

**SUFFOLK COUNTY VANDERBILT MUSEUM**

**OVERSIGHT COMMITTEE**

**Minutes**

The Suffolk County Vanderbilt Museum Oversight Committee meeting was held at the the William H. Rogers Legislative Building, in Smithtown, New York, on Friday, March 13, 2009, at 1:00 p.m.

**MEMBERS PRESENT:**

Terrence Pearsall, Chairman, Representing the Presiding Officer  
Legislator Viloría-Fisher, Legislative District No. 5  
James Morgo, Representing the County Executive  
Barbara LoMoriello, Representing the Chair of the Parks Committee  
Linda Bay, Representing the Minority Leader  
Lance Reinheimer, Representing the Budget Review Office  
Jill Moss, Representing the Budget Review Office  
Neil Toomb, Representing the Budget Office

**ALSO IN ATTENDANCE:**

George Nolan, Counsel to the Legislature  
Lora Gellerstein, Aide to Leg. Cooper  
Steven Gittelman, President of the Board, SC Vanderbilt Museum  
Carol Ghiorso Hart, Executive Director, SC Vanderbilt Museum  
Michael DeLuise, Treasurer of Board, SC Vanderbilt Museum  
Noel Gish, SC Vanderbilt Museum Trustee  
Ron Beattie, SC Vanderbilt Museum Trustee  
Gary Ponzio, SC Telecommunications Unit

**MINUTES TAKEN BY:**

Diana Kraus, Court Stenographer

**MINUTES TRANSCRIBED BY:**

Denise Weaver, Legislative Aide

**The meeting was called to order at 1:11 PM**

**MR. PEARSALL:**

Good afternoon. This is a meeting of the Vanderbilt Oversight Committee of the Suffolk County Legislature. My name is Terrence Pearsall. I'm Chair.

To my far left is Jim Morgo, Chief Deputy County Executive. To my immediate left, Barbara LoMoriello. Representing the Chair of the Parks Committee, Vivian Fisher. To my right, Lance Reinheimer, who is the Deputy Director of Budget Review for the Legislature. And Linda Bay, at my far right, who is representing the minority leader of the Suffolk County Legislature, Dan Losquadro.

You have an agenda before you, I think, and we'll try to stick to it. Mr. Morgo is a little pressed for time today so he had some additional questions or thoughts about the dinosaurs and I'll ask him to comment.

**MR. MORGO:**

Thank you, Terry. I'm going to be pressed for time everyday until April 1st. My question is a relatively simple one. At our last meeting, we were told that the dinosaurs that are in the butler building at the Vanderbilt Museum were owned by a separate and distinct not-for-profit, the Dinosaur Society, it's separate 501(c)(3). And Mr. Gittelman indicated that there may be a possibility, it wasn't clear, that that is an asset that could be sold.

So I'm really going to ask the basic question, what is the status of the Dinosaur Society, do they hold the bill of sales for the dinosaurs? Has there been any talk to them about the status and going forward? I guess I'm asking more than one question, but the -- what is the status of the exhibit? I got the idea that it was separated in the butler museum, it wasn't accessible. But then there was a picture in Newsday of someone visiting it and Carol was quoted to saying *every museum needs a BAFO or special exhibit and we shouldn't consider getting rid of this one*. So could you provide answers to those four or five questions that I asked?

**MS. GHIORSI HART:**

Okay. Yeah, my understanding of the Dinosaur Society there are three people who are Trustees or whatever they call it, which is Steve Gittelman, Bill Rogers and there's a third person. And I think Steve Gittelman was going to be discussing the possibility of either turning over the dinosaurs to us and the exhibits so we could do as we please or possibly the Society itself could decide to sell them and donate to us proceeds. So I don't know what the status is of that discussion in that defunct society, though.

**MR. MORGO:**

Can pick it up from there?

**MS. GHIORSI HART:**

Sure.

**MR. MORGO:**

So there are three people. Presumably Steve and Bill Rogers would be on the same page. So they would control the destiny of the dinosaurs.

**MS. GHIORSI HART:**

I believe so. I don't know if there are other legal issues or, you know, what they're walking into, so.

**MR. MORGO:**

Okay. And as far the second part of it, Carol, is it an exhibit or isn't it an exhibit?

**MS. GHIORSI HART:**

It is an exhibit. It's in an unheated building. So we try not to schedule classes during the winter months and we don't have it generally open to the public except for times of high visitation. So for example, during the February break week we've always been open that week. And we have our staff sort of running in and out to keep an eye on it. And because of the publicity that we got and the fact that young children were being -- coming, we have had it open on the weekends since that story broke.

**MR. MORGO:**

Okay. And you may not know this, but as far as the Dinosaur Society, does it meet regularly? I'm sure it must file its 1090's and --

**MS. GHIORSI HART:**

I think Steve said it is defunct. That it hasn't met in fact.

**MR. GISH:**

It believe it hasn't filed in three years, I believe.

**MR. MORGO:**

It hasn't filed in three years.

**MR. GISH:**

Hasn't filed in three years. And that's -- I believe so.

**MR. MORGO:**

Yeah, I as a matter of fact, I seem to remember him using defunct as a matter of fact.

**MS. GHIORSI HART:**

Yeah.

**MR. GISH:**

Yeah, right.

**MS. GHIORSI HART:**

Yeah, we have promoted the fact that we have dinosaurs in some of our outreach, our advertising, because I know particularly the four-year-olds love -- love to come. We are not at the point where we really had any discussions of what we would do if in fact we had control over the dinosaurs.

**MR. MORGO:**

So, you know, it might be a better situation if there were consideration of selling it or even using proceeds from the exhibit if the Dinosaur Society were not defunct, could take the actions that you suggested, Carol, at the beginning, that it would be a better situation if they, you know, they could -- because now it sounds like it's in limbo. They hold the bill of sales if they're not meeting, you know, it would -- it might be a good idea if they were to meet and take some action.

**MS. GHIORSI HART:**

I think and I believe Steve is probably -- that sounds -- I believe Steve is trying to move forward with this and have some clarity on the status. And then once the status is clarified then where everyone goes from there could be discussed.

**MR. MORGO:**

Okay. Mr, Chairman, those are my questions. I don't know if anybody else has questions.

**MR. PEARSALL:**

Any other questions on the dinosaurs? Thank you.

**MR. MORGO:**

Thank you.

**MR. PEARSALL:**

Next on the agenda I had asked Laura Gellerstein to give us an update on what the Friends of the Vanderbilt are doing and planning to do to assist in raising money.

**MS. GELLERSTEIN:**

Hi. Thanks for having me.

**MR. PEARSALL:**

Why don't you tell us how you're involved with the Friends.

**MS. GELLERSTEIN:**

Legislator Cooper was having meetings in -- involved in meetings in the fall. We identified that there hadn't been a Friends group at the Vanderbilt for some time or if ever, we weren't sure. I mean, there were volunteers, but there was no official Friends group. And so we decided to establish a Friends of the Vanderbilt Museum.

We have approximately, I'd say, 120 people who have signed up sort of to help us as volunteers. That list does include, you know, members of the community who've reached out and expressed an interest in helping in any way they can offering services. We have musicians and business people, you know, neighbors, moms willing to bake, that kind of thing. It also includes staff members and board members. So and we're looking to build upon that.

Next week I have a letter, next week we're going to be sending it out actually after Jon approves it to solicit some more Friends from the neighborhood, the community around the Vanderbilt. Because what we're finding is a lot of people are, you know, only able to give a little time. And it's been somewhat frustrating to try and get, you know, some of these Friends to come to meetings or to come volunteer especially during the holiday weeks. Those are the weeks where the moms who are on our list, you know, find it the most difficult. They have their kids to take care of. And so they can't spend, you know, a few hours at the Vanderbilt. And, you know, of course, a lot of people work, like myself, and so that's -- it's been a challenge. So we're trying to expand our Friends, our group of Friends.

Our mission, you know, the core group of us decided that our mission would be to support the administration and the Board of Trustees efforts to make the Vanderbilt Museum and Planetarium a self sustaining cultural and educational center in our community. And we really are trying to move ahead with that goal and help the Vanderbilt move ahead with that goal.

We had several events in December. Initially when we started meeting rather than reinventing the wheel and coming up with new fundraising efforts and events and workshops and things of that nature because we, you know, a tremendous number of really great ideas, we decided for December and into January to support what was already in place so that we didn't have to, you know, come in it like gangbusters. I mean, we certainly don't know how to run a museum so we were looking to support the efforts in place, the events in place, so we participated in the tree lighting, which was a huge success. The holiday dinner in the mansion, which was another really great event. And from those events we found more Friends and we got, you know, we sold memberships and we got people interested and we were able to, you know, get the message out to the community that the Vanderbilt was in need of help.

We started to struggle towards the end of December when we had our week again -- the volunteers are only going to be able to give a little bit of their time so that's been a struggle. Our week was

successful but primarily because of the staff and the administration. We did have some volunteers there. We were able to sell raffles and baked goods and things of that nature so we did raise some money.

We -- again, we're very frustrated with the fundraiser that Bill Lindsay had -- had offered to have, but we were able to pull it off. You know, I think the first of each of these events is going to be the most, you know, most difficult. And then as we iron out the bumps, we figure out who's good at what. You know, we'll be able to do a really great fundraiser for him next year hopefully. And it will flow more smoothly.

What else? At the beginning of the year we were going to have kind of a kickoff of the Friends and that just sort of never panned out. Again it's, you know, Carol and I have to kind of sit down and talk more, but it's been a little frustrating for both of us. She's, you know, as you all know, been fighting, you know, for the resolutions and money and business plan and all those other things so some of these events, you know, haven't been given our full attention.

What else? The Paper Star Program, initially at the end of December I had several Friends in our group who were willing to do that. But Carol had done it before so she wanted, you know, to spearhead it. And it was somewhat delayed and not -- no criticism, it was somewhat delayed so we got that kicked off in the beginning of February. Again, it's very frustrating because I don't have a lot of feet on -- feet on the ground. But I do have now Friends who are going out and they're going to pitch a couple of businesses each and talk to their friends who own businesses. I, myself with, you know, Jon's staff and a couple of the core Friends get out over 500 letters and applications. I don't know what the status of that is. I don't know how many people have offered to participate, but it's a difficult time so I'm not really sure, you know, how well we're going to do with that.

But it is again, the first time we're running it. The paperwork looks great, you know, it needs some fine tuning or whatever. But again, I think next year it will be on target. We have the paperwork; it's ready to go. It should much more successful.

We're in the process of planning a casino night. We were going to do it in March, the Friends, but we heard that -- I was told that Vivian and Legislators Viloría-Fisher and Legislator Cooper were going to have a fundraiser in March so we kind of held off. Again, we were also going to have it at the Thatched Cottage, but then there was some criticism that the Thatched Cottage is looking to be a caterer on-site so there's some conflict there. So we're ironing all those things out. But we are moving ahead with planning a casino night. The neighbors feel like they can get, you know, their friends and members of the local yacht club and fire department to come to an event like that. One of the Friends is planning that and is, I think, setting up a date any moment. And we're looking at the end of April for that, now maybe the beginning of May. I'm not sure where that stands.

Let's see. Oh, I also have been contacted by several veterans who are really eager to do something Memorial Day weekend. And I think we briefly spoke about that. I think that could be a really great event. I don't know how much money we would make but certainly the visibility on that weekend would be wonderful. From what I gather, Willy {Kay} was a veteran and, you know, I think that it could really be a successful event. We have the Northport VA Hospital over there. We have, you know, American Legions and veterans as volunteers. I think it could be a really great event. So I have to meet with you, you know, Carol, to talk about that.

So I'm trying to increase the membership in our Friends group so that we have more volunteers to attend to some of these things. And that's kind of my priority right now. There have been some frustrating moments, but, you know, in the grand scheme of things, you know, I don't -- I really think that we're getting over those as we -- as our relationships iron out.

I think that there is a little bit of great news actually. Budget Review found that in 1979 someone already established a not-for-profit Friends. So there is a number. It's not -- it's not, you know, active. I don't even know who did it, but we can try and reach out to those people so we have a

not-for-profit status, you know, that we might be able to use.

**MR. MORGO:**

You're incorporated.

**MS. GELLERSTEIN:**

Yes, It's been incorporated. So that's kind of cool. I thought that was neat.

I do have -- a couple of the frustrations, you know, we --

**MR. MORGO:**

They were very successful, obviously.

**MS. GELLERSTEIN:**

Well, we will be. One of the frustrations really is, I don't know -- that one of the things I hear people saying to go me too and we have several businessmen on the Friends and, you know, they don't -- they're not terribly confident that they're giving money to a viable institution and I -- or a viable museum. And we're trying to dispel that myth. And we're trying to encourage people to participate especially now that the fee increase has been gone through and it looks like the Vanderbilt may be able to get some money to sustain itself for the rest of the year. I think we'll have better -- we'll be better received in the business community as well as the neighborhood. People aren't really necessarily, I don't know if you're finding this, but necessarily willing to expend their time and their money for something that may close, you know. So that's been a -- that's been a challenge.

I still have to iron out the relationships with the bookkeeper. I don't know many -- how much money we raised for fundraisers in the baskets that we, you know, we raffled off. We worked really hard on those things and it would be nice to be able to report back to the, you know, the Friends how much that actually made. I mean, it was nominal, you know, a couple of thousand dollars maybe. But it still is -- it's still a success for us. I'm still really excited. Some people are somewhat frustrated, but I think that we could get through it.

**MR. PEARSALL:**

Lora, the Friends don't have their own separate bank account?

**MS. GELLERSTEIN:**

No. We were told that our monies would be put into a separate bank account, a separate account at the Vanderbilt by the bookkeeper. So I'm assuming that that's the case, but I haven't seen any proof of that or even -- I don't have a number. I, you know, we had money in an envelope in a closet that was seemingly ours to use and it was taken and deposited. I don't know what that was. I don't, you know, so it's -- I mean, that's not a criticism. It's just I have no idea what our -- what the fruits of our labors have been, you know. So, no, we don't have something separate.

**MR. MORGO:**

When was the fundraiser?

**MS. GELLERSTEIN:**

Well, it was mostly at the end of December. You know, we had the Arrow Week, we sold baked goods and raffles. Bill Lindsay's holiday dinner we were selling raffles and I think, I mean, we had some really great baskets if I do say so myself. And it was neat, I mean, it's something we can do little, small little contribution.

**MS. LoMORIELLO:**

But it's important for the morale of these people that are on the Friends to get this feedback.

**MS. GELLERSTEIN:**

Right, right, right.

**MR. TOOMB:**

So the money goes directly to the bookkeeper at the --

**MS. GELLERSTEIN:**

Yes, yeah.

**MS. KRAUS:**

Could you just use the mike please?

**MR. TOOMB:**

Oh, sorry. Is that better? The money goes directly to the -- the money went directly to the bookkeeper?

**MS. GELLERSTEIN:**

Yes.

**MR. TOOMB:**

And who does the bookkeeper report -- is that you, Carol?

**MS. GHIORSI HART:**

Yeah. Well, she would deposit it. And for most of these fundraising events there's a separate account or a line, you know, not like a bank account, but in our software there's a separate line. So for the Paper Star Campaign, for example, it's got its own line so if you want to know I -- we can just go -- or a raffle it has its own separate line. So we can just go in and quickly get that information for you.

**MR. TOOMB:**

Okay. So, Lora can get that information.

**MS. GIORSI HART:**

Oh, yeah, yeah, that's no problem at all. And just as far as the Friends organization, while I was looking for some other paperwork, I ran across a letter from, I believe, it was the director or the president of the Vanderbilt in the 70's who said he was starting a Friends organization.

And in looking back what was going on in the 70's and maybe some of you will remember it, at that time the finances of the museum were going through the County so it was very cumbersome for the museum to pay bills to get money and so I think that's why the museum itself formed this Friends group so they would have some money they would have a little bit more control over. And then when it went back to the museum handling their own finances, I think that's why they -- they stopped using that Friends organization. But apparently never did anything legal to it.

**MR. PEARSALL:**

Jim?

**MR. MORGO:**

Lora, a couple of questions. On this question of accounting, did you ask the bookkeeper for an accounting for the sale of the baskets?

**MS. GELLERSTEIN:**

I've asked Carol a couple of times. And e-mails too. And I haven't followed up, to be honest. But, you know, now that we have this 501 (c)(3) I think it -- it's attractive to have our own account.

**MR. MORGO:**

Yeah, and for all the reasons that you gave.

**MS. GELLERSTEIN:**

Yes.

**MR. MORGO:**

And then you listed a bunch of ideas --

**MS. GELLERSTEIN:**

Yes.

**MR. MORGO:**

-- that would enhance the funding for the Vanderbilt.

**MS. GELLERSTEIN:**

We -- I had several, you know, our early meetings in December and January were very exciting. People were really, you know, coming to the table as Noel can attest to and, you know, I'll be honest, we -- and not that I would be otherwise, but, sorry, I can be frank I guess is the word.

**MR. TOOMB:**

Nice touch.

**MS. GELLERSTEIN:**

You know, tea parties for example, you know, we offered and suggested that they have tea parties at the museum. We were told that they either had them and they weren't profitable or they were too cumbersome. Probably most of our ideas were shot down and it became very frustrating. We have graphic artists who have done work. And it's -- it's not to say that one -- some work is better than others, but once we get these ideas and people are excited about them we sort of need to be able to run with a couple of them. I mean, these -- you can't be shot down every time. We had tea parties, birthday parties, Art on the Lawn, you know, concerts, things that we're really -- I mean I have several -- a couple of those events, I had musicians come up to me, people with bands, you know, *I'll volunteer my efforts, you know, my band will come perform for free*. I just need to be able to, you know, call that guy back and say let's get you here. But it's, you know, we've been thwarted and kind of discouraged a number of times.

**MR. TOOMB:**

Who's shooting them down or discouraging them?

**MS. GELLERSTEIN:**

I wouldn't say --

**MR. TOOMB:**

At this point we welcome any idea that will bring anybody. Right?

**MS. GELLERSTEIN:**

You know, other staff members, I would say, other staff members. Staff members who, I think they're very -- I think they're overworked. I think they're overtaxed. I think that feel like they've tried everything and they -- it hasn't worked and what they're doing now is effective, which is fine, but we need to do it, we need to ramp it up and we've come up with a bunch of ideas.

**MR. MORGO:**

May I, Mr. Chairman?

**MR. PEARSALL:**

Sure, go ahead.

**MR. MORGO:**

I think it would entirely appropriate, Lora --

**MS. GELLERSTEIN:**

Yes.

**MR. MORGO:**

-- if you gave the Oversight Committee a list of these proposals.

**MS. GELLERSTEIN:**

Yeah, I have agendas that we -- that we have.

**MR. MORGO:**

Well, it doesn't have to be that detailed.

**MS. GELLERSTEIN:**

No, a list. I have lists.

**MR. MORGO:**

Just tea party, birthday. Yeah.

**MS. GELLERSTEIN:**

Yeah, yeah. Okay. I can do that.

**MR. PEARSALL:**

I agree, yes.

**MS. GELLERSTEIN:**

Okay.

**MR. PEARSALL:**

How about publicity? I didn't see anything in the papers or even the local papers about the Star Program.

**MS. GELLERSTEIN:**

I'm not sure about that. I -- my --

**MR. PEARSALL:**

Carol, you want to comment?

**MS. GHIORSI HART:**

We have not paid for any publicity. We've sent out some notices. I haven't seen any in the papers. You know, we're advertising it mostly onsite and to the -- they're about --

**MR. PEARSALL:**

Yeah, I'm not talking about paid advertisement.

**MS. GHIORSI HART:**

Right.

**MR. PEARSALL:**

But, you know, the community service type coverage.

**MS. GHIORSI HART:**

Yeah, no, we were mostly trying to do that in -- because it's a business based thing that you would go to a business and see to do it, that's how the program would function. So that's --

**MR. PEARSALL:**

Again, and I volunteer this and I'm speaking for the Presiding Officer, we have a communication unit here at the Legislature that stands ready to help you in any of these events to get the word out. Please use it.

**MS. GHIORSI HART:**

Okay.

**MR. PEARSALL:**

You know, Kara Hahn and Mike Pitcher chomping at the bit to help.

**MS. GELLERSTEIN:**

I -- can I just -- there is -- I did contact the Huntington Chamber and they announced it at a meeting. They put out the paperwork. They gave -- well, I won't -- I shouldn't say this, but they allowed us to contact their members. So the Huntington businesses are aware that it's -- that it's there, that it's happening. We've -- again, we have some Friends reaching out to people they know in particular to kind of bring pressure. But again, I don't know what the status is. I don't know how many responses we've gotten. It's hard for me to follow-up in the dual capacity I have.

**MR. PEARSALL:**

Okay. Any other questions of Lora? No.

**MS. LoMORIELLO:**

Thank you, Lora.

**MR. TOOMB:**

Thank you, Lora.

**MR. PEARSALL:**

Thanks.

**MR. MORGO:**

Thanks, Lora.

**MR. PEARSALL:**

Next on the agenda is the status of the cell phone tower project. And I'm going to ask Noel to report because you've been the lead on it for the Board of Trustees.

**MR. GISH:**

We still don't have the cell phone tower. Start with that real quick. Maybe just a little bit of background, if I could, we were looking at projects. And if you listen to Lora go through we have this idea and this idea and this idea, that's really been part of the board's role in trying to just brainstorm ideas that would possibly generate funds. A lot of them are going to be long-term. A lot of them are great ideas but you've got to get the Friends to get there and that -- to get the ball rolling sometimes just to push it is difficult.

The cell tower came about because of the fact that I have a Verizon cell phone and I can't call anybody from the Vanderbilt. So my initial idea was maybe Verizon could use a cell phone tower and I could call my daughter. That would be a good idea. I was told that, I believe it was Art {Sillman} had tried to do it initially and there was some problems with county park verification of putting up a cell phone tower at the Vanderbilt. Again, in the discussion it seemed to be that no one was very, very clear about what had stopped it. I said I would just be point man on it and attempt to go out and see what we could do.

Since I said it, Verizon -- I believe it was Lora that give me the idea to get in touch with a Verizon field rep, and I believe his name is Robert {Monteleone} I called him, made contact. He initially said he had to go through the County to work that out, that it had been denied; Verizon had been denied in the past to getting onto Vanderbilt. I said I'd like to try again, see if we can make an old idea work.

I asked him to meet me at the Vanderbilt to see -- for two reasons: one, to see whether Verizon needed the communication frequency in our area. And two, whether we could possibly get a site on the Vanderbilt property, on the 43 acres, one that would work for the Board of Trustees. Now remember, you've got historic houses, if they want to put it in -- and their idea initially, and Carol will verify that because she was there that morning, was to put it in the bell tower at the mansion. And everybody sort of frowned because that is obviously not going to go over with the Board of Trustees or anybody that is dealing with historic property on the national trust. So we voided that. We were standing on top of the Marine Museum, on the top of a flat roof that has a membrane covered to prevent leaking. And they're talking about bolting through the top of the Marine Museum. We kind of ruled that out.

We then looked at another site. The fall zone would be either into the parking lot where the buses came in for the schools or would go across Little Neck Road or would fall onto a neighbor's property. It would also be very, very visible. Carol suggested that we go down towards the property line that was not on the historic inventory, at least initially with the grant and that would be in the back of the Planetarium in the butler building. We took the three individuals down at that time just to access what they thought was possible. Their site engineer did a frequency test and said yes, they could -- they needed a frequency in that area. We discussed possible types of cell phones -- towers that would be constructed. I said I did not want the pine tree design that was on the Throughway, just personally, I have no power, you know, I have low seniority. But I said that would not be acceptable.

I was looking for something that would be similar to a flagpole design. We had a flagpole that was probably about 30 yards away from that initial site that they were looking at. We thought that that was workable. They kind of agreed. They gave me a number of sites that I could go look at, which I have; one at Cedar Beach between the concession stand and the dunes. A second one that they constructed at the Farmingdale -- Farmingville, excuse me, Farmingville Fire Department out on Portion Road just west of the Nicolls Road juncture and one in Valley Stream, to see whether I could present that to the Board. Now remember, I'm doing the point man routine, but I have to go to the Board of Trustees and see whether this is approved by them also before we go through it. But it just was initial working at it.

I then called -- I then called the County Attorney's Office to see whether I could eliminate any hassles in working this through. I was told at that time by, I believe the -- the person who answered the phone, I think it was Cathy that -- Christine would not handle that, that her assistant would and I believe the assistant's name was Kelly and that I should e-mail Kelly about any questions I had. And what I was trying to do was smooth over the process to see whether there was anything in the County that would preclude me from moving forward with this process.

I did not get a response from either Christine or Kelly, but Carol then called me and told me that they would not talk to the Trustee, they would only talk to Carol. I felt kind of frustrated by that process. I have -- working in the preliminary end, seeing whether Verizon -- I now know that I have a telecommunication's man that should be in my loop. And we will -- we'll work on that to see whether in fact that could be done.

I know it's parkland but I was hoping at this particular stage of the game if the tower could be put up where it would not be visible from Little Neck Road, where it would not be on any of the historic structures and could provide passive income to the Vanderbilt over a year period, obviously, I don't know how long the contracts go. Again, being a novice at this we talked about a five-year renewable contract, but obviously I'll leave that up to the experts. But right now I'm still in the --

the County has to decide routine. And that's going to slow things up a little bit. If I can't get an answer from the County Attorney because I'm not the director of the Vanderbilt, that means Carol has to do it and that's just going to be an additional burden that's not going to be handled hourly during the week. It's going to be just one of the 2000 things that she has to do as Lora mentioned.

So I was hoping to be the point man on this and just get the information and then to see if we could resolve it so that income could be provided fairly quickly. Or I could go to Verizon, see what they had to offer. They then said that if they put it up, they thought that T-Mobile and Sprint would then use that tower and we could get additional income from that again passive income from that site.

I felt that all of the things were in place; the design, the placement of the tower so it would not be visible to the neighbors, The fall line would not create a problem in liability; that we could proceed with it. But right now we're -- I'm just sort of stalled waiting to see what I have to do now through the County Attorney's Office to make it move a little bit quicker.

**MR. PEARSALL:**

Okay. I see you have brought Gary Ponzo from our Telecommunications Unit into the loop. Gary, do you have anything you'd like to add or --

**MR. PONZO:**

We presently have agreements with T-Mobile and a company called MetroPCS to place cell towers on County property. Verizon at this point in time we do not have an agreement with. In fact, we have a meeting on Monday with Cindy {Perry}, to go over the contractual language. We have -- with both carriers 29-year leases with them with a three year over year 3% increase in revenue to the County.

What we've done with Neil Toomb's help is we've structured a deal with these carriers, the more sites they have, the better the discount they have per site. The Vanderbilt Museum is very important to both Verizon and T-Mobile as far as wanting to build towers on those properties. However, the resolution that was passed in 2002, which forms the Cell Site Committee which I am the Chairman of indicates that properties such as the police department properties and park properties need approval from the commissioners to build on those sites. Now we have that approval from the Police Commissioner. We've begun building sites on police property. We do not have that permission from the Commissioner of Parks.

**MR. PEARSALL:**

Gary, the Vanderbilt is not in the park system. It's a separate entity.

**MR. PONZO:**

I was instructed that the Vanderbilt Museum was part of the park structure and that's why we pulled that back. But I can tell you now that we have two carriers that are very interested in that site.

**MR. GISH:**

If we could get a ruling on whether it was in the park venue or in fact -- obviously the Board of Trustees at the Vanderbilt would expedite things a lot quicker.

**MR. PEARSALL:**

And I only say that because when we talked to the Parks Department to come up to the Vanderbilt to help trim trees, they say it's not part of our system.

**MR. TOOMB:**

Mr. Chairman, I was just going to answer that that in conversations with Parks they have in the past said that the Vanderbilt is not part of the parks system. Now the good news is the basis for the contracts we've already done, we've done boiler plates, which have been in effect which we -- we won't have to go through that process. As far as a short-term issue, there have been lengthy delays in permits because -- just because of the sheer size of the number of permits DPW has to get

through. So, Gary, if you run into that, if you could just let us know and we could talk to Tom Laguardia.

The issue that I would ask is that currently I believe the revenue would go to the General Fund so I don't know if something would have to be done resolution wise or redirected on that. But the contract and the boiler plate is in place. We've taken -- actually the coverage maps from these carriers and laid them on top of the County maps so we've identified sites where there is poor coverage and we know that the Vanderbilt is there. And they have had interest in the past; it's just that it's been held up. So that should be good news for you.

**MR. MORGO:**

Mike wanted to say something.

**MR. PEARSALL:**

Mike.

**MR. DeLUISE:**

Can I make a suggestion? As I'm listening to this I have an idea, and I realize that the cell tower is one, you know, element of it. But say we work together with you, the Vanderbilt worked with you, Gary, and with the County and we took it a step further. And we looked at whether it was Verizon or one of the other companies, put up a tower that fit in with the theme of the museum, and sold more of a sponsorship so it became a Verizon -- you know, one of the things that we need is we need more than just revenue from a tower. It's not going to solve our problems. But if they became a sponsor of the Museum, somehow hook it up to the educational theme, I can see with the dinosaurs, you could build a tower that would fit into a Jurassic Park theme someplace on that campus that would work really well. And if they were seriously interested in that, I love playing with that kind of stuff. I'd love to work with you on it. And that would provide for us the beginning of one sponsor, one corporate sponsor, that could -- you could take that into the Parks Department. So just an idea.

**MR. MORGO:**

Terry?

**MR. PEARSALL:**

Yes, Jim.

**MR. MORGO:**

Glad to hear from Broadway Mike. But a couple of things, yeah, the Vanderbilt is not covered by the Park Trustees or our Park system.

Number two, there was an RFP for cell towers as Gary just mentioned. And any -- any new cell towers on County owned land would have to go through that, but it seems that we're moving on that anyway.

Number three, what Neil mentioned is accurate. We would have to have a resolution directing any of the revenue to go to the Vanderbilt's Operating Budget.

Number four, what you're really talking about, Mike, is naming rights.

**MR. DeLUISE:**

Absolutely.

**MR. MORGO:**

Yeah. And there is a naming rights RFP out now for County parkland. However, I don't think the Vanderbilt's included in that RFP.

**MR. TOOMB:**

Probably they are because it's named the Vanderbilt Museum. I mean, certainly it could be the Vanderbilt sponsored by somebody.

**MR. DELUISE:**

It could be -- the exhibit could be sponsored or part of it could be.

**MR. MORGO:**

Yeah, but the thing is I think the Board of Trustees could do --

**MR. DELUISE:**

On their own.

**MR. MORGO:**

-- naming rights on their own. And that could be consistent with your idea of the theme and, you know, that creative idea of having the tower somehow give the feeling of prehistoric times or something like that.

**MR. DELUISE:**

Put the telescope on top of it.

**MR. MORGO:**

Yeah, yeah. Something consistent with the museum. Or a captain's wheel or something. But that is probably another a good revenue generating idea for the museum, a naming rights RFP.

**MR. TOOMB:**

To add on that, I would agree that that -- that could be done beyond the County's RFP because it's -- it would be a donation or a sponsorship to get donations or something that the Friends could work with. You could do your own sponsorships. I don't think you need to come to the County on that.

**MR. PONZO:**

I'd like to add we do have established lease rates for the carriers per site. So that monetary figure has already been agreed upon.

**MR. PEARSALL:**

That's good.

**MR. MORGO:**

That is good, yeah.

**MR. PEARSALL:**

And, Gary, how much would that like bring into the Vanderbilt?

**MR. PONZO:**

If they fall under the -- under the present agreement with any carrier that we're under right now, that's \$1700.50 a month -- 1750 a month per carrier. So typically what happens is a carrier will build a tower and then other carriers will follow. So for example, on some poles we'll have four carriers, sometimes five, depending on the design of the pole itself. So we could look at a particular site, times that by five. So if we have Verizon, T-Mobile, MetroPCS is another carrier we're looking at, it could be up to \$5000 a month.

**MR. PEARSALL:**

Lance has a good question he wants to ask you.

**MR. REINHEIMER:**

Gary, what is the formal procedure that we would have to do for the Vanderbilt to formally notify the Cell Tower Committee that they're interested in pursuing cell towers on their site? Do you need a letter from the director or a resolution from the Board of Trustees of the Vanderbilt?

**MR. PONZO:**

I would need a letter from the Board of Trustees from the Vanderbilt. I will bring that to the Cell Site Committee. And then we will vote on approval on that.

**MR. REINHEIMER:**

There's a meeting next Wednesday so perhaps that could be put on the agenda for the Board of Trustees.

**MR. PONZO:**

But to Neil's point right now all revenues from those towers do go into the General Fund.

**MR. TOOMB:**

Right, yeah. Terry?

**MR. PEARSALL:**

Once you get to that point we'll get a resolution passed to redirect that money to the Vanderbilt.

**MR. TOOMB:**

I would just ask that when you send that letter, that you not make it Verizon specific only because there are current contracts already with T-Mobile and with --

**MR. PONZO:**

MetroPCS.

**MR. TOOMB:**

MetroPCS. So if they got approved they could simply come in -- it doesn't have to be a contract negotiation or anything, they could just come in and add it. They already have a contract with the County, which gives them the right to add additional sites. So it might -- it doesn't have to be Verizon.

**MR. PEARSALL:**

That might speed up the whole process for the museum.

**MR. PONZO:**

Well, T-Mobile has shown interest in that site.

**MR. PEARSALL:**

Yeah, okay.

**MR. PONZO:**

So we may be able to move forward.

**MR. PEARSALL:**

Which would not lock out Verizon --

**MR. PONZO:**

Absolutely not.

**MR. PEARSALL:**

-- if they wanted to buy onto it.

**MR. PONZO:**

We could make T-Mobile the prime and get the process started and then again, other carriers will follow.

**MR. PEARSALL:**

Any other questions on the cell phone tower?

**MR. REINHEIMER:**

Yeah, just one question just make it -- maybe possibly make it a little bit easier, do you have the letter or the notification you received from the Park's Commissioner? Is that -- could that be forwarded to the Vanderbilt so they know exactly what information you need so that all the bases are covered? Use that as a template. Or do you just need a formal letter saying we're interested?

**MR. PONZO:**

Just need a formal letter.

**MR. REINHEIMER:**

That's all.

**MR. PONZO:**

That's it.

**MR. REINHEIMER:**

Okay, good.

**MR. PONZO:**

Just allowing us -- allowing me in the Committee to open up the Vanderbilt Museum as a potential site for cellphone carriers.

**MR. REINHEIMER:**

And then the Committee would go forward and make that known to the cell tower carriers that your in contract with.

**MR. PONZO:**

I'm in constant contact everyday with the cell towers.

**MR. REINHEIMER:**

Good, okay. Terrific, that's good.

**MR. PEARSALL:**

Thank you, Gary.

**MR. GISH:**

Could I ask just a goofy question here?

**MR. PEARSALL:**

Sure.

**MR. GISH:**

Is there one of those carriers MetroPCS, Verizon, T-Mobile that their lease is higher than others or are they all just about compatible?

**MR. PONZO:**

They're constant.

**MR. TOOMB:**

They're all constant.

**MR. PONZO:**

They're all constant.

**MR. TOOMB:**

It's -- the amount of the monthly lease that they pay depends upon the number of sites that they pre-buy or pre-sign up for.

**MR. GISH:**

Okay.

**MR. TOOMB:**

So, you know, basically they can get the right to bring their monthly leases down by committing over a 30-year period to a larger number of sites for the County -- to the County.

**MR. GISH:**

Okay, thank you.

**MR. PEARSALL:**

Okay, thank you.

Carol, we'll turn to you and maybe you can give us some updates on the things I put on the agenda, like to go to.

**MS. GHIORSI HART:**

Okay. DPW is in negotiations right now with the engineer who would be overseeing this project. And they hoped by the end of next week that contracts will be signed and the Planetarium consultant will be on board as well so that we then can move forward with developing the RFP for the purchase of the equipment. So things -- things are moving along.

**MR. PEARSALL:**

And how long do you think that development of a -- the selection of the projector will take?

**MS. GHIORSI HART:**

Well, I am told and I'm trying to encourage things to move quickly, DPW feels it might take three months for the RFP to be finalized. And when it goes out, I think four to six weeks it will be out. Then I would hope a quick decision would be able to be made, but realistically maybe that's another month. So may -- we're hoping to be able to place the order this summer and then it's nine to twelve months.

**MR. PEARSALL:**

Any questions? How about the status of the RFP for catering?

**MS. GHIORSI HART:**

I know one of our Trustees has been working hard, Sarah Anker. I've seen some e-mails flying back and forth between her and Dan. I know she's been in contact, I believe, with Legislator Cooper's Office. And so I think that they, you know, are moving forward with getting -- they have a template now, I think, and I'm sure we'll be discussing this at the board meeting on Wednesday.

**MR. PEARSALL:**

Other revenue enhancements. Do you have anything in the planning stages now?

**MS. GHIORSI HART:**

Well, one of the things that I've been concentrating on is our summer childrens' program, a camp. We really haven't -- Vanderbilt Museum itself hasn't done a full-day camp in a very, very longtime.

We feel it could be -- certainly it was very successful when Cornell was doing a full-day camp so we are doing a -- offering full-day programs for eight weeks this summer. We have advertisement that's going to be going -- a half page ad in the Huntington recreation flier that goes out, reaches 60,000. That's, I think, our primary pool of people and so we are starting that advertisement. We have been advertising and that could be a substantial source of revenue that we have not had before. So we're very excited about that.

Another area that I didn't really --

**MR. PEARSALL:**

Just on the camp, what kind of revenue are you talking about dollar wise?

**MS. GHIORSI HART:**

Well, I think it could be a hundred thousand, you know, which for us would be, which would be a really nice thing and within our mission as well. So again, we're pretty excited about that. It's hard to tell at this point how the economy is going to affect those kinds of summer camps for children. I think it might actually be beneficial to us. I think some families that in the past would have sent their children away to summer camps, might be keeping them a little closer to home and at \$300 a week for a child, you know, I think that's certainly a reasonable fee. So we're -- we have high hopes for that.

**MR. PEARSALL:**

Barbara, you had a question?

**MS. LoMORIELLO:**

Yeah, I just have a statement really. I want to follow-up on Lora. Before she had suggested she made the -- she had said that Legislator Cooper and Legislator Viloría-Fisher had wanted to do a fundraiser. I've been in contact with the Legislator Fisher and she indicated that she had asked you to forward her an invitation, which she never received, therefore the fundraiser never took place.

**MS. GHIORSI HART:**

That's -- the last I heard was that she was trying to coordinate with Jon Cooper's Office, they were going to do something joint. And I was waiting for a date and a theme. So I was waiting on that.

**MS. LoMORIELLO:**

It's disturbing, it's disturbing. You have a funding source right there. So it's really upon you to follow-up on that funding source I feel.

**MS. GHIORSI HART:**

Like I said, I was -- and I was actually -- last week, I think, Jon Cooper's Office called and they had asked me to pull the date aside in March because there was a potential for something. And I'm, you know, was waiting on that. Waiting for the dates. I mean, I'm not certainly going to turn away or not cooperate. I am -- I am waiting for someone to confirm these dates.

**MS. LoMORIELLO:**

Maybe you should just call Viloría-Fisher and have a conversation with her because she is really a little upset that this never took place.

**MS. GELLERSTEIN:**

Can I just answer? The request that we made is still being -- he's still working on that. So that's still up in the air. We haven't -- we haven't gotten confirmation. Jon's trying to get a TV person who's going to be local anyway to come out to the Vanderbilt. And he's in contact with them. So I don't know anything about the status of that yet. So as far as I know the date's on hold. But I don't know the other --

**MS. LoMORIELLO:**

But there was one scheduled for the beginning of March.

**MS. GELLERSTEIN:**

Yes, yes.

**MS. GHIORSI HART:**

I guess I have to talk to Vioria a number of -- Vivian a number times. She didn't mention it to me or make a request. And the last I heard she was trying to work something out with Jon Cooper's Office and I've gotten no response except for this other event, which I thought was taking the place of this potential event. But I'm happy to, you know, any -- to schedule any -- anything that I get a time on and a theme. And maybe it's a misunderstanding. I was waiting for the theme for Vivian when she -- initially she was going to do it herself and she had a theme but then she thought Jon would want to hop on board. And I had no communication of anyone looking for an invitation or a date or *hey, what's going on with that?* I have not received any communication, *like, Carol, what's the story?* I tried to respond as quickly as I can when I get requests. And certainly for something like that I will and I try not to pressure maybe Legislators, bother people, I know you're all so busy, but maybe because I'm trying to be respectful of peoples' times I haven't made -- been as persistent as apparently I need to be. So I certainly will follow through on that. Lora, are you aware of --

**MS. GELLERSTEIN:**

I heard as far as the March -- it was March 1st or 2nd.

**MS. GHIORSI HART:**

Yeah, yeah.

**MS. GELLERSTEIN:**

I heard it was on. And then we -- Jon was just waiting for an invitation. That's, I mean, I heard and then it didn't happen. So, but --

**MR. PEARSALL:**

We'll I'm going to leave it up to you.

**MS. GELLERSTEIN:**

Yeah.

**MR. PEARSALL:**

You two to talk about it.

**MS. GELLERSTEIN:**

It wasn't -- yeah, it wasn't --

**MR. PEARSALL:**

Okay. And we'll move onto some other plans you might have for fundraising.

**MS. GHIORSI HART:**

Okay. The other thing I'm working on, which is a little new that's -- hasn't been in the business plan, I've been working a lot with our gardeners. We have wonderful volunteer master gardeners who take care of all our gardens. And they are developing a proposal for the Normandy Manor property. They put in a cutting garden last year, I guess it was, and they would like to put in a vegetable garden. They feel that a fairly large scale vegetable garden could be successful and be revenue producing if they -- to sell it. And they think it's something could be unique to Long Island and Suffolk County and also offer a whole range of educational opportunities in the horticultural gardening area that they could help, where their volunteers could help teach not only adult education, but also some school children, public visitation.

So we -- they're going to be coming back to me with a more firm proposal on Monday. But it could be an opportunity as we're really looking at Normandy Manor and how to develop that site, that getting it back to its historic roots, which is really what it was. It serviced the whole Vanderbilt Estate with vegetables and flowers and other ornamental kind of things to develop that part of -- part of things. So that's another area. So it's agriculture on the site that we are looking at.

And we do have to look -- forward to -- we have had for many years a gala or one big fundraiser event a year in September or beginning of October. And we're starting hopefully to get that -- that together. Again, this climate right now is very difficult. Many organizations are either not doing their annual gala or scaling it back very much. But we did a scaled back gala last year and I think we probably will continue with something along those lines. So we need to try to put a lot of focus on that. Get sponsorships for that.

**MR. PEARSALL:**

You would hold that at the Vanderbilt?

**MS. GHIORSI HART:**

Yes. In our courtyard with the tent as backup; worked very well last year.

**MR. PEARSALL:**

Good. And how many people do you expect?

**MS. GHIORSI HART:**

For the last few years we seem to have gotten around 120. I would hope if we start working now and work with our Friends group we could -- we should be able to get closer to 200.

**MR. PEARSALL:**

And that nets you about how much?

**MS. GHIORSI HART:**

It hasn't got -- maybe net ten to 20,000 in the last few years. But with some big sponsorships associated with it. So Bill Rogers, for example, I think last year donated 30,000 in association for special projects. Sometimes Arrow Electronics -- not Arrow, excuse me, Bank of America has donated {TANER} -- sort of an association. But directly, it -- we haven't charged that much. We only charge \$75 a person last year. But, you know, we have brought in money, but there's a big potential to do a major fundraiser there, but we need help to make that work.

**MR. PEARSALL:**

Barbara.

**MS. LoMORIELLO:**

Yeah. At the last Vanderbilt meeting, it was discussed that you were going to meet with the neighbors and solicit them for some funding. What is the status of that?

**MS. GHIORSI HART:**

We haven't -- we haven't met with the neighbors. No, and that was in association with catering or not catering. So it could be, I think we have to really look hard at our RFP, look at -- most of this it has to do with noise issues and how we're going to deal with that with the catering, with the RFP, with our neighbors, is going to be a problem.

**MR. PEARSALL:**

And I think you have four weddings planned so far this year.

**MS. GHIORSI HART:**

We have three.

**MR. PEARSALL:**

Any leads on any additional -- three now.

**MS. GHIORSI HART:**

We had four weddings booked. Receptions.

**MR. PEARSALL:**

Receptions, right.

**MS. GHIORSI HART:**

One of those has been canceled. And we have a number of ceremonies. We have about ten ceremonies, but the revenue from that is --

**MR. PEARSALL:**

Minimum.

**MS. GHIORSI HART:**

-- fairly minor. So really right now we only have three expected to be complete. We are hoping with the news of the last week that we are open and will be open. And we're going to be concentrating on getting that word out. That has profoundly impacted, as Lora found as well, that it's been hard for schools to make commitments to come to us, individuals to give money to us and certainly people to plan functions and weddings. They've been very nervous.

So I know we're working on a new brochure, an updated brochure for schools that we're going to get out, you know, *we're still here*. Get it out; communicating on our website. I do have a volunteer who's going to be working with me on a newsletter and some marketing and again, get the word out that we are here. We will be here for a while and come out. So that's part -- a very important part of what we have to do in the next few weeks.

**MR. PEARSALL:**

Again, as I've said, my communication unit is here to help.

**MS. GHIORSI HART:**

Okay.

**MR. PEARSALL:**

The Presiding Officer's committed to this, the Vanderbilt. And, you know, a while ago we discussed that getting you and some the editors of the local papers to do features on the Vanderbilt. That still is open and they can arrange meetings with the editors and the chief reporters of those local papers to help you.

**MS. GHIORSI HART:**

Okay. Well, I'll be in contact because I think we do need -- and we had talked about it among the Trustees, either a press release -- at the minimum a press release saying we're open. We did the get the press as your saw that were here.

**MR. PEARSALL:**

They can put something out every week for you.

**MS. GHIORSI HART:**

But something a little bit more positive and, you know, what events are going on.

**MR. PEARSALL:**

Right.

**MS. GHIORSI HART:**

Maybe that will be the story. We got in a lot of publicity on our della Robbia. And, you know, we have seen a little peek of visitation for people coming out to see that. And we have a lot to see. So maybe we can -- maybe my marketing volunteer would help with that.

**MR. PEARSALL:**

That would be good. Linda.

**MS. BAY:**

Carol, when people come to the Vanderbilt, do you -- do you take their information, their names, their addresses?

**MS. GHIORSI HART:**

People that are walking in right now, we're not collecting that data.

**MS. BAY:**

Because that might be a very good source for Lora even on membership.

**MS. GHIORSI HART:**

Yeah.

**MS. BAY:**

A lot of times when people come to a building and see it and find an interest and then if it's followed-up with some sort of a membership, *we need your help, we're happy that you came to see us*. It certainly helps.

**MS. GHIORSI HART:**

Yeah, I mean, we do have a guest book. We try to get people to sign in. I've been trying to get e-mails even more than addresses. We need -- again, it's just hard. We're not set up. If we had volunteers, that's one of the things that would be nice, handling membership and trying to get -- we put a pad out, but just trying to collect zip codes or whatever.

**MS. BAY:**

Or even some sort of a tiny card or if you have a brochure.

**MS. GHIORSI HART:**

Yes.

**MS. BAY:**

Something attached to the brochure, you know, everybody likes to take a free brochure and something that would be attached to it.

**MS. GHIORSI HART:**

That's one of the things that we need to do, collect zip codes, e-mail addresses. We're trying to work on the best way to make sure we do that.

**MR. PEARSALL:**

Staff wise. Have you been giving any thought to reshuffling some of your staff to accomplish some of these things that should be being done now?

**MS. GHIORSI HART:**

Yeah, I'm giving a lot of thought to it. We've also had further -- two of our full-time people left and some -- actually just trying to cover that basis now with part-time people, which I believe we can do. But we have to reorganize. There are areas, you know, special events, marketing, development, external communications. There's nobody dedicated membership to those tasks. And clearly if I had in-house staff or even volunteers who could see some of these things through, it would be better for all of us. So I am looking at that. It's tough though when we're trying to keep

the budget down as much as possible. But those areas, external affairs, if you will, dealing with the development. Special events membership, communication, marketing, that's an area we absolutely need help in. I would at this point try with maybe some part-time help in some of those areas.

**MR. PEARSALL:**

Lora.

**MS. GELLERSTEIN:**

I just wanted to -- I'm sorry, I have volunteers -- I have volunteers working in my office. I have some interns and volunteers of Legislator Cooper's who are working on processing -- there were hundreds of petitions signed with, you know, hundreds of names of people who wanted to see the museum saved. And we are working to create a database with those people. And then we're going to go reach out when I get the Friends letter out to the neighbors I'm going to get the Friends letter out to those people.

But we're keeping, you know, we have files from the Vanderbilt of the schools and the organizations they've donated tickets to for their raffles in particular over the course of years. We have a database of those people now. So we're building -- the database as kind of, you know, as volunteers for the Vanderbilt, which should help their outreach for fundraisers and membership drives and things of that nature in the future. So we are -- I do have volunteers working on that, just FYI.

**MS. GHIORSI HART:**

Yeah, and I wanted to thank -- and also some of the volunteers from the Friends group and I'm not sure how much they communicate to you when they're volunteering for me, but there have been two or three women, you probably know who they are, who have just come in and said, *hey, I have some -- a couple of hours, can I help you?* So we have had some of that volunteer help. With the Star Program, we have five businesses that I know of that the Friends group came in, they delivered the packages. One of the businesses called back and said, they had asked for 200 stars they called back and said we want 50 more Bon Bon Chocolate. So that was nice. And they're going out.

So again, I'm not sure even that you know -- I had assumed that you knew this because the Friends did the work. But, you know, we have to with on some communication a little bit. We've all been overworked and I don't want you to be frustrated. It is a frustrating thing; working with volunteers starting up, but we will -- we will get there.

**MS. LoMORIELLO:**

Good job, Lora.

**MS. GHIORSI HART:**

And just getting all this information on the -- the kinds of information we're talking about, we had a stack this thick of letters signed by people so their addresses -- to help us stay open. But getting that in the database for us was difficult, but Lora's office kindly got that in to Excel spreadsheets so she's going to be able to use that, we're going to be able to use that. And we're doing more.

I'm trying, and again, the frustrate -- there's been -- there's so much that needs to be done. And it's so easy for something to get dropped. So I have to apologize if we're getting through and again my understanding of what the needs are of you all will help in the future so that there's better communication.

The -- our website and communicating digitally is just critical to me. In the next year that -- that's where, you know, able -- the capacity to promote, to market, to ticket, it's, you know, a lot has to be done there. And there, too, I don't have particularly the expertise and is taking, you know, longer and trying to fit things in.

But, for example, our Bunny Breakfast. This is an upcoming -- it's not going to be a big fundraiser.

We call it a Friendraiser. We've been doing it for a number of years. Our capacity is maybe of a 100. So we don't have a huge capacity. But we have fliers and we've always done this, fliers, sent them out. It's going out to schools. It's whenever -- it's on our website. But as of this morning, you can now register and pay online. And like, this is a first. And we're trying -- it's free. So we're going to try this out through the New York charities where you can donate online, New York charities for special events, you can also hookup.

So now on our website, you press on the rabbit, you go directly to the page that says Vanderbilt Museum, how many tickets do you want, put in your credit card. So we're trying this. For an individual special function that can work for us. They take care of the responses. So eventually we want our own website to be able to do this with credit cards and to be able to do our Plantarium shows. We don't do online ticket reservation and it's critical. And I think, you know, we all know that for the next year. So we need to move forward.

**MS. LOMORIELLO:**

That's typical of the work that Terry's talking about that his press people can do. I mean, they could direct people to your website. So that's something that you should be working on with them.

**MS. GHIORSI HART:**

Yeah. So if we can get the website -- and the more communication, especially as we start doing blasts, to be able to blast, we have a bunny thing and then click and go here and pay, I think it's going to help. And this is sort of a test, because we'll probably do -- I'm not sure how many we'll get online anyway, but it's the beginning. And if we did a fundraiser, a gala, or hopefully with Vivian we could do that online so you could pay online. It keeps a record. They record it. They send the -- the letter for tax deduction to the people. It's a wonderful thing. And it's free.

So we are trying to take advantage of some of these things and then working it in our own system, in the future, if we could get some more computers onsite, how to collect this data so people themselves -- if we had a computer someplace and you could type in your name and address, I think some people would get on our mailing list. So that's something that when we get our new computers we might be looking into. So there is there a lot going on.

**MR. PEARSALL:**

With all that's going on and with a need to raise some really big bucks, to go after grants and so forth, it's just my opinion that you really need a full-time development person there. So that when people call in they're not put on hold, they're not saying somebody will get back us, that they can talk to somebody right away.

**MS. GHIORSI HART:**

We'll it's --

**MR. PEARSALL:**

And that somebody can follow-up with all of that. And it can't all be --

**MS. GHIORSI HART:**

I absolutely agree.

**MR. PEARSALL:**

It can't -- I'm going to say, Carol, it can't all be our your shoulders to do that.

**MS. GHIORSI HART:**

I mean, clearly here are things -- there are things that are falling by, you know, and I'm really trying to do my best here. But you're right, I think the Board has known this, the problem is a full-time -- a good full-time development person, that's an expensive salary. And I'm not sure how we're going to be able to do that.

**MR. PEARSALL:**

I don't know if in today's market it's an expensive salary.

**MS. LoMORIELLO:**

Yeah, exactly, exactly.

**MS. GHIORSI HART:**

It is still, but that's something we're going to be talking about. Again, whether you call it a development director or an assistant director, director of external affair, you know, but that's the area that over the last five years when positions have been cut, that's where they've all been cut. And at some future date I'll show you that our organizational chart, 26 people five years ago --

**MR. PEARSALL:**

To 15 or 13 now.

**MS. GHIORSI HART:**

-- that's where we took the hit, Special Events Membership Development. And it's hard to grow. So that's what we have to see especially this coming year, do we invest? And that's the other thing, it is an investment. You might have to invest in a salary that might take a year, two years, before you see them covering their costs.

**MR. GISH:**

You know, being a new person on the board and having attended the Legislative meetings, you have to understand that although, Terry, that sounds exactly the direction we want to go, when we made that suggestion Carol said well then, *who will I cut?* And that's exactly, as you'll hear that from the Legislature, you've got to cut; then you've got to consider who you're going to cut from the staff. Have you considered what the future cuts are?

I would be more than happy to have a grant writer and to have someone indeed to come in to do that full-time. But at the present time now when you're collecting a little bit of money from the Bunny Breakfast and from the Star Program, it's kind of tough to look at somebody you're going to pay \$60,000 to for -- initially to hire. I mean, most of the stuff is being done by Trustees. I mean, we're talking about, you know, minor things.

And I will put in just one item that Carol just sort of missed there, we're going to try and redo the education program for next year. Now we were waiting until March 6th. I e-mailed Barbara, that seemed to be a date for us that was critical. No one would even talk to us until they knew we were going to be there, let's be honest. Why would anyone give me \$5000, \$10,000 when everything in the newspaper, regardless of our publicity was a negative. You only have three weddings because who wants to propose a wedding at the Vanderbilt when in July it could be closed, so you don't have that.

We have put the education programs on hold because right now schools are not going to give you any money, definitely not ahead of time, to arrange to come to the Vanderbilt in May and June, when in March we could -- on March 3rd, we could have been closed. It was 12 votes.

So right know the -- the Education Committee, Gretchen and Noel are -- we're going to be putting together a paper flier, we're going back primitive, we're not going high-tech. We're going to produce a paper flier that will go back out, as they have done in the past, that will be out in the school districts by August, into the hands of people, and it's got to fit in this template and it's got to go through this slot and it's got to weigh three ounces. (Indicating) I never thought I'd be involved in this. I never thought in a million years that I would be -- but as an educator, if we're going to get kids who are going to come on buses and get to the Vanderbilt, but now we can do this. But it's -- but -- are you ready for this? It's going to cost. I mean, we've got to lay out money to produce the fliers to go to Nassau and Suffolk County schools. But it's one of the things that the Education Committee is now working on.

So when Carol says we're working on things, there are a lot of things that we're attempting to do. But this is something that we're working on now that is really only going to bring in money come September and October. But unless we get it in the educators' hands and they know that we're around -- and now they do. March 6th, I think, *we'll gee they're going to be around for a while, maybe we'll take a chance on the fall.* We are going to attempt to make a quick blurb, very, very simple, that's going to go out now for just May and June that's going to tell the schools we still have days open for you, if you want to come to the Plantarium; if you want to go see your mummy, come to the Plantarium.

**MS. LoMORIELLO:**

Lora, is this anything Jon could help with? Or could you take it back to him?

**MR. GISH:**

Could Jon do all of the printing and buy all the paper? No, I'm just kidding. We're attempting to get this done.

**MS. GHIORSI HART:**

We'll, we're looking -- we're looking to the County Print Shop as well and I need to get a price. The problem is no one's really clear if, you know, there would be a cost, what the cost would be. So there's an account number for us, but since no money goes in that account, so we'll look -- look into that. So we want to look into that.

**MR. PEARSALL:**

The two Budget Offices --

**MR. GISH:**

But I do know the mailing is going to be .162 per one that goes out. That's according to the Smithtown Postal Service.

**MS. GHIORSI HART:**

And while Noel's talking, I have to -- we have some wonderful new Trustees. We have some wonderful old Trustees too. But you see before you here three, who are volunteers, and they are spending a huge amount of time, you're very new, but you'll -- you're here today. Michael, have -- have any of you seen the commercial on channel 55 or Channel 12?

**MS. LoMORIELLO:**

No, I haven't.

**MS. GHIORSI HART:**

Mike, do you want to -- I mean, that's all volunteer and it's run how many times?

**MR. DELUISE:**

It's running thousands of dollars a month that Cablevision and Channel 55 are donating to us. So the commercial is produced for nothing and it's being aired for nothing, too. So it's, you know, marketing that if we had a budget we couldn't afford, I don't think, to pay for what we're getting out of that. And now we're going to look and see if we can get some print advertising out of that, too. So it's good. It's nice that everybody's chipping in, you know, some of the corporations, you'd like to get some dollars in the bank, but by Cablevision and Channel 55 donating it -- and if you've been watching Channel 55 has been giving us prime time spots in their movies at night. And, you know, on Channel 12, I'm getting calls that people are seeing it all over the place.

**MS. LoMORIELLO:**

Great.

**MR. DELUISE:**

So those are good things. It's just the community buying into what we're doing. And as Carol said, is everybody's doing the best they can. But if you look at it, it's amazing how much work goes into putting the museum together. And you really do. Terry, we need a grant's writer. We need a development person. We need somebody to help with public relations. There are a million things that we need to do. And I think we need our baby steps to be put in order, have the business plan together and start working on it. I am working with you. And I, I for one, I've been a fan of what you guys are doing with the Oversight Committee because we need your help. And we need your suggestions. And with everything go on, we all mean real well. There's just a certain amount of hours that Noel and Ron and I and all the other Trustees that we can put into this. And with Carol, sometimes there are 85 things on her plate, you need somebody to kind of direct and see where we can go. So we appreciate that, but we're all -- we're all doing the best we can. There's a lot more coming up.

**MS. GHIORSI HART:**

Yeah, and I -- and again, I'm appreciating it. For example, I had no idea that Vivian, you know -- so obviously I dropped the ball on that. You're bringing it to my attention, which is terrific. So I do appreciate it, all the volunteers. And I know a lot of you, in fact, have put in volunteer hours even though you're paid, you're working here late at night. The amount of time that's been committed by the Legislature, by the County Exec, is really pretty amazing. And the only reason I can think is that everyone does recognize that the Vanderbilt is important, it's an important asset. And I -- it doesn't get lost on any of us that a lot of time and effort is being spent on -- on helping us out. So we do appreciate all of that.

**MR. DELUISE:**

You know, there are three of you up there, Lance, and Terry and Lora who have spent a tremendous amount of time, probably as much or more than most of the Trustees. And again, without your help, I mean, some have even donned costumes to make it work even better. But the amount of support is just great.

**MR. GISH:**

But if Terry had gotten the della Robbia to cry just prior to Easter, we'd be out of the woods.

**MR. PEARSALL:**

Absolutely.

**MR. GISH:**

And you said you'd work on that. That's just -- just a couple of tears would just work it and we could do it.

**MS. GHIORSI HART:**

Meanwhile, the business plan is not complete. There still needs to be a lot of work, we all know that. One thing, for example, which I -- we really didn't get into, we will be certainly raising prices on our Plantarium shows, our mansion tours, the laser shows, be offering more. So we didn't break any of that out. We need to break a lot out to have a better understanding of the business plan, I think in subsequent years. The way the fee structure is now, it needs a complete overhaul and we're going to be studying that and hopefully include that in the business plan. So there's still a lot of work that needs to be done on that business plan, but if there's anymore advice, I know Neil has helped me at the beginning what -- what more we need to do, what we need to breakout, what you need more specifics on, you know, please let us know.

**MR. PEARSALL:**

I'm glad you brought up the business plan because I was going to ignore it today because I didn't want to put any more pressure on you today.

**MS. GHIORSI HART:**

It's important and --

**MR. PEARSALL:**

But it is important.

**MS. GHIORSI HART:**

-- it's a big part.

**MR. PEARSALL:**

You know, maybe our next meeting notice --

**MS. GHIORSI HART:**

Yeah, hopefully.

**MR. PEARSALL:**

-- I think we'll go into details.

**MS. GHIORSI HART:**

The strategic --

**MR. PEARSALL:**

Because I know some of the Legislators are looking for --

**MS. GHIORSI HART:**

Yeah.

**MR. PEARSALL:**

-- a very concrete business plan.

**MS. GHIORSI HART:**

And that's an important part of the overall strategic plan, which is also very important, which would include a number of plans within that. So there's just -- there's a lot of work that needs to be done. And hopefully we've got past some of the politics stuff and we can move on. And so I don't know if you want to move onto --

**MR. TOOMB:**

Just one thing on the --

**MS. GHIORSI HART:**

Sure.

**MR. TOOMB:**

-- business plan, Carol, is like I said in the past, I think my suggestion, I think you need to break it down by venue so that there's a clear understanding of while this is, how many people come to see the Planetarium, this is our target audience for the Planetarium, this is our expenses associated with the Planetarium, and here's, you know, here's the -- here's the number. And to do that by venue because, you know, when we start discussing things, especially, you know, we get down to budget side and Lance will tell you that we look at the capital projects, and we say, okay, well, the boat museum, we'll there's nothing to say well, if we did this, wow, if this was done, this is how many people would come see it, this is the revenue it would bring. So it's kind of like people saying, well, should we do with the, you know, the sea plane hangars.

**MS. GHIORSI HART:**

Yeah, sure.

**MR. TOOMB:**

And they asked me for the County Exec's budget perspective and I'm sure Lance and the Leg Budget

Inspector, we'll how much is that going to bring in to the Vanderbilt? Well, I don't know, it doesn't really say.

So it's important that those items are broken out so that -- and so that things can be directed saying, you know what, I -- because I think we have to face the facts that some things are going to have to not be concentrated on, you know.

**MS. GHIORSI HART:**

Yeah, no I think --

**MR. TOOMB:**

And it's the ones that bring in the biggest chance of immediate revenue is where the focus should be in my opinion.

**MR. PEARSALL:**

Ron.

**MR. BEATTIE:**

Yeah, I think the --

**MS. KRAUS:**

Could you use the mike, please.

**MR. BEATTIE:**

Okay. Thank you.

As a new trustee, I guess I was described as the *newest*, but I think there's one other who's as new as me. One of the things that I've tried to do and from a -- I have a business background. And I think my comments to the Legislature, at the beginning of the month about the veto override, kind of was based on is, I think, as Trustees we need to support Carol more. And I think on Wednesday -- next Wednesday, I think what I'm going to propose is that we as Trustees form a strategic development committee to help her.

Because what I'm seeing is there's no coherent message. I mean, we're -- we're doing Stars, we're doing Bunny Breakfasts, there's no coherent message. And that's what I think we need to focus on as Trustees to support Carol.

**MS. LoMORIELLO:**

Excellent.

**MR. PEARSALL:**

Okay. Do you want to discuss capital projects or do you want to --

**MR. REINHEIMER:**

It's up to you as far as time goes. Yeah, well.

Carol, if you can give the Overview Committee just a brief description of what you're looking to accomplish in your Capital Program requests for new money. And I also understand that the County Executive according to the Department of Public Works' status report has suspended work on the waterfront, the boardwalk and the seaplane hangar. And so just a quick overview of the Capital Program and what this means to you.

**MS. GHIORSI HART:**

Yeah, the Capital Programs that you just spoke of dealing with waterfront 7427, 7428, seaplane hangar, has been held up. They were ready to go to bid. We were hoping for a spring construction start and now that's been held up. That project along with almost every request that was made is --

does deal with Capital Projects that are of a safety and emergency nature for the most part. We understand how difficult this budget is going to be. And we are focusing on projects that either present a safety hazard to -- to visitors or people or are a -- or where the buildings themselves are in danger of collapse or permanent damage so that you're protecting the buildings and the investment that the County has made.

So for the most part that's where our requests are focusing on on several areas. The sea -- the waterfront seaplane hangar area we actually -- and I did bring some pictures. That waterfront is not just a boardwalk with some nice interpretive. It also would be removal of a ramp that's in huge disrepair on the beach that is a hazard not only to people who may walk or kids who fool around there, but boaters because that high tide a lot of it is under water.

At one point DPW had erected fences into the water to sort of protect people, keep people out, but they were forced to take it down because of -- for environmental reasons. So now we feel really vulnerable in those areas. So a good portion of that boardwalk, 7427, would -- was going to speak to the removal of that ramp area, as well as in the seaplane hangar where there's -- the steel truss is in danger of collapse. In fact, I'm told that they're surprised that it's still standing. And if that steel truss goes then you again not only lose a portion of the seaplane hangar, which even if you are, you know, don't care about the seaplane hangar, if there happen to be kids around and we have had some graffiti this last fall so we know kids do get in there, you know, it could be a real hazardous situation.

So those two projects, aside from what I think they might bring us in being able to have access to the waterfront for the public, which would be wonderful, I think it would be revenue enhancing, I think it would keep people on the property longer. But I'm not even looking at that part of the project; I'm looking at the part of the project that will ameliorate a hazardous dangerous situation. So we are hoping that that money is going to open up.

The facades is another ongoing project. It got delayed a little bit where they had to do some steel analysis of the tower and that slowed things down a little bit, but that's complete and now they continue -- can continue. And again there, while part of that project is to deal with decorative parts of the facade stucco, a lot of it is safety, structural. You don't want someone hit by falling masonry and other issues.

The tower is particularly important to us. Not only it's sort of an icon of the building, but it's the main entrance to the mansion. And in fact, it's our only handicap access. So, for example, this December, because there were concerns about the steel, we had to shutdown, we couldn't let people go over it -- under it, there was that period about five weeks where we had no handicap access into the main mansion where the mummy is. And that, of course, is problematic not only for our visitors, but if we -- going into the summer, if we have a wedding scheduled in the courtyard, it could be present big problems. And in addition, it's very unsightly. We've been scouted for a few different pictures this summer. And the fact that that towers netted and has scaffolding around it is not really helping us either.

So the facade project, the money that's in there currently is probably going to just cover the tower restoration. They have two other phases. The original hope was that it would also cover the remainder of the mansion and the Marine Museum. But right now DPW isn't that optimistic and they're thinking if the money that's in there might just cover the tower barely. So the future years would be to cover the rest of the mansion for the second phase and hopefully get to the third phase for the Marine Museum. It's fixed decorative elements. There's also waterproofing, recasting and the new stucco. And there's some leaks in there. So it's all part of this facade project. And it is a huge -- humongous project that's phased out.

The driveway project, we're requesting money. Most of that, we anticipate the planning money and then the construction money will be for the bridge. And that was another unexpected project that came up a year ago. And the engineers did some thorough analysis. And they won't know for sure

until they do the planning how much of that construction money will be needed. We would hope not all of it because originally we were going to do a number of other projects on-site, but right now it could very well be that the full million will be the cost of that bridge.

I don't know if you want to go through all of the projects?

**MR. REINHEIMER:**

Just the major projects. I mean, I don't think you asked for a lot of projects going forward aside from the ones that you mentioned.

**MS. GHIORSI HART:**

Yeah, no we again, we are mindful of a -- this economy that we are currently in. And we -- we also are mindful that we have a number of ongoing projects. And we would like to see some of these projects conclude before we -- we start. Although, there are innumerable number of projects we could start. We need -- we are focusing on again the ones that are ongoing and that we -- that are of an emergency nature. Hopefully in next year maybe we can think a little bit ahead to some other improvements.

But let me just go through -- we talked about the waterfront. Normandy Manor, the money, we don't have any new money coming in, the current money. Most of that's dealing with water -- water issues and roofing, gutters, windows, solar energy and water and sort of protect -- protecting the building.

Environmental controls. We're requesting money a few years out, but that would include -- we didn't have enough money to completely do the Marine Museum, the first floor, the cottage. The guard shack is still oil. That's actually -- hopefully would be part of -- part of this -- this project.

And rewiring as well is ongoing. We have a lot of original wiring, old wiring. The Marine Museum we weren't able to get to and complete with the original funding to rewire that the way we did the memorial wing area so a lot of that would go towards that.

I also believe, and in talking to DPW, that within both projects there might be some money available that's part of it. We need to work on our communications, hooking up, getting our -- the internet down to areas of the building that they are not there now. So part of the electrical, part of these other projects as they're doing them that might be included as part of those. So that's -- that's an important area for us as well.

And are there any other projects you have questions on?

**MR. PEARSALL:**

In one of the submissions, you referred to an arcade. Where is that or what is it?

**MS. GHIORSI HART:**

The -- there's a glass enclosed sort of hallway in the main mansion that connects the main --

**MR. PEARSALL:**

Oh, okay.

**MS. GHIORSI HART:**

-- mansion to the nursery wing where the mummy is, sort of glass enclosure, that we refer to as the arcade. That is a waterproofing project that's ongoing.

**MR. PEARSALL:**

Okay.

**MS. GHIORSI HART:**

Okay. The boathouse is another project.

**MR. PEARSALL:**

The stabilization is definitely going to have to be done.

**MS. GHIORSI HART:**

The stabilization of the boathouse we believe that's in -- at an emergency level. So we are -- we did get a resolution and did offset money. And, in fact, the resolution -- the Form 13's need to be reworked a little. We weren't -- DPW wasn't sure exactly how to handle that. But we did offset money. The resolutions were passed but it wasn't bonded. So, again, given the climate we didn't push at this earlier time of the year to get that bonded but now we're going to have to look at getting that bonded.

**MR. PEARSALL:**

You guys happy?

**MR. GHIORSI HART:**

I don't know if there any other specific questions?

**MR. REINHEIMER:**

Just, Carol, on the projects that you need to modify to make them consistent, I know you spoke to Jill with some of the changes you need to make and, you know, please contact our office. We'll help you on how you schedule these changes so that it's done and the phases and the costs, you know, so that your request reflects what you're really trying to accomplish.

**MS. GHIORSI HART:**

Okay. I don't know if there are any -- I mean, we have a number of projects. But we didn't request that much new money at this point, so.

**MR. PEARSALL:**

Do you have any questions of us?

**MS. GHIORSI HART:**

On our Capital --

**MR. PEARSALL:**

On Capital Project, on --

**MS. GHIORSI HART:**

Well, I guess, again, I'm told by DPW that there's -- they're sitting on -- on this. And should I be doing something? Should I be making phone calls? Is, you know, who would I make phone calls to? It's important to get these projects moving. And I don't know where to put the pressure.

**MR. PEARSALL:**

I think at this point you have to put the pressure on the County Executive's Office. And then when we get the budget here at the Legislature, what's missing you got to convince us to restore.

**MS. GHIORSI HART:**

I mean, we -- the monies appropriated. It's -- it's there. But if -- if they're told to hold things up --

**MR. REINHEIMER:**

Well, you still have the DPW -- Jim is still there at DPW.

**MS. GHIORSI HART:**

Yeah, yeah.

**MR. REINHEIMER:**

Yeah. And I think what you need to stress through him is the importance of the safety aspect of these projects.

**MS. GHIORSI HART:**

I mean, he knows it. But he's told -- I mean, it's coming from the Commissioner.

**MR. REINHEIMER:**

Yeah.

**MS. GHIORSI HART:**

You know, the day the ad was supposed to go in the paper, they were told hold all Vanderbilt stuff up. And I don't know how to proceed. I mean, we've seen in the past -- and that's why you forget sometimes, but it'll -- sometimes it'll take months. I call up like, *well, it's out of my hands, it needs a signature and it's on the bottom of the pile*. And I understand people are busy or sometimes there's other reasons. So in this case and maybe again, maybe I haven't been as forceful in other areas in pushing through or double checking and -- but if I have any direction on where it's appropriate and effective to make calls, I will certainly try to see it through. I just -- I don't know the system well enough to really know what to do when I'm told that the Commissioner said to hold it up.

**MR. PEARSALL:**

Budget Review and Legislative Counsel and the County Executive Office will be sitting down with you within the next week to discuss how we're going to get you the money on a monthly basis that was appropriated, so.

**MS. GHIORSI HART:**

Okay.

**MR. PEARSALL:**

Okay.

**MR. REINHEIMER:**

And related to that, Carol, are you -- do you have a projection? I know that when you requested that your cash projection for this month you needed about \$45,000 and you haven't received any cash at this point, can you tell us where you are as far as your cash balances and how long it will be before it becomes critical to the Museum that you need the cash?

**MS. GHIORSI HART:**

Yes, let me just -- okay, okay. Right now as of today we have \$54,000 in the bank. We're projecting from now through the end of April 145,000 and that's including the 41,000 that we requested in February. And we haven't received that. We're expecting our expenses to be 191,800. We have accounts payable of 51,000. So we expect our total expenses and accounts payable to be 242,800. So we are going to be requesting 42,600 to get us through the end of April, again, assuming we get the 41,000 that we had requested. We have enough, we believe, for the next payroll, but we wouldn't be able to pay, you know, too many of our bills.

**MR. REINHEIMER:**

And when is the next payroll?

**MS. GHIORSI HART:**

We just had a payroll yesterday that was covered; so in two weeks.

**MR. REINHEIMER:**

And approximately how much is your payroll?

**MS. GHIORSI HART:**

It's -- I think that payroll's going to be about 33,000.

**MR. REINHEIMER:**

So at this point you have \$54,000 in cash and that's -- that's after the payroll that was paid yesterday.

**MS. GHIORSI HART:**

Yes.

**MR. REINHEIMER:**

So just all things being equal you've got about \$22,000 in cash after next -- the next payroll.

**MS. GHIORSI HART:**

Right.

**MR. REINHEIMER:**

And as far as income, how much income do you expect in within the next two weeks?

**MS. GHIORSI HART:**

Again, I'm just looking. We projected 100 for the whole month plus that. So it's on the order of -- this has been a very bad month. I don't think it's more than 20. This month is lower. April -- Easter week, this year is in April. So previous the last few years we got a little bit of a bump in March. We're not going to be getting that and schools have a lot -- have been down and we're way -- we're way off on our site use, so.

**MR. REINHEIMER:**

So is it safe to say that within the next ten days you will need the \$45,000 you requested as far as your cash balances go and your anticipated expenses?

**MS. GHIORSI HART:**

For the -- yeah, that if we don't get the February -- what we requested in February, yeah.

**MR. REINHEIMER:**

Well, this is -- well, this is March.

**MS. GHIORSI HART:**

Yeah.

**MR. REINHEIMER:**

I mean, this is March, so, you know, if you don't get this by the next ten days --

**MS. GHIORSI HART:**

We won't be paying some of our bills.

**MR. REINHEIMER:**

Okay.

**MS. GHIORSI HART:**

You know, I think we can cover the -- the like drop dead stuff. But we'll be starting to rack up, you know, we do breakout the utilities. You know, we pay \$14,000 a month in heat, 10,000 electric. Those bills generally, I mean, you can delay a little bit. The insurance, pension, some of these other things you can't, but I think where we would run into problems, I'd have to talk to Barbara and see exactly what we need, absolutely need to pay and what we can put off. We try to pay the staff, yes.

**MR. GISH:**

That was -- that was a discussion that we had at the board meeting and I think Barbara was there when they into -- we decided that we would pay the staff and let the other bills hold. I mean that was -- that was a decision that the board made. In a difficult time you're down to 16 and you're trying to keep those people bouncy and bubbly and smiling; and at that stage of the game to say, *hi, we're going to pay liposuction and not pay you*, would not be a good plan. You could modify that last term.

But the -- but that was, that was a strategy. So as Carol's telling you that, understand that that was the plan to pay the staff and let the others go. So it's rob Peter to pay Paul method but we felt that the staff down to 16 needed at least a positive outlook.

**MS. LoMORIELLO:**

Definitely.

**MR. PEARSALL:**

Okay. I don't think we have any further questions. So I'll adjourn this meeting.

**MR. DELUISE:**

Can I make one just --

**MR. PEARSALL:**

Too late.

**MR. DELUISE:**

-- and again, I haven't talked to Carol about this, but as we're talking, you know, one of the things, too, is we do need to put our business plan together. And it's a lot of work and with everything else going on. Would it be a problem if -- you know, it's great to have Kara and some of your communications people helping us with the public relations. Is there somebody from the Legislature, somebody from your office who could help Carol put the plan together so we're not going back and forth? We're into the fourth month of the year and before you know it 2009 is going to be done. It might be better if it was a team. We're going to do a development committee with the board. But remember, the board get's together once a month, you know. Is there somebody who could -- Carol could call on and say could I have some help putting this together?

**MR. REINHEIMER:**

Yeah, I mean, Budget Review has been pretty proactive in helping the Museum for the past couple of months. And, you know, we can try to provide you as much time and staff as you need to try to get things together, sure.

**MR. DELUISE:**

So, Lance, Carol could call you and say --

**MR. REINHEIMER:**

Carol can call me or Jill. We both --

**MS. GHIORSI HART:**

As I have and I to --

**MR. REINHEIMER:**

Right.

**MS. GHIORSI HART:**

-- you know, again, Jill and Lance spend an awful lot of time on it. Neil Toomb has also spent a lot of time, too, on it. And sometimes maybe I hesitate asking too much of everybody, but I'm going to

have to, so I will not be shy about that.

**MR. REINHEIMER:**

Yeah, so, you know, let us know what you need, you know.

**MS. GHIORSI HART:**

Yeah, okay.

**MR. REINHEIMER:**

Keep in communication.

**MS. GHIORSI HART:**

Thank you.

**MR. REINHEIMER:**

And we'll work the best we can with you.

**MS. GHIORSI HART:**

Thank you. And I just want to for a minute say I did go to Washington last week. There was a museum advocacy session. I think it was a very valuable thing for me to go to. I did meet our local representatives or their aides. Got a little bit more information in the big context of the economy, how museums are dealing with things.

I did pay for it completely myself and in fact, all my conventions and things last year I paid for by myself. I wouldn't -- I anticipate going to the AAM, The American Association of Museums of Philadelphia the end of April. I will pay for that myself. Especially since it's so close I would love to encourage staff to go, but given the situation, not that there's been any policy from up above, but as Director we're not paying for anybody to go to conferences this year, you know, so that's -- that's a decision I made. It's important enough to me that I'm willing to pay for it myself.

But also I have a flier here if anyone -- it's April 30th through May 4th, it's a national convention. There can be 70,000 people there. There's a Museum Trustees Day, a lot of the talk will be on economy. You might want to look through it. Someone might want to just drive over there for the day, if you see a session that's a particular interest to you. AAM-us.org is the website.

There's also, again, we are not alone in the economy. As our government is not alone. And the AAM website has a whole -- a lot of information; Finding Common Crisis, a Museum Survival Guide. There's a webinar series on the 18th and 19th, Museums Rising to the Financial Challenge. A new online community; Museum Survival Forum and a number other, fundraising, management downsizing retrenchment. There's a lot of information and help out there. And I'm trying to learn more about it, our Trustees certainly will. And some of you who are being sort of pulled into a governance role in a way, you might find some of this information either online or even if you have the weekend and can get out to Philadelphia, there are wonderful places to meet and talk with other people. So I would suggest that. And if anyone wants more information or wants to go or wants to room with me, let me know.

**MR. PEARSALL:**

Okay. Thank you all. Appreciate it.

**MS. GHIORSI HART:**

Thank you.

**THE MEETING CONCLUDED AT 2:53 PM**

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