutting us down. The neighbors are calling it an illegal use. We don't believe that's true, but we tried very hard to work with them and to work with the noise, but it's a very stressful thing. We have been talking to DPW and asking them how we can cut the noise down. I'm not sure we can easily do that. Talking to caterers, again, we have a lot of issues here that make it very difficult. That's one of our problems.

MR. DELUISE:

When you have different caterers, it's very hard because each caterer is in charge of its own noise. Again, if you have one caterer who dealt with whatever the sound level was, it would be much easier than having all the different caterers -- each time you go, there is a different DJ, and different people in charge.

MS. GHIORSI-HART:

I have to say that the neighbors would call me from inside the child's bedroom and ask me to listen on the phone. It's not that they are being unreasonable. And they understand what our needs are. They are willing to work with us. They need to understand that we are trying to be helpful –

MS. ANKER:

How many times did that happen? Did it happen continuously?

MR. DELUISE:

Yes.

MS. GHIORSI-HART:

Yes.

MS. ANKER:

Then that particular issue has to be addressed and then there has to be enforcement within the museum to say, "Look if you want to have a caterer –"

MS. GHIORSI-HART:

Well, it's not the caterer. It's the musicians.

DR. GITTELMAN:

We don't control the musicians.

MS. ANKER:

That should be in the contracts.

MS. GHIORSI-HART:

We do have it in the contracts. But it's a difficult thing to control. I was here many Saturday nights.

MR. GISH:

Just look at the numbers. Steve mentioned this before, 17 weddings. May, June, July and August are the months. Out of those 18 weeks, 17 days on the weekends there was music going. That's tough to mask. The windows are open during those months. They have a valid complaint.

MS. GHIORSI-HART:

We have a house 50 feet away.

MR. GISH:

We're down to four. I think we can negotiate that. Don't have a party outside and turn on the whole house air conditioning when we're having a wedding.

MS. GHIORSI-HART:

They are reasonable about that. They know in previous years we have had – we were successful last year, which was wonderful for us. But it wasn't so nice for their lifestyle. We are looking at other ways we can modify it, but it's another complication that we have here, unfortunately. There is no place else to move the tent. We have a lot of difficulties.

DR. ROGERS:

Have we resolved the first issue about whether or not to give back their deposits?

DR. GITTELMAN:

We're going to wait until after the vote at the Legislature in March. In the event that the Legislature does not provide funding, then I think we're going to have to come back as a Board and make a new decision. But I think at that point, we may have a different state of mind.

DR. ROGERS:

Is there a timetable? When are they going to vote on that?

DR. GITTELMAN:

We will have our meeting the third Wednesday in March. We will tell them that if we don't go through the Legislature, we're going to have to look at it differently. I think at that point, if we're not funded, we'll have to look at it at that time, I guess.

DR. ROGERS:

This whole discussion right now is really –

DR. GITTELMAN:

Partially to inform you – I thought maybe we'd make a decision one way or the other.

MR. GISH:

We'll meet with the Friends and try to negotiate.

DR. GITTELMAN:

Another issue that came up – one of the things about the Oversight Committee that I found, as much as it's hard to go to an Oversight Committee and be overseen – I spent a lot of time explaining about the dinosaur exhibit. There were a lot of questions about the dinosaur exhibit. I think this is a sore subject for Bill Rogers.

I'm going to give you a brief summary. I know many of you have heard it, but there are so many new members that you have to understand about the dinosaur exhibit, and then we have a decision to make. One is that we have a dinosaur exhibit. If you haven't seen it, please go see it. We would be glad to take you on a tour.

The original intent of the dinosaur exhibit was between the year 2000 and 2003, and it was to travel and raise money as a traveling exhibit. It was made to do that, and it failed because it began in July of 2001, and as you all know on September 11, 2001 a disaster occurred which made it very unpleasant to go – well, the exhibit failed. We brought the exhibit back here. It was stored for a period of time. The intent was for it to travel for a couple of years.

In 2003, the hoped for date, we thought the waterfront would be constructed and we would then open up the exhibit for a period of time in the seaplane hangar. The exhibit is currently housed in a building out here. One of the questions that arose at the Oversight Committee was, do we have anything in our collections that is not accessioned. Therefore, is there something which we can sell? The problem with the dinosaurs is, and if anybody has a question about accessioning, I will be more than happy to explain the process and the intricacies of accessioning, but for the moment let me just put it this way. Accessioning is a way in which a museum says, "I will take care of this for perpetuity." It is a binding contract with the party that gives it to the museum. It is a binding contract with its educational system. It's binding. It's very highly frowned upon to get rid of something that's accessioned.

However, the dinosaur exhibit, although it may be worth a lot of money and was in the newspapers today, isn't the property of the museum. The dinosaur exhibit belongs to a society called the Dinosaur Society, which to my knowledge has not filed a tax return in the past four or five years. The Dinosaur Society may, in fact – it may be possible to transfer the ownership of the exhibit to the museum. I'm not sure that transferring it to the museum for purposes of a sale would be considered valid. I am not sure if the AEG would go along with that. Maybe in these times, they would. I'm not passing

on that, but I'm bringing it up as an issue. Maybe not for this year, because of the time it would take to go through this process.

We have two options on the dinosaur exhibit. One is to help it make money and make it an educational success and to make money out of it by having kids come to it and see it. If we can't do that in the next year, and if we spend the time over this year to transfer the dinosaur exhibit to the museum because the Dinosaur Society may not be considered a good custodian since it's inactive, then the reality is that some time in the future if we're unable to make the dinosaur exhibit a paying exhibit or where we feel that it is not serving the children of this County well, it can serve the children well as an educational tool, or it can serve the children well as a way of supporting the museum, but in the future it might be something that the museum could liquidate as an asset because it's not an accessioned item.

I wanted you to understand that that issue was discussed in detail probably for 45 minutes, and that it seemed to be something of great importance to the Oversight Committee. I want to open it for discussion in case there is some misunderstanding. It was in the press today. If I don't bring it up, it's like –

MS. ANKER:

Is the dinosaur exhibit on the website?

MS. GHIORSI-HART:

I think it's mentioned on the website.

MR. GISH:

Not as good a picture as *Newsday* had today.

DR. GITTELMAN:

Newsday had a great picture. It's incredibly photogenic. It's a damn good exhibit. It cost almost a half a million bucks to put it together. It's not junk. It's really good, and we can do better. That's my view from an educational standpoint. It could be a revenue generator. We didn't do it. We earned \$40,000 from it in the past six years.

MR. GLASCOCK:

I took my kids here some time last fall, when it was still relatively warm out. I was looking for the dinosaur exhibit, and kind of roughly knew where it was, but I couldn't find it.

DR. GITTELMAN:

It's hidden.

MR. GLASCOCK:

Yes, and it's hidden and not findable by someone that knows roughly where it is. I think it's a great exhibit. I think it could make a bigger splash.

DR. GITTELMAN:

The reason why it's hidden is the building is so bloody ugly that you wouldn't want it to be visible, number one. And also, with all due respect, and I'm not

putting any blame on anybody, but this was supposed to be its temporary quarters. It was put in a back hidden parking lot that was on a steep hill. We put it up there so that for three years, the time that it was supposed to be traveling, it was going to generate revenue. If the County was late on finishing the waterfront where it was going to go, it was going to stay there. Unfortunately, the County is still late on getting the waterfront done. I'm not trying to make that an issue. I'm just saying that it still houses the exhibit.

MS. DWYER:

Maybe we could use it to block the sound during weddings.

DR. GITTELMAN:

Or you could put a very loud speaker in the mouth of that T-Rex and you can tell anybody that comes up to deal with him. We have an asset that we can make more of educationally, which I think we have to do. I think that's what we should do with that. Then at the same time, using the offices of the County Attorney, maybe we can work to get it transferred to the museum so that, number one, anything we invest in making it a better educational tool, becomes something. Then if in the future it becomes a fail safe – at least the museum might build a benefit from its sale, if that's what happens. I'm sure Bill is not happy about this.

MS. ANKER:

What happens if the dinosaurs aren't able to get transferred from whoever owns them now to the museum?

MR. DELUISE:

It's your organization, right, Steve?

DR. GITTELMAN:

Let me explain to you. It is not my organization. It's a 501(3)(C) chartered by the New York State Regents where two of three Trustees we are the majority. Theoretically, we can vote to liquidate. We need help. I really believe Bill and I are willing to go forward with this.

MR. OLIVIERI:

If you vote for that, you still have to get the agency to –

DR. GITTELMAN:

I've said that before. Thank you for making the point. We need – it's chartered by the Regents of the State of New York for the purposes of child education.

MR. GLASCOCK:

I'm not an expert in this, but my belief is, as you said, you would probably need a Supreme Court order to allow the transfer to a like not-for-profit with a similar purpose. You're looking at long-time and considerable legal fees, frankly, to do something like that.

DR. GITTELMAN:

However, thank God we have the County. If there was ever a time where we would turn to the County and say, "This is something that if you want to have an asset that can help us in the future, we have this to offer." We never had this before, and we have this now.

MS. ANKER:

So the County Attorney could –

DR. GITTELMAN:

No, Christine is not here, but the point is that Christine might be willing to help us.

MS. ANKER:

So could the County accept it as a donation?

DR. GITTELMAN:

Not the County, but the museum can.

MR. PEARSALL:

I think what Steve is asking is, would the County do the paperwork? I'm certain if you sent a letter to the Legislature saying that you would like to donate this to the Vanderbilt, we, the Trustees of the Society, that we would pursue it, if possible.

MR. GISH:

This has to be done in such a way that we are not accessioning it. You want the option of selling it down the line. The Trustees cannot make an accession to the museum.

DR. GITTELMAN:

We're not accessioning it.

MR. GISH:

That's what I'm saying. It's going to have to be very specific. It involves a whole other thing for a museum.

DR. GITTELMAN:

But I'm not sure that we haven't poisoned the well by saying that we're going to sell it in the future.

MR. OLIVIERI:

Were there any strings attached when the dinosaurs were donated to this organization?

DR. GITTELMAN:

First of all, there was a mistake in *Newsday* that I want to clarify right now. These dinosaurs, these particular dinosaurs were not in the movie "Jurassic Park." Universal Studios made a deal with the Dinosaur Society in 1993 to allow us to use components from the movie. We raised the money to build an exhibit, and we added these dinosaurs to that exhibit. These are the dinosaurs that didn't belong to Universal Studios. It might have been

unclear, but what I'm saying is that these never belonged to Universal Studios. These were created by the Dinosaur Society that purchased them through earned revenue. It was a very successful society for the four years that it was successful. Then I was involved from 1993-1997, and then for a period of three years I believe it just floundered. The dinosaurs were in storage collecting storage fees. We brought them here.

Right now I would say that the Dinosaur Society owns them outright. There are no strings attached to them, other than admission of that society, which I would try to convey to whoever wants to listen.

By the way, it isn't going to be easy. I just want you to know that. This is not something that Bill and I can snap our fingers and make happen. There are other interested parties.

MS. ANKER:

Also, the museum has to realize that there's another liability or something that we have to take care of. We have to store them. It could be another expense.

DR. GITTELMAN:

We have had it and the expense line we checked for the past four years was zero. It sits there. We don't heat it. There is no air conditioning.

MS. ANKER:

So the Vanderbilt has never paid a penny toward –

DR. GITTELMAN:

Not a nickel. In fact, you're ahead by almost \$150,000 by our estimation from what Bill donated. I also paid a lot. It doesn't show on our books, but I paid close to \$70,000 to make it happen. Bill put in \$315,000 in total. It's complicated but, of course, we'll be glad to give you a full disclosure. But you're talking ten years ago. We did finally figure out what happened.

MR. GISH:

If there is anybody here that hasn't seen the exhibit on the dinosaurs, I would highly recommend it. I know we're talking about selling them, but when the kids go to see it, they are truly amazed by what they see. I will tell you it is a shined shoe that's under the table. You don't see it. It's in a lousy building, a lousy part of this facility, and you can't find it. It's poorly lit. It's a shame to bring the kids out of a warm building into a cold hallway and into a cold building.

It's a great exhibit. The kids stand next to a dinosaur exhibit and the eggs are there – Don Herbert – how could you possibly close an exhibit that was created by Mr. Wizard? You can't do that. It's un-American. There are only three people that know who Don Herbert is. The point I'm trying to make is if we're not going to sell it, I still think that is an exhibit that could be highlighted here. I'm not one to cross that off because the kids like it. I think it's completely different and distinct. I know it's not going to travel, but I would like to see that we do something with this. I think it can generate

funds. It could be showcased better, and I think it would attract a much greater spectrum of kids if it was, in fact, done better. No offense, it was done poorly.

DR. GITTELMAN:

To buy and build a building for \$45,000 –

MR. GISH:

I understand that.

DR. GITTELMAN:

The reason why it's hidden the way it is – and if you look at the Stoll Wing, which is not hidden, the Stoll Wing, for the new Trustees, is a wing attached to the mansion. It was built in 1970 by a Trustee making a donation. When we did this, we hid this, so that it could be torn down. You could turn it into a storage building for tractors, if you wanted to. It wasn't going to take away from the beauty of the place. It was hidden. The Stoll Wing on the other side was put right up against the side of the mansion. It didn't matter what was in the way. This was in the way. They buried it into the wall.

MS. GHIORSI-HART:

We've got photographs of the antelopes. They should be in front of you.

DR. GITTELMAN:

This is behind one of the dioramas.

MS. GHIORSI-HART:

This was uncovered this week by Peter. It's a 15th Century della Robbia Madonna and Child. When the Stoll Wing was put up, it was covered. The diorama covered it. In order to put the diorama up, they chopped part of it off.

DR. GITTELMAN:

They didn't want to use 2 by 4's so they used 2 by 3's and that caused them to cut off an edge.

MS. GHIORSI-HART:

They clearly didn't protect it. It's a sad thing. For many years, and I had worked here for a while in the 90's, I heard about the della Robbia behind the antelopes, but no one had really seen it. Peter, about a week ago, said, "I think if I go up and snake something down, I could see if it's still there in good condition." He did that. He said, "You know, it's there. What do you say I cut out and see if I can unveil it?" He did this during the past week. It was breathtaking beyond belief. I had seen photographs but it is breathtaking. The face is beautiful. If you go down there, because her eyes are in tact, it's a piece of art that speaks through the ages. We had a capital project on the books for a while. Our hope was to remove at least the foyer to uncover this. Right now there is no funding in the program.

MR. OLIVIERI:

What's the value of this thing?

MS. ANKER:

Someone could take this. It's priceless, as far as I'm concerned.

MR. GISH:

They would never get it off the wall.

DR. GITTELMAN:

You can't take it off the wall, no.

MS. GHIORSI-HART:

That's why it's there. You couldn't easily remove it. It's cemented. It's built around it.

MR. OLIVIERI:

What would somebody value this at, if this thing was –

DR. GITTELMAN:

I asked whether it was a five zero thing or a six zero thing, and the answer was a six zero thing. If you call that an appraisal, that's the appraisal I got.

What I want you to understand is that there is a difference between the Stoll Wing and the ugly building behind the planetarium where we have the dinosaurs. You can take down the ugly building behind the planetarium any time you want. You don't see it. It doesn't bury priceless art, unless you consider the asphalt behind the planetarium as priceless art.

This is also what can happen to this museum in the wrong hands. Just think of it. This is what can happen here to the rest of the collection if there isn't a professional staff that respects it. When they did this, they did not have a professional staff that respected the institution. This is an abortion.

MR. PEARSALL:

When I first saw this tonight, these pictures, I said to myself, "This is going to draw tens of thousands of people to this museum."

MS. ANKER:

This is a whole other exhibit.

MR. PEARSALL:

If you don't do anything more than just leave it the way it's open now –

MR. GISH:

Terry will have the Madonna here crying by what, next week?

MS. GHIORSI-HART:

I think we will probably try to time this for Easter time. I think it would be a wonderful exhibit. We will be talking to some feature writers, and I think we have to time this in the next month. But we do have to explain why this happened here and how we are going to do better. This is an important moment for the institution. It was sort of a sad moment for the institution in 1970, but we will show how far we have come here and hopefully use this as an educational moment as well as a moment to honor something that's truly special.

MS. ANKER:

Can I ask you something? Why exactly did they do this?

DR. GITTELMAN:

Because when they put up the wall – they put up a wall and they could have brought out the wood an extra six inches, and they wouldn't have damaged it. Instead they used, I think, 2 by 4's.

MR. OLIVIERI:

Pete, you did this. Explain to us what's going on.

MR. NEWMAN:

They could have just shortened the diorama by maybe three or four inches and not touched it.

DR. GITTELMAN:

They didn't care.

MR. NEWMAN:

And they chopped parts off, obviously, with sledge hammers and such like that. But the 2 by 4's were laid flat on end in front of the della Robbia. There was only an inch and a half – it was touching. There was a bulge in the wall where you could see it was in the way.

MR. GISH:

Plus the fact that they didn't tar the entire piece. They did tar the back wall to prevent leaking. They could have done that also, but they did not. There is a plus in that at least that was somewhat –

MS. GHIORSI-HART:

But they let it drip on her face. But today we have museum professionals. Something like this will never happen again. We have on our Board a different kind of a Board where we consider things like this.

MR. DELUISE:

At the Oversight Committee meeting yesterday we were asked a number of things, including getting some more information when we're doing our report. Ann Marie, what I will do tonight is we will give you copies, if you don't have them already, so that you can add them into the report.

If you look at the year-end report, do you remember last year what we did was we took our budget and tried to make it more realistic. Even though we lost \$100,000 off our endowment because of the problems with Wall Street last year, we were able to end the year with excess revenue of about \$78,400.

If you look at what Carol was able to do, in our expenses, for instance, we were \$31,000 under budget. In our benefits we were \$15,500 under budget. As you go down that list, the only thing that was over budget, basically, was general expenses. That included something that we hadn't anticipated. We needed, when we put the tent in, a special tent floor, which costs \$60,000. If you had added that to our \$78,000, it was a very good year for the museum.

If we hadn't had the problem with Wall Street, we would have done exceptionally better.

DR. GITTELMAN:

In essence, we had weaned ourselves away from the endowment.

MR. DELUISE:

We had. We were on the way toward success. Our feeling is that this year we could keep moving very well. Ann Marie, you will have a copy of that.

DR. GITTELMAN:

One of the points is that this hasn't been attached to the minutes. I don't think it's Ann Marie's fault. I just don't think we ever gave it to her.

MS. PASTORE:

I don't always receive all the handouts.

DR. GITTELMAN:

It's not your fault at all.

MS. GHIORSI-HART:

We'll make a better effort of doing that. I also included, just to see where we are, a comparison to 2005, 2006, 2007, and you can see how if we weren't in this current crisis, we would be really celebrating. We would be \$178,000 in the black instead of in the red, as we have been for the last ten years. We have started to change things over the last year. We need to do a lot more, clearly. The situation has changed. That's the comparison, just to give you a sense of where things have gone.

We are now asked to project on a monthly basis our needs for the next month in order to get our endowment distribution. Previously every month we knew we were going to get \$100,000 and we were done. Because of the situation, we have just been getting as much as we need to get through. So Barbara, by the 15th of the month, needs to project ahead our needs. She projects from the date that she's doing it, which is around the 13th, from that date until the end of the following month. This is what we are giving – there are a number of people in the County that this request goes to. We are requesting about \$41,000 to help us get through until the end of March to meet payroll and our other expenses, which are outlined on the sheet.

MR. DELUISE:

You could ask Barbara and Michael, our accountant, to join us at the meeting so that if anybody has any questions, they could answer those.

MR. IADEVAIA:

The only thing I want to say on the report is this number might be a little different from the audited number because we excluded the \$80,000 in grant expense. What happened was when we received the grant, it was recorded in a prior year as revenue and then it's recorded as restricted. So it was kind of unfair, and we noted it on the bottom. Otherwise, we would have probably broken even with cash flow.

MR. DELUISE:

Any other questions?

DR. GITTELMAN:

Thank you. Gretchen, Education and Exhibits.

MS. OLDRIN-MONES:

The reason we're meeting here instead of the planetarium is because of the February Funfest, which is a very popular event. It will continue until February 22, in case you want to stop by.

As you know from the flyer Carol sent out to everyone, this event has it all – mansion tours, royal scavenger hunts, marine touch stations, laser and planetarium shows, telescope viewing, crafts and activities. Additionally, this year there were magic shows. There is a special "Story Time Under the Stars" where author Renee Reinchart will read her book and explain the book-making process. With the good weather and a little luck, this will be the big success it's been in the past.

For the first time in a long time the Education Building with its central location is available to be used during the Funfest for crafts and other activities. The Friends have offered to help, and this will be a convenient place for families to drop in and do a craft project and even leave it there to dry. ASLI will bring extra telescopes on the viewing nights. Besides notification through flyers, schools have been contacted, and Dave Bush had blasted the information for the Funfest, for the laser and the new planetarium show, which is called "One Small Step."

Just a reminder that the Vanderbilt is a great place to have a memorable birthday party. The dinosaur, the mummy and the planetarium themed parties have been very popular in the past. Now for the first time on January 30 the telescope was booked for a birthday party.

Carol and staff are personally trying to deliver materials to schools and to make personal appeals to schools to continue to come and to commit to attending the Vanderbilt in the future. With all the uncertainty in the media regarding the Vanderbilt's future, it's understandable that schools are reluctant to make any commitment. Even some people who have loaned artifacts on a long-term basis have called to ask for these items back. Stephanie has done everything possible to reassure people. Staff is also trying to establish a new fee structure for events that have been free in the past.

Planning continues for the summer camps. We have a flyer on this. Wizzardry, castles, stars, etcetera, are among the camp offerings this year. This summer there is an expanded camp experience which will be offered, which might require some legal certifications and structuring. A letter has gone out to all the camps who have in the past traditionally visited the Vanderbilt. They come here to do tours, walk-arounds, planetarium programs, etc. One great advantage that we have, especially on a rainy day is the tent, which can be used for lunches or for projects.

Stephanie has been very busy making arrangements to finish up the habitat, with the end of May as her goal. She's filed the IMLS Report, and it's all up to date with the grant. Incidentally, Carol has applied for a new "Save America's Treasurers grant," as well as applying for federal funds for infrastructure.

Stephanie has been working on providing input for the Audio Antennae script, which was funded by Bill. This first phase will be a self-driven, start and stop tour of the grounds. She reports that the archives have been very profitable as they are used extensively by researchers and authors. The very popular Living History Tour will continue next year with the year 1935 being featured. This happens to be the same year that the whale-shark was caught. Stephanie had a researcher in named Linda Fowle who gave a week of her time to research 1935 and did a fabulous job.

Stephanie has also been discussing with Howard Kroplick the possibility of his exhibiting his car here. We've been reading about his car in the papers recently. It's a very popular vehicle. It's going to be in the Indianapolis 500 and some other really high profile places.

Supplies have been impacted by the budget. Light bulbs are in particular demand. The marine museum alone uses hundreds of light bulbs a year. Six hundred clear Christmas bulbs are used in the planetarium. In general they are a big expense. If you have any ideas about getting inexpensive or free light bulbs, please let Carol know. It will be a big help. That's the end of the report.

MS. ANKER:

Can I make a suggestion for light bulbs? Have we been in contact with LIPA, Key Span or National Grid? We should get those energy saving light bulbs.

MS. GHIORSI-HART:

We have those. We had actually an energy audit; a representative from National Grid came in and did an energy audit. He had recommendations. We placed wherever we could lights which were energy efficient. Fortunately, they now have colored ones. There are places in our dioramas where we needed color, so we are moving ever more toward that, so that is something we have done.

MR. OLIVIERI:

Can we get some free light bulbs?

MS. GHIORSI-HART:

We have looked into that. We have had, in fact, the energy guy from – we had two energy specialists, one from BRO –

MR. REINHEIMER:

Joe Schroeder.

MS. GHIORSI-HART:

-- and one from DPW.

MR. PEARSALL:

There are silos in Westhampton, BOMARC, filled with florescent bulbs.

DR. GITTELMAN:

Thank you very much, Gretchen.

MR. GISH:

Steve, before you move on, could we just take a peak at this little flyer that everybody should have in front of them? Gretchen is the technical wizard that is doing this. You will see it says "draft one" on top. Obviously, I'm trying to avoid any blame. This is what we're trying to do, to have a little hand out for the Trustees to go around with as an introduction to – and this was my first failure – LIPA, who didn't want to give us anything. They were told they can't, by the way. So I didn't ask for light bulbs. I tried to see them, but they said there was a movement by the Attorney General of New York State saying that they cannot offer arbitrarily or capriciously make donations to people of their choice because they figured that that was unacceptable for taxpayers' money or for the money of a public utility. Just to let you know that.

Outside of LIPA, if anybody on the Board of Trustees – we're trying to get this finalized. We wanted to work on something that you could go in as Trustees saying, "At the present time we're trying to now be self-sustaining, and we'd like to get your support." This might be just a way to let them know where we are, if they haven't seen the view to the sound, or they haven't seen the museum or the fish museum.

We also have some suggestions. Inside the flyer we have some suggestions how they might contribute or maybe sponsor a classroom, the planetarium lobby, a building, the gardens, a lamppost, exhibits, or even benches. That's one of the things we have. It was Michael's suggestion, "How else might you want to support us." We added that at the end, if they are thinking about naming rights. I would love to have the Exxon Planetarium for approximately \$30 million. I'll work on that next week. Then we highlighted the picture of the whale-shark, which was the grant we got from "Save America's Treasurers." Then we could publicize what we have done down the line, such as concerts, car shows, and special shows and exhibits that are opening.

This is just a draft. If anybody has any suggestions on how this can be improved – and again "Reach for the Stars at the Vanderbilt Planetarium," I thought that was catchy. If you have any suggestions on how to improve this, that's great. If not, we're going to try to sort of firm this up. It will probably be in another week or two and then if you need a copy of this, if you have a lawyer group you can go to or a CEO of a company, just as an introduction to let them know what's going on, that might help. Try to get contact numbers. Maybe they could come for a walk-through. It might be just a start. We felt it was a good way just to get something going. It's just a little flyer.

MS. ANKER:

I think this would be great to put this in front of the Legislature on March 3 and show them that this is the potential. This is what the museum has, and there is so much more potential.

MR. GISH:

We wanted to be able just to have that also to show them that we're working on trying to generate funds by corporate sponsorship. We felt kind of naked going into places. That's what I did initially. "Hi, I'm from the Vanderbilt. Can you give us some money?" That's what it came down to. I was a high school history teacher. I have no big contacts, but this was the best thing we could come up with that we felt, again, based on Mike's recommendations, to be able to go in and have something that they could peak at. If it's not these pictures, maybe just a brochure of pictures from Centerport overlooking the harbor or pictures of the seaplane hangar, or things that they might want to latch themselves onto.

I called the Starr Foundation thinking this has got to be a group – thinking about the planetarium – but they only do theater and opera. That's the type of thing we're looking for, somebody that might have just a catchy name that might want to latch themselves on to the Vanderbilt, someplace on Long Island. Again, if we can think of something that's high tech, that would be great. That's what we're aiming for. This is just in the preliminary stages, draft one, but we will gladly take any suggestions. You have our email addresses. Please feel free to give us some suggestions.

MR. OLVIERI:

The only suggestion I can say is to put in a picture of the interior of the mansion from the dining room area to show what's inside the mansion. Other than that, this is wonderful.

MS. OLDRIN-MONES:

I just downloaded them from what was on the web. Carol, I hope it's all right to have your picture on our flyer.

MR. PEARSALL:

We'll get our photographer to get some pictures for you.

MS. GHIORSI-HART:

That would be great.

MS. ANKER:

Also, as far as photography, and I was talking to someone in the Town of Brookhaven where they were going to be holding a photo contest. They would allow them to release their photos to the town to put in their brochures and on their websites. It's something in addition to professional photographers.

MS. GHIORSI-HART:

Well, the Legislative photographer – I forget his name –

MR. PEARSALL:

Steve Gravano.

MS. GHIORSI-HART:

He has been here. He did a wonderful job here December week. He came by and it was wonderful. We had so many people, so we had crowds. He said he would come back any time, and as the seasons get better, I think he will come back. That would be terrific.

MR. OLIVIERI:

What was his name again?

MR. PEARSALL:

Steve Gravano, but you have to go through one of the Legislative Offices to get in touch with him.

MS. GHIORSI-HART:

I have a lot of photos here. If you let me know what you want, we probably have them.

MS. LOMORIELLO:

Just to follow up on some donations, in the past I have worked on boards where Home Depot reached out to the community. They usually give to their surrounding communities. If you need something like light bulbs, perhaps you could reach out to them. You could talk to them and discuss things with them.

MS. ANKER:

I think once we get this passed, hopefully, the 3rd of March – because I'm even hesitant to go out and ask for anything more than \$1,000 or \$10,000 or \$100,000, and we show that the County is supporting the museum. Right now we don't have that stability of actually going out there to get that. If we could get past that, and we can convince the Legislators to override the veto, if that happens, I think we will be in much better shape to go out there and get donations. Do you think it's important that the Board Members come to that meeting to speak?

MR. PEARSALL:

A few should be there, yes.

MS. DWYER:

May I ask how you have done any outreach to some of the community foundations like Rauch or the Long Island Community Foundation or the New York Community Trust? What has their response been? You have two issues. One is programmatic money and the other is ops. What you need are operation dollars to bridge your period of developing your programmatic focus. This is nice, but I'm not really sure what you're asking me for, if I'm looking at this.

I think maybe for the Legislature, if there was a good show of faith by one or two of the community oriented foundations that it might be –

MS. GHIORSI-HART:

I know you have a lot of good – I would like to work with you on this. We don't have a strong history here. I haven't been involved in this longer than a year or so.

MS. DWYER:

It's very hard to get ops, but this is a really good time to ask.

MS. GHIORSI-HART:

Operations, as you all know, and I won't say it's impossible, but it's very difficult to get funds for operating money. The money, even that we're talking

to now – generally they want to support educational programs. There are grants out there for restoration, conservation. To get money just for general operating is tough, but because of the current economic situation, there are –

MS. DWYER:

The upside is that you –

MS. GHIORSI-HART:

But I think what we have to recognize is that we have been caught in a lot of terrible ways on the downside, but we have to look at, “Okay, so what is the upside?” The upside is foundations recognize that institutions are in terrible trouble, and they are releasing funds that they might not have in the past to help. That’s an area that we would certainly look for advice and help in. If you want to focus on that, it would be great.

MS. ANKER:

I know Nancy Rauch, so I could see if I could speak to her.

MS. DWYER:

What you might want to ask Nancy is are there Board generated funds for programmatic stuff that they are interested in. But there is always, particularly with family or private or community foundations, this stash of money. It tends to be the Executive Director money or the Board money that’s below a certain number. For example, with the William Penn Foundation, anything that is \$75,000 and below, it doesn’t have to go through the whole Board approval. It gives time sometimes for emergency situations or particular things that aren’t on the priority list for a foundation, they’ll have that \$10,000 stashed or whatever.

The Legislature, if it knew that one or two of the community foundations were ready to step up with their \$10,000 or \$20,000 donation to get you going, probably would feel that you were taking those steps towards – it’s not really the issue of stability, but it’s the issue of sustainability. When I look at this as a foundation person, it doesn’t scream sustainability. It screams some opportunities and some tasks but I don’t see the strategic vision quite expressed as coherently as I would hope, and then you plan for stability, but you might be able to get some short-term ops to get you through. The low hanging fruit might be ops to get your through with the community foundations.

DR. GITTELMAN:

Would you consider revisiting that document and helping us with rewording hers?

MS. DWYER:

Yes, I’ll take a look at it. We work with a lot of – I have to draw the line a little bit because we have corporate sponsorships, such as Exxon, which is one of our donators. They give us quite a bit of money. Wal-Mart gives us quite a bit of money. Shell gives us quite a bit of money to match our Federal dollars. So I have to be a little careful, but I can make some suggestions. The Long Island Community Foundation always looks to the New York Community Trust for recommendations.

MS. LOMORIELLO:

Is that Susy Sonenberg's group?

MS. DWYER:

The New York Community Trust?

MS. LOMORIELLO:

No, the Long Island Community Foundation.

MS. DWYER:

Yes. Who are the Miracle Grow people? It was based on Long Island and it sold, but the family still has the money.

MS. GHIORSI-HART:

But certainly if you could help, that would be great. The foundation area is one that we haven't explored as much as some of the other granting opportunities. So that would be wonderful. We could definitely use help in that area.

MS. DWYER:

We also, because we are tasked by the Federal Government, because we get direct appropriations, dollars and things, we are tasked specifically with working with corporations to match Federal dollars. They want to know both sides of the aisle. If they're going to appropriate funding to the National Fish and Wildlife Foundation, we want to know that we provide them opportunities to pool and leverage funds.

As a result, DuPont is a funder that I work with in the Delaware area because their main offices are in Wilmington, the geographic link and the profile of goodwill within a community – I mean, the Wal-Mart thing sounded interesting to me because they won't even take a proposal. If they are inviting you for a letter of inquiry, that's pretty darn good.

I think the corporate stuff, you need to think like a corporate funder and just putting their name on something doesn't really carry them over to the next step. Certainly National Grid is a possibility, but they haven't turned out to be a really big funder in this area yet. As I said, LIPA doesn't give because they got hit by Mr. Cuomo last year.

I'm not sure this is enough to grab a corporate interest. It takes that sort of tailoring. You're talking, honestly, for a corporate funder, when we bring somebody in, it takes anywhere from 12 to 18 months to bring in your first corporate funder for any significant amount of money. I'm not talking chump change, like \$10,000. I'm talking serious multi-year commitment of at least \$100,000 to \$500,000 a year. That's a 12 to 18 month time period. So you should be realistic about what you're going to be able to do in terms of corporate, but I think you might be able to do some tailoring around this.

Computer Associates is quite interested in educational programs for young people. That is one of their areas of focus. I pulled a recent – I actually obsess with oil spills, but I actually pulled something else out of the paper. I get a lot of money related to oil spills, and I do know some people in Mr. Cuomo's office, and you better be ready when you go in there.

I went to the local stock spotlight, and I picked out all the companies recently who were in the green as opposed to the red for my own purposes. So I noticed that you had good support from Arrow Electronics. It's always easier to build your corporate relationships that are existing and deepen them than seeking new ones because that's where you're running into an 18-month period to develop a new relationship.

The other thing is that my father was a union official in Brentwood Teacher's Association for years and years. He told me to go to the NYSUT rep for the region, as opposed to going school to school. He certainly is willing to find the name out for you, if you'd like.

I take my stock list of local companies and see who is in the red. The other thing is, I never met an appropriate funder who doesn't like a big check or other ceremony where they are saving you. If Arrow really gave you some money, I'd be standing there with Mr. Lindsay with a big check shaking their hand. That could possibly help them reach into their pocket for another \$50,000.

That's just our experience. I am a program person primarily, but I watch a lot of development people.

MR. GISH:

Well, if you don't mind me picking your brains –

MS. DWYER:

No problem at all. I do have to draw a little bit of a line because I would get into very big trouble if I stepped into some of our areas, but I can give you advice on process.

MR. GISH:

That's fine.

MS. DWYER:

If you'd like the NYSUT rep, I will get my father to get the name for you, so you don't have to go to every school in the world. Then you can make the presentation to them and then you covered your schools.

MR. GISH:

I will give you a call tomorrow morning at eight.

MS. DWYER:

I will be in Connecticut at a dedication, but I will be around all day on Friday of next week.

MS. ANKER:

So while you're here, we were talking about Arrow, Home Depot–

MS. DWYER:

I hate to give you my little clipping, but, here, you can have it. Just look at who is making money. It's amazing to me. I was buying a can opener at P.C. Richards the other day, because they have really good prices and I like to buy

locally because you like to help the economy in the area, but their store wasn't empty.

MS. ANKER:

What about Cablevision?

MS. DWYER:

Cablevision is weird. The Dolans aren't giving. They just cut back big time on their staff on New Year's Day. There are still people making funds. A big north shore giver, certainly to Stony Brook, has been the Renaissance Technology. It's one of the top three hedge funds in the country. If you know some north shore people in the Stony Brook/Setauket area –

MS. GHIORSI-HART:

What's helpful and when we have been successful is because there has been a personal contact. I don't have to tell you, but that's what it's all about. With Arrow we had a neighbor. She got us this grant, and she's left Arrow as of October.

In fact, this gets me to a high point. Every morning I open my mail and say, "There's going to be a check." Barbara is here and there is usually a bill. Well, about a week ago I opened my mail, and it was from a family foundation. They requested that I don't tell you what name, so I'm not going to tell you, but it was from a Vanderbilt family member, through this family foundation, Gertrude Vanderbilt Whitney Connor. It was for \$10,000. It was a very exciting thing.

MS. DWYER:

Was the check in the envelope because that's a –

MS. GHIORSI-HART:

The check was in the envelope.

MS. DWYER:

You get so excited.

MS. GHIORSI-HART:

I did. They heard me scream, and they came running. To get back to the point, this didn't just come out. I had run into someone who I knew from Smithtown where I was the Director over there. He was aghast at our situation. He said he was going to be meeting with a Vanderbilt tomorrow, and that he was going to let them know. I knew who he was, so I knew he, in fact, probably was going to be meeting with a Vanderbilt. He explained our situation and because we were able to – he went and personally talked to them. That's how that came to be. We have had other successes here. We have the contacts.

MS. DWYER:

Could I talk to Terry about this a little bit? If Mr. Lindsay's name, particularly with community foundations, if there is anything, and sometimes as personable and attractive as I am, what gets us in the door is our Executive Director. He used to be Clerk of the House. That can make – I mean when Jeff calls, it makes a difference.

MS. GHIORSI-HART:

Our Presiding Officer, we got a wonderful fundraiser the end of December. I know those big checks that came were not particularly just because they loved us. It was because they love Mr. Lindsay. He said, "Hey, this is a good place." Again, the point is, if any of you do have contacts, even if you, yourself, aren't comfortable doing that, there are a lot of people here who will go with you. Sometimes you just have to let them know. That's what Bill Lindsay has done and our other Legislators are starting to step up for us and our Trustees, as well, are going out there. We will be working with the Foundation Center and other things that you can give us leads, but that was a happy day.

MS. DWYER:

Let me ask you a question because I know that the Legislators, both the Assemblymen and the Senators, have their – I know that there is a more formal name – but I think of it as the slush fund for local community projects within each office. The more senior Legislators tend to have more money, and the more junior Legislators will have less. I know it's a bad time in the State Legislature to ask for money, but they all do. I know you're very familiar with that process, but sometimes they have that extra –

MR. PEARSALL:

There is talk that they are not going to be doing that.

MS. DWYER:

I can't remember what they called it, but you know what I'm talking about.

MS. GHIORSI-HART:

Member items.

DR. GITTELMAN:

I have made the call. I have sat down with them.

MS. LOMORIELLO:

The other thing is that your local Legislators, Republicans who are now in the minority, are not getting that funding.

MS. DWYER:

I don't know if –

DR. GITTELMAN:

I spoke with Steve Israel. I met with him at length. I have a good relationship with him.

MS. DWYER:

He's on the Approps Committee, and he's on the Approps Committee for Energy. I've talked to Ned about this. You wonder why Brookhaven National Lab gets so much money? Because Steve Israel has directed a lot of – as part of the Energy Sub-Committee for Approps – he's been able to help bring in money there.

DR. GITTELMAN:

Steve has said that he can work on something that would be more long-term. He cannot get us something in the next six months. He can't do bailouts.

MS. DWYER:

After September 31 -- they are still doing Bush's budget for 2009. You're not going to see any of the money really start to flow until after September 31.

MR. PEARSALL:

We are working on another proposal with the State Senators and Assemblymen who can raise the --

MS. DWYER:

You have the stimulus --

MR. PEARSALL:

-- to raise the hotel/motel tax from .75 percent to 2 percent. Part of the new dedicated fund would go to Suffolk County museums.

MS. DWYER:

The Land Trust Alliance is a group that we work with a lot. One of the things that they teach you in your fundraising workshops is all they are going to do is -- if the worst thing that happens to you is they say, no, nobody dies. So you have to kind of get over the "No." I think the hardest thing -- I do it all the time. I still don't always feel comfortable. I have to ask for a lot of money. That's the hardest thing for people to get over. The worst thing they can say is, no, and nobody dies. I haven't died yet. I will eventually, obviously.

I know I'm a new member, but I'm also slightly on the anal retentive side, in a nice way, I think. I made a list of tasks listening to all of what you had to say. It seems like we're in a really difficult situation right now. I talked about this. We wouldn't say anything at the first thousand meetings we went to because we didn't want to seem like we were telling you what to do. It was just observations. I came up with about nine --

MR. BEATTIE:

I kept up with my part of the bargain.

MS. DWYER:

But you sat next to me. This is how I stay out of trouble at work because I'm very funny, otherwise I would have been fired a long time ago because I'm really ill-behaved. You have a bunch of tasks. Maybe we need to organize around tasks. I was listening to what you were saying.

Task one, permanent food facility. Preparing the RFP.

Task two, RFP/Information Cell Tower. More than Verizon, multiple providers. Let them compete with each other. Integrating with Supervisor Levy's effort.

Task three, cancelling the weddings. Standards for cancellation to reduce negative impact on goodwill and revenues by March 3.

Task four, the event policy, can you calm the neighbors down? Standard operating procedure for events to deal with issues like noise, lighting,

parking, investigating legal and illegal usage, number of caterers, location of events.

Task five, as a funder, I look at hundreds of proposals a year. We're kind of a nice middleclass foundation. If you were the devil and you had a good project, we would fund you. You don't have to kiss my ring or anything like that, but most corporate funders and most foundation funders are going to be looking for a strategic plan for a sustainable Vanderbilt. It has to be a directive with the components of your marketing, your business and other plan and maybe different chapters. Whether it's the Legislature or foundations or corporations, building on your brochure, which is a really great idea.

Task six, looking at your collection. I know it's painful, but what might be sold, what might not. You don't have to do it, but just look at it.

Task seven, where can costs be cut? It sounds like you did a really good job. If things hadn't gone bad, we would have been opening the Dom Perignon. I looked at where your major areas were and, of course, it's always salaries and benefits, maintenance and equipment, supplies and then the professional expenses. I said to myself, "Where can cuts be made or share costs with other activities?" Then I wrote the dinosaur issue, the exhibit issue. How much does it cost to maintain? Is the exhibit revenue neutral or is it a revenue generator?

Task nine, your Revenue Committee to integrate with your Strategic Plan Committee. Where are your high revenue areas for short-term for high level, your mid level and your low level areas?

It was just my take from this meeting. It was clear that we're in an emergency situation, but this is a group of experienced people who can probably take pieces of this with one or two committee members on each one of the tasks. All I did was take some notes from some of the things that you were talking about. I'm offering this as your note taker. At one point in time, I was a trade facilitator where I used to make some money doing that.

Anyway, that was just my take on what I learned tonight. Those are some of the things I might think about as your funder. Keep in mind, if you belong to me as an applicant, as a grantee, I'd have you on the phone talking to you about some of these things. I'm sure your funders have done that with you, Carol.

MS. GHIORSI-HART:

As I mentioned earlier, and I think since I started at the Vanderbilt a year and a half ago, strategic plan, strategic plan, strategic plan – we've got to get the strategic plan down. The business plan we're starting to develop, which is part of that. The development plan, the educational plan, they are all elements, but that's sort of the big picture thing. Our vision –

MS. DWYER:

I bet you it's all there. It just sort of needs to –

MS. GHIORSI-HART:

But we need to, as I said, a strategic plan that brings in the community, that brings in people from the Oversight Committee, as well as our Trustees, as well as staff. This is going to be key.

MS. DWYER:

I think when I talked to Terry last time I said strategic plan, and you nodded at me, that it would be very powerful –

MS. GHIORSI-HART:

Terry, Lance, and I had met preliminarily. But we have to really move forward with that. As you know, there are no grants that you can apply for that don't require a strategic plan for the institution.

MS. DWYER:

It would be the first question I ask, even if I knew nothing about you.

MS. GHIORSI-HART:

We do have sort of our goals and outlines, but part of the plan--part is not just long-term planning. It's who is going to do the work and what's the time table? How is it moving toward sustainability? We do have those goals. We do want to get moving on that.

MS. DWYER:

And Mike, because he's my buddy, I suggested to him one time that sometimes I work with all of these technical people that are a lot smarter than I am. They all have their PhDs and everything, but they can't write an RFP to save their life. I'm always writing their narrative sections and things like that. It's sort of like, I think I was put on this earth to translate biology into more speak that others can understand, but I was thinking that maybe if we might sit down with you or Steve. We really need that because it's going to be hard to sell without that.

Once we all start speaking the same language, it gets really powerful when everybody starts to work together. It's not easy. We just went through a strategic planning process ourselves. Still, the staff is exhausted. We don't have all the words quite yet, but we're better than we were six months ago. So at a minimum, I would be more than happy to help you with that. I have been bugging Mike about it by email. I think it's something you need to think about, as a funder, as well as somebody who has to ask for money. I'm sort of on both sides of the table.

MS. ANKER:

And that's probably why I wanted to see more when I looked at the business plan, and I was pretty critical about it not being based as much on money as it was on the goals of education. Again, I apologize, I hope I didn't offend anyone here, but for me, what I can see is that we have to get past the hurdle of March 3 and convince the Legislature that this museum is sustainable, that there is a great outlook of future prospects coming in. But with that, there needs to be a money base. I think that's why maybe we should create the strategic plan, which is different from a business plan. Again, we need to look forward and taking what we have now and then aiming at grants, corporate sponsorships, grants, fundraising, and other prospects.

MS. DWYER:

It's interesting for me because a lot of times I will sit and listen to the bird guy. We were looking at a snowy owl today that was just amazing. It's not like I don't think snowy owls are important, but I always remember what my job is. It's almost like we're investment bankers for conservation. We pool and leverage Federal and other sources of money to pay people like Carol to do her job or the curators to do their jobs. Our job on the Board, at this particular emergency point in time, is money. We know this is a beautiful place. It's just right now it's money. That's really what's going to keep us moving forward. I know it sounds a little harsh, but it comes down to money at this particular juncture in our history.

MS. ANKER:

Even this situation, again, my background is media and public relations and marketing and environment and politics. There is a mix, but this in itself could be a whole campaign. That could be a whole push. That was just one of so many different things the museum has. When I went on-line to check out the mummy, that was so cool the situation about that night when they brought the mummy to a hospital to do a –

DR. GITTELMAN:

Carol was in the ambulance.

MS. ANKER:

That was amazing. Why can't we do that every couple of years?

MS. GHIORSI-HART:

As a museum, there are things that can work for us for the PR, for the sustainability –

MS. DWYER:

The big checks.

MS. LOMORIELLO:

I have a question for you. Have you ever facilitated strategic planning?

MS. DWYER:

Yes.

MS. LOMORIELLO:

Did you do it in a weekend? Did you do it in two days?

MS. DWYER:

Most of our Board meetings, we only meet – and I don't want to upset anybody – but we only meet three times a year. I usually don't go to the Board meeting because remember, I'm ill-behaved, but usually that's the kind of thing that happens over a weekend. You set your broad structure up. What is required is that we all do pre-work in advance. Your facilitator designs the meeting and assigns you different tasks, so that when you come in – like maybe task two Steve does. And maybe task three somebody else does, so that we're ready to move forward on elements of that. We could probably have a good outline in a weekend.

MS. LOMORIELLO:

They have been trying to get this done.

MS. GHIORSI-HART:

I think the Museum Trustees Association has a wonderful template and how to go through week by week the process. Once we get the – I think we need to start that and possibly look at getting a facilitator who is experienced –

MS. DWYER:

When someone has technical skills – I'm very good with environmental meetings. I don't know a damn thing about dam removal, but I did a great dam removal facilitation because it really was about the process. But I understand exactly what you're talking about. If somebody really knows and can add to the mix – it's like, hey, the experience of the Vanderbilt was this, but this was somebody else's.

MS. GHIORSI-HART:

It could happen also. There are probably a few of us here who have been part of strategic planning process. It's very good to have someone outside who can come in and take a look. It's just that removal can be very important.

DR. GITTELMAN:

If I might inject, I think that given that today's date is a mere two or three weeks until Armageddon. We have two or three weeks to do something that increases our chances of surviving Armageddon. We have to pick what those few things that we're going to do in the next two or three weeks. I have your list in front of me.

MS. DWYER:

It's a good list.

DR. GITTELMAN:

It's a fine list. I need to focus now, after having gone through this meeting. I need to focus on what we're going to do now. We can say, what are we doing between now and our next meeting or more likely, what are we doing between now and the next meeting of the Legislature? There is clearly an objective here of survival. I don't know that we can complete a strategic plan in two or three weeks successfully. If our Advisory Committee feels that the best move that we could make would be to launch into strategic planning, then so be it, we will do it.

MS. DWYER:

Terry, why don't you give us feedback because you're sort of the Czar of the Oversight Committee. It's the Legislature that is our constituency most immediately.

MR. PEARSALL:

In another role, I am a head counter. I count votes. I'll have a better handle on the votes come the middle of next week when the Legislature is back into committee session, and I can start talking to Legislators and see where they are going, if the County Executive vetoes this bill.

DR. GITTELMAN:

I'm asking a different question. My question is really different because we certainly need and want your feedback in a week, but your feedback tonight might help us focus on what we should do tomorrow between now and next week. We need to know in the next ten days –

MR. PEARSALL:

My gut feeling is that we have the votes to pass a veto override. I think you should be concentrating on additional fundraising. That's what the Legislature wants to hear.

DR. GITTELMAN:

If we should be concentrating on additional fundraising, and I will be more than glad to work with your list – and certainly Noel has made a tremendous effort and Carol has had some success. There are things that we have done that have brought us additional fundraising. What are our hot prospects? What do we hit in the next ten days? What can we score to make it a positive impression?

MS. GHIORSI-HART:

The Star Program, and I'll let Lora speak on that a little bit. You and your office has been working really hard on this project. We might get a little bit of a help with that. That could be a big hit. Why don't you speak on that a little bit.

MS. GELLERSTEIN:

Essentially what we're doing is we're trying to get interest from local businesses to participate in the Paper Star Program. Carol has developed the stars. We have letters and applications for businesses who want to participate. The goal is to really have these businesses participate and sell the stars in their establishments and raise money that we will then go pick up and deposit. We will thank the different businesses that participate in various ways. We have a competition. An award is given to businesses who raise the most money. The employee within the business who raises the most money and sells the most stars – I know they're on sale also in the planetarium lobby. My son was volunteering to sell them the other day.

MR. GISH:

There was a spy among us.

MS. GELLERSTEIN:

You sold quite a few of them.

MR. GISH:

Yes, we did.

MS. GELLERSTEIN:

And then they were putting them up on the lobby, which is very cool. I think this has the potential to raise a lot of money and really garner a lot of interest and really get people excited.

We were going to have a press conference but because of the press that you've gotten the last few days, we're looking to probably put out a press release with some photos. We're going to get that out on Friday. Terry's staff is going to help us do that.

MS. GHIORSI-HART:

Wonderful.

MS. GELLERSTEIN:

We will fine tune the press release within the next few days.

MS. GHIORSI-HART:

That's just great. This year we're doing a lot. It's an ongoing program. We'll learn more as we go along. We have nice posters. We just need to hit a bank that is willing to put it through all their chains. We're hitting local, but if anyone has a contact with a bank.

MR. OLIVIERI:

What about Bank of America? They're our bank. All you need to do is put the thing in there. They're not giving us any money. We just need to get the managers to say okay or the regional director to say okay. I tried talking to WaMu but that didn't go very well.

MS. GHIORSI-HART:

I think I sent that email to most Trustees, but there is a stack of envelopes right over there on the radiator.

MR. GLASCOCK:

You're better off with some of the local banks, like the Bank of Smithtown.

MS. GHIORSI-HART:

Yes, the Bank of Smithtown did really well for us.

MR. GLASCOCK:

I'm having a meeting with the branch manager tomorrow night, who is on the Board at the Chamber, the Board of the Arts Council. I could ask her about that. But I think we should try BFCU or Chase or Citibank because Chase and Citibank, they don't care. I'm Treasurer for the Chamber of Commerce, and we moved \$150,000 – almost \$200,000 out of Chase. Basically we were told Chase isn't even going to notice. We could end up going to some of the other banks I just mentioned who are very happy to have us come there, and they will give us a lot more personal attention. I think if you go to the community banks, you could—

MS. GHIORSI-HART:

The wonderful thing that we're trying to get across is we're not just the Huntington community. Our community, the Vanderbilt community, really is all of Long Island. We're trying to get that word out. Certainly if you go to a restaurant or a little boutique, the hairdressers, those are people that in the

past have helped with these kinds of things. Again, it's the personal connection. It's like, "Look, I come in here and I bring my dry cleaning every week. Would you mind doing this for us?"

If you have any more questions, Lora and the Friends have been really wonderful. I think, again, we're looking for the \$10,000 and the \$1 million donations, but one dollar at a time from all our children who we mean something to, it does matter. It's not just the money. It's the promotion. It's getting the word out there and the visibilities. I think it's just as important, even if in the end we only bring in \$500, the word got out.

MS. DWYER:

You see, I don't look at things that way. I look at it like, I don't waste my time unless we're going to talk at least \$10,000.

MS. GHIORSI-HART:

Well, I had said \$10,000 is what I would love to be looking at.

MS. DWYER:

It takes just as long to get the dollar as it does the \$10,000. I sat in so many meetings where I'm really happy when I open up the checks from the nice lady who sent us \$2,000 in the mail because she thought we were good. It made me really happy, but it makes me happier when BP gives me \$150,000.

MS. GHIORSI-HART:

Absolutely, and we are hoping for \$10,000, but the point is it's not just –

MS. GELLERSTEIN:

There are different strategies. The people in my group who have an hour or two in the afternoon when the kids are at school, they can then work a deli or a dry cleaner, where they might not be able to go to a corporate sponsor.

MS. DWYER:

Maybe they could get \$100 here or there.

MS. GLASCOCK:

I don't disagree with you at all, but I think there are a couple of different types of constituents. One is the corporate constituent. In that case, you're looking for the big dollars. Then there are the County residents. With that, you want them to come. You're not looking for \$10,000 from them. You want them for the volume and publicity, which will make it easier to get the \$10,000 from corporate.

MS. DWYER:

And you have done well on admissions.

MS. GHIORSI-HART:

And this is what we're doing. We are also looking for a project that our Friends can wrap their hands around. That's important, too. Again, if I'm saying the bottom line won't be as much as some of our big initiatives, but by forming a community of Friends, by getting out there, it will help.

MS. DWYER:

Do you have any short-term high network individuals other than the Vanderbilts who live in the area that might be willing to put that \$5,000 on the table?

MS. GELLERSTEIN:

That's what we were talking about earlier with the neighbor group.

MS. GHIORSI-HART:

Also, along those lines, we have shirts now. My friend designed these for free. We printed them for \$5 each. We are selling them for \$20 as a fundraiser. My friend who designed this sold 18 by just putting an email that said, "Help support the museum." We all buy t-shirts all the time. They're \$20 and she sold 18 with one email.

MS. DWYER:

Saturday night in the East Village, it's black.

MS. GHIORSI-HART:

We have sweatshirts, too. If anyone is interested tonight, they're \$20 and it comes with a little thing that says you helped us. We'll bring some down to the Legislature.

MR. PEARSALL:

Absolutely.

MR. BEATTIE:

I got a different meaning out of Terry's answer. Maybe I'm wrong here. It seemed like we did that a lot today. This is from an outsider coming in and seeing this. The Star Program is great. I don't think any Legislator is going to look at us going in and saying, "The Star Program is going to save us."

I think what Terry was saying is we, as a group, have to show that we understand that the next thing that we need to do is focus on fundraising. Some of the examples are, we have the Star Program. We have t-shirts. We have naming the Planetarium. But this as a group is what we're going to focus on in the next year to show us as a viable institution. I think that's what we're selling to the Legislature. Did I get that right, Terry?

MR. PEARSALL:

I think you got it perfectly.

MS. DWYER:

Whether we say, when we ask grantees or applicants, "Who is your match," we don't always ask them to have the match in hand. We just want to know that they are seeking that sustainable project. So what you'll say is, "Corporate funders, you know it's going to take you 15 to 18 months to really capture the big fish, so put five companies that you think are likely to --"

The first one, Arrow, look, they have already given this. We will see how the economy plays out. The low hanging fruit, Arrow would be low hanging fruit. Community Foundations, Rauch, New York Community Trust, those bullet

points, so that they know that we're targeting. They don't necessarily have to get the money but they know that we are ready to take the no or that we're out – we have a column, "Apply for," "Considering apply for," "Received." We know money doesn't come in neatly. Foundations know that. Corporations know that. But the fact that we've got a plan or we see that somebody has a plan, it's very powerful. It says, "Yes, these people realize it takes more than one group to get them to the end result."

DR. GITTELMAN:

If I might, we have some targeted fundraising. We also need to have a plan to give to the Legislature, a message to give to the Legislature. Carol acts as spokesperson at the Legislature recently. I cannot be there on the 3rd. I have a speaking engagement, so I will not be there. But what I would like is would it be possible for some of you who feel moved to put together such a – you seem to be very eloquent when it comes to coming up with plans for other people to put together. Perhaps –

MS. DWYER:

Masters of public administration.

DR. GITTELMAN:

This is not a time for "someone else." This is a time for "we must." We must put together a plan and present it so that the Legislature is aware that we have a plan. We have a plan and we have actions in place. We also had a solid year last year, despite whatever the news might have been. The public relations has been pretty good, even though a lot of it has been, "We're in big trouble." There seems to be a lot of affection. Each of those stars represents a child. Would some of you be willing to put together and help with the message that will be going over to the Legislature on March 3?

MS. ANKER:

I will go down there.

MS. DWYER:

Absolutely.

MR. BEATTIE:

Sure.

MS. OLDRIN-MONES:

I'll be there.

MR. GISH:

Yes.

DR. GITTELMAN:

This is it. March 3 is it. We need to get the message across. The people who vote for us are entitled to know why they are voting for us. When they walk away, they should feel confident that they did the right thing.

MS. DWYER:

So the next step would be, because remember my anal retentive side is coming out, that we would have to sit down with each other and really sketch something out. I'll make a copy of what I've written out and can send you a copy, Steve.

DR. GITTELMAN:

We would appreciate it.

MS. DWYER:

I was thinking maybe we'll have a little list and we'll just start –

DR. GITTELMAN:

I didn't mean to be intrusive. I just feel that we have to have some reasonable, attainable action so that we can do something between now and the 3rd.

MS. DWYER:

Steve, it's okay. About ten years ago I tried to decide if I was going to change my career, and one of the things I had to do was to look back in my life and talk to someone who had known me since I was a little girl and what aspect of my personality played out, even at age 50. My father told me the thing that was consistent was that I was very bossy. So, thank you.

DR. GITTELMAN:

I'm looking forward to you pushing your way through this. Let's get this piece done. I don't know that we can accomplish everything on your list between now and the 3rd.

MS. DWYER:

What I'm thinking, Terry, is maybe because the Legislature and for anybody who does – I used to be married to a CPA and I know lawyers live in the land of paper, but keep it short and just structurally just put something together, a couple of pages, to give them a sense of the direction we're going in.

MR. PEARSALL:

The calendar of fundraising events – and you already have things on the books that you do traditionally every year, so just make those things more successful.

MS. DWYER:

But Carol has to sit with us because she's the institution.

MR. PEARSALL:

And I'll commit that you can do another Presiding Officer's holiday party.

MS. GHIORSI-HART:

Wonderful.

MR. PEARSALL:

That could be a traditional thing.

MS. GHIORSI-HART:

That would be wonderful. We are stepping up our fundraising events trying to make them more successful.

MR. PEARSALL:

I'm going to work on something, but it's going to take me a month to get an appointment with a guy. I'm thinking long range a Star Program, and I'm thinking about King Kullen. The Legislature just passed legislation that they have been waiting for for ten years to do away with item pricing. They owe us big.

DR. GITTELMAN:

There is nothing like the power of the Legislature.

MR. PEARSALL:

It's something that it may need six months' lead time.

MS. GHIORSI-HART:

That would be great. We're going to do our Sea Star Program in the fall. It will be the same thing but with sea stars.

MS. ANKER:

Can I bring something up? It's a little bit different than the fundraising things that we're talking about. I met a couple of the planetarium directors for school districts because they are within the school districts that I'm working with. I was wondering if we could start maybe a Planetarium Committee for fundraising. I would like to see a group of people that are very knowledgeable with the planetarium issue and programs, especially with the purchase of a new projector. I'd like to see a group of people come together and put their two cents in and let the museum know what their thoughts are.

DR. GITTELMAN:

Would you accept us just not focusing on that at least for the next two weeks, so we can concentrate on –

MS. ANKER:

Yes, after the vote on the 3rd.

DR. GITTELMAN:

Let us get to the next meeting.

MS. GHIORSI-HART:

After this meeting, you can walk down to the laundry room. The Astronomy Society of Long Island is meeting there right now. They meet every week.

DR. GITTELMAN:

I don't want to speak for Bill Rogers, but I will. I will ask him, assuming we get a vote, we do have the audio program. Are you still committed to the audio program, assuming the Legislature supports us?

DR. ROGERS:

Let's see what happens on the 3rd.

DR. GITTELMAN:

If the Legislature comes through, there is another \$30,000.

MS. GHIORSI-HART:

We have been moving along. We were working with the --

DR. GITTELMAN:

It's a form of fundraising because they will pay to use this. That could be added. That's a \$30,000 contribution from a Trustee. It's an internal thing. I don't want to leave that out.

MS. GHIORSI-HART:

He already donated \$30,000 toward this.

DR. GITTELMAN:

Yes, it's a \$60,000 program. He is going to do the other \$30,000 to finish it, and it will raise money.

MS. DWYER:

And that's what Carol would put in hand and in that chart.

DR. GITTELMAN:

It's committed, yes.

MR. GISH:

This is already underway. They have been here.

DR. GITTELMAN:

The contract is signed. They are making progress. This is going to be fabulous.

MS. DWYER:

And we attached the new brochure that's going to be tailored -- "We are focusing on fundraising. This is our fundraising story that we are developing right now." I will call Carol on Friday for the names. I have to go to a dedication ceremony in Connecticut tomorrow, but I will call you on Friday morning and we'll have our little strategic group meeting.

MR. BEATTIE:

Let's get together on Friday, instead of calling each other. We don't have a lot of time.

DR. GITTELMAN:

No, we don't. We have to get something in hand.

MS. DWYER:

I have a 2:00 to 3:00 meeting conference call, but otherwise I'm open on Friday.

MR. GISH:

I'm open Friday in the evening, but not in the day.

MS. OLDRIN-MONES:

How about Monday?

MS. GHIORSI-HART:

I'm going to be in Washington. I am going to the AAM Advocacy meeting.

MS. DWYER:

The museums really took a hit in that stimulus bill. It's ugly.

MS. GHIORSI-HART:

It came back.

DR. GITTELMAN:

But it came back – I don't think the funding is going to come back.

MS. DWYER:

It was so stupid putting the casinos and golf courses with the aquariums and the museums.

MR. BEATTIE:

So is Thursday, the 26th, good for everyone? Maybe we could trade emails with a draft of where we are thinking. Is ten o'clock good?

MR. GISH:

That sounds good.

MS. ANKER:

So it's Thursday, the 26th at night?

MR. GISH:

No, 10:00 a.m.

MS. DWYER:

It's a little hard during the day. Can we do it right after work?

MR. GISH:

Is five o'clock better?

MS. DWYER:

That's good. I'll start the day a little earlier.

MR. BEATTIE:

Okay, so it's this Thursday, the 26th, at 5 p.m.

DR. GITTELMAN:

That was the Executive Director's report. Is there anything else, Carol?

MS. GHIORSI-HART:

Just that we do have a really ambitious summer camp type program called Wizard University. We're really going to promote it, and we have the potential to really getting the kind of revenue in and at the same time doing education programs that we haven't done in a long time. We're very excited about that.

I know it's late, but we do have 14 capital projects that I submitted Form 13's on.

DR. GITTELMAN:

Let's wait until the next meeting, if you don't mind. Might I ask when the next Oversight Committee is?

MR. PEARSALL:

We haven't set a date yet.

DR. GITTELMAN:

I'll be in Sweden until the 17th if you're interested in having me there. I have another speaking engagement overseas. The next meeting is the 18th, which is the third Wednesday. I will skip the President's Report, since it's now ten o'clock at night. I have spoken too much anyway.

MR. PEARSALL:

You might want to adopt your minutes that you didn't adopt before.

DR. GITTELMAN:

Thank you very much. We now have a quorum. Can I have a motion to adopt the minutes?

MS. OLDRIN-MONES:

Motion.

MR. GLASCOCK:

Second.

DR. GITTELMAN:

All in favor? Opposed? The minutes from the last two meetings are approved. **(Vote: 8/0/0/7 Absent: Ms. LeBow, Dr. Pecorale, Mr. Sillman & Mr. Swinson. Three vacant positions.)**

MS. GHIORSI-HART:

One last thing about our commercial. Mike, would you like to speak on that?

MR. DELUISE:

Yes, there is a young man named Michael Canetti produced a 30 second TV commercial, taped it, edited it, voiced over it. Starting next week on Channel 55 we will run it throughout the month for a month. Then we're going to talk to Cablevision. We will have some free advertising. Channel 55 is not charging us. The commercial didn't cost us anything. We gave a little bit of expenses to a cameraman. That was it. I think we have something that's going to help us at the museum. You can find it on You Tube if you go to Suffolk County television or Suffolk County Vanderbilt Museum.

MR. PEARSALL:

Mike, get us a disk. When they come to speak at the Legislature, they can show this commercial.

DR. GITTELMAN:

Is there any old business? New business. We had an executive session. We are not going to establish a new executive session unless someone has a reason. Can I have a motion to adjourn?

MS. DWYER:

Yes.

MR. DELUISE:

Second.

DR. GITTELMAN:

All in favor? Opposed? **(Vote: 8/0/0/7 Absent: Ms. LeBow, Dr. Pecorale, Mr. Sillman & Mr. Swinson. Three vacant positions.) We stand adjourned.**

(Dr. Gittelman adjourned the meeting at 10:10 p.m.)

SG:ap

Attachments