SUFFOLK COUNTY VANDERBILT MUSEUM

BOARD OF TRUSTEES

MINUTES

A regular meeting of the Suffolk County Vanderbilt Museum Board of Trustees was held on March 17, 2010, in the Planetarium Lobby, Centerport, New York.

The following were in attendance:
Noel Gish – President
Michael B. DeLuise – 1st Vice President
Gretchen Oldrin Mones – 2nd Vice President
Ronald A. Beattie – Treasurer
Donald B. McKay – Secretary
Dr. Steve Gittelman – Trustee
Thomas D. Glascock – Trustee
Dr. William Rogers – Trustee
Carol Ghiorsi-Hart – Executive Director
John Pokorny – Staff
Elizabeth Wayland – Director of Grants
Patrick Keefe - Communications & Public Relations Consultant
Peter Newman – Staff
Lora Gellerstein – Aide to Legislator Cooper
Lance Reinheimer – Budget Review Office
Ann Marie Pastore – Stenographer

Absent:
Sarah Anker – Trustee
Matthew Swinson – Trustee
Dan Olivieri - Trustee
Arthur M. Sillman – Trustee

(Mr. Noel Gish called the meeting to order at 7:15 p.m.)

MR. GISH:
Good evening. I'd like to welcome everybody to the Suffolk County Vanderbilt Museum and Planetarium Board of Trustees. I'd like you all to stand for the Pledge to the Flag, please.

(Salute to the Flag)

MR. GISH:
Thank you. Ann Marie, do we have a list of all the guests in attendance?

MS. PASTORE:
Yes.

MR. GISH:
Can I have a motion to approve the minutes from the last meeting?

MS. OLDRIN MONES:
I'll make a motion.

MR. DELUISE:
Second.

MR. GISH:
All in favor? Opposed? **(Vote: 8/0/0/7 Absent: Ms. Anker, Mr. Swinson, Mr. Olivieri & Mr. Sillman. Three vacancies.)**

Carol, why don't you do some introductions, if you'd be so kind.

MS. GHIORSI-HART:
I would like to introduce everyone to two new staff members. We're very excited. For the past two years I've been involved in economizing and shrinking the staff in order to make our budget.

It's my pleasure to say that we're starting to build a development team. The Board all felt, and I agreed, that putting some concentrated efforts in public relations, marketing, fundraising, and grant writing was the thing that we had to do in order to move forward quickly. I would like to introduce at this time our new Consultant for Communications and Public Relations. Patrick will be helping us with fundraising, as well. Patrick Keefe, can you please introduce yourself.

MR. KEEFE:
I look forward to meeting the few of you that I have not yet met.

MS. GHIORSI-HART:
Patrick, can you please just quickly tell us a little bit about your background?

MR. KEEFE:
Sure. I have a background in newspaper and magazine journalism and then the last couple of decades in the non-profit arts world in New York City. I was the Director of Public Affairs and Publications for the Cooper Union for the Advancement of Science and Art, a private college in engineering, art and architecture that I'm sure all of you know.

For the last seven and a half years up to a few years ago I was the Director of Public Relations for the Museum of Arts and Design. You may remember the old name, which was the American Craft Museum. For the last few years I have been Communications Consultant with some terrific clients at the Poly Tech Institute of New York University, which is the new name for Poly Tech University. I've worked with the Huntington Arts Council and other smaller non-private clients.

I'm very, very happy to be here. I'm excited about the passion that people are putting into this place to solidify its finances and to move forward and to let the world know what a little gem – not so little gem this place is, or I should say a gem that's not well enough known in the region.

I'm pleased to be working with Noel and Carol, and I will look forward to meeting the rest of you and several of you tonight that I had not yet met before. I look forward to working with all of you.

MS. GHIORSI-HART:
Thank you, Patrick.

MR. KEEFE:
And call anytime.

MS. GHIORSI-HART:
Patrick is on as a consultant for us. I'd now like to introduce Elizabeth. Why don't you come over here? Elizabeth is joining us part-time. Why don't you introduce yourself and tell us a little bit about you.

MS. WAYLAND:
First of all, thank you very much for having me. I'm very excited to start. I begin on April 5. My background is as a grant writer. I will be Director of Grants. I have been with the Heckscher Museum of Art for nearly seven years. Prior to that, I was with Nassau County Office of Grants Management. I was Director there.

I'm thrilled to be here. There is a lot of opportunity here. I am comfortable writing Federal, State, local, all kinds of grants, foundations. Anything I can work on, I'm very, very pleased to do so.

MS. GHIORSI-HART:
Thank you. We look forward to you starting in a few weeks.

MR. GISH:
And you will be working on every one of those grants.

MS. WAYLAND:
I know I will be. It will be a pleasure. It really will be. I love the Vanderbilt. I bring my family here. My daughter loves this place, so I'm very excited about it.

MR. GISH:
Thank you.

MR. BEATTIE:
Welcome on board.

MS. GHIORSI-HART:
Both Patrick and Elizabeth live locally, so they are very familiar with the museum and our community. It's an extra bonus for us to have two people with expertise in their field and also know our community so well. It's so wonderful. I'm looking really forward to them joining us.

DR. GITTELMAN:
May I make a comment?

MR. GISH:
Sure.

DR. GITTELMAN:
I welcome both Patrick and Elizabeth. I just want to say that I'm absolutely thrilled for the current administration for doing this now. It

was something that I was unable to do for 15 years. I think it's a wonderful accomplishment, a wonderful addition and a terrific step forward.

MS. GHIORSI-HART:
Thank you. We will be coming back with results. Give us a few months, but you will, I'm sure, start seeing results in the next year.

MR. GISH:
We were kind of hoping by about April 5, but we didn't want to push. Is there anyone in attendance that wants to address the Board at this time? I'm going to go out of order here while Carol vanishes into a more greener outfit. I'm going to start with Education and Exhibits Committee.

(Ms. Oldrin Mones read the following Report.)

The Feb. break is our busiest public week –this year's special events helped make the week a success.
All the stars aligned to make the Bella Gaia program a perfect "10"
1) there was great PR – especially the timely coverage in NEWSDAY
2) the night was crystal clear
3) the reservation system worked flawlessly
4) it was just a great program that was designed for a planetarium, and matched our mission perfectly.

The event was further enhanced by wine and cheese which was arranged by Dave Bush, with 6 different types of wine donated by Martha Clara vineyards.
Calls came in even after a second showing was added and fully booked.
Bella Gaia was elegant and educational – a combination we'd like to repeat in the future.

Both "Our Night Out" programs were sell outs. Two more are scheduled for March 28, and April 18.
The week 's success was aided by
a) staff worked non-stop, with no days off, were flexible, and stepped up to do whatever was needed
b) Trustees helped out by working the membership table and signed up 126 NEW family memberships.
C Volunteers from ASLI helped out with the telescope
D) And, the refurbished Duratrans which were unveiled were a hit.

The E & E committee is always brainstorming new ways to develop programs & increase revenue. Some ideas from our most recent meeting are-
1) adding new programs such as "Secrets of the Sun" and "Netherlands to NY" have been successful, and more are planned for the future. Of course to do this, more educators are needed, as well as PR.
2) research and develop holiday ornaments that reflect an aspect of the Vanderbillt
3) transition to public programming in the planetarium through the development of the "LI Skies Program" by Dave Bush who has started offering talks about LI's seasonal Skyscapes.
4) Plan more programs to build on what was learned during the Feb break. Bella Gaia brought in a new audience – among others, a dating group, and science minded people, who hadn't previously attended.
5) market the tent to different groups during warmer weather
6) Expand and enhance the Mummy Exhibit
7) Explore partnering with SCCC regarding classes, waterfront usage and things of mutual benefit

8) Develop special programs to target specific events - such as the new, live, public Vernal Equinox program Lorraine wrote to explore the Sun-Earth Connection on March 20th. (Girl Scouts/Boy Scouts)
9) Continue to develop GS/BS programs. The GS's booked the entire Planet theater for the Beatles laser show during Spring Break. The first BS troop booked for a Friday LI Skies program
Decorative Vanderbilt Badges are now available for both G and B scouts in the gift shop.
10) We talked about the need for NEW EXHIBITS – one possibility is the "Suited for Space" traveling show of large images that have never before been seen.
This exhibition answers every kid's (and adult's) questions about how astronauts breathe, eat, keep warm or cool, communicate, and go to the bathroom in space. It explains the design solutions of spacesuits, gloves, and helmets from the National Air and Space Museum. The tour begins in 2011 and is a perfect match for our planetarium and mission.

In the curatorial dept., Stephanie reports that Mr. V's bathroom is reopened. Visitors are interested in Willie K's night time ritual of champagne, coke and ice in his elegant bathroom.

As you know, a decision was made to close the top of the Marine Museum temporarily. Leaks are being assessed, and work is planned for the specimens up there. Some lost classroom space can be replaced by using the newly restored habitat area. The committee began the discussion of future use of the 2nd floor.

There have been several archival requests. A small image of the Vanderbilt Cup was sold to Publications International for credit in the fall distribution of LI Yesterday and Today – Robb Report.

Other requests have come from a researcher at Biltmore, and a firm hired by Nassau County to publicize Motor Parkway. They want to reopen - as a bike path - a portion of the motorway known as Deadman's Curve from the 1908 Race.

We've also received images of Deepdale taken by Dr. Jack Binder, and sent to us by Al Velocci. Deepdale is in Lake Success and was where Willie K lived with Virginia, his first wife.

Stephanie has designed a preliminary brochure for the audio tour funded by Bill and Mollie Rogers. The brochure has stunning images and gives directions and information, and suggestions about things to do on a return trip.

I'll end with Thanks again to staff ,to Trustees, Martha Clara, ASLI, and all volunteers without whom the Feb. break would not have been the success it was; and, thanks to Bill and Mollie Rogers for their continued generosity to the Vanderbilt.

MR. GISH:
Thank you, Gretchen.

MS. OLDRIN MONES:
You're welcome.

MR. GISH:
Comments?

DR. GITTELMAN:
Wow, 126 memberships? That's damn good.

MS. OLDRIN MONES:
We had five Trustees here.

DR. GITTELMAN:
You waited until I wasn't President anymore, huh? That's outstanding. That's truly outstanding.

MS. OLDRIN MONES:
Ron was the big winner.

MR. BEATTIE:
There were two categories, so we tied, I think.

MS. GHIORSI-HART:
There is still a little bit of a friendly competition ongoing. I believe the one day total belongs to Gretchen at 28.

MS. OLDRIN MONES:
I had help.

MS. GHIORSI-HART:
Yes, you did have help.

MS. OLDRIN MONES:
Yes, my husband helped.

MS. GHIORSI-HART:
Ron would be the single person who brought in the most. That would be over 50 including a gold single member and potential volunteer. We're very excited about that.

MR. BEATTIE:
Let the record show that I'm not a single member, in case my wife's reading this.

DR. GITTELMAN:
I also wanted to mention that I now have bonds, a collection of bonds that were Willie K's. There are in the collection 108 Vanderbilt owned bonds, of which more than half actually were Willie K's bonds, either signed by Willie K. or actual bonds he owned and traded in.

MR. MCKAY:
E-Bay?

DR. GITTELMAN:
No.

MR. MCKAY:
E-Bay has them.

DR. GITTELMAN:
Yes, E-Bay has a few, but anyway, this is a broad collection, and I would like to let the museum put on an exhibit called the "Color of Money" or something like that. They are very beautiful. They look very different. I can bring them in. They are historic. They go all the way back to the original Cornelius. You can actually trace Willie's history based upon what level – which railroads he worked with and what his title was through time. It's an interesting way to follow their family history.

MS. OLDRIN MONES:
Maybe you could do a book signing at the same time.

DR. GITTELMAN:
Okay.

MR. GISH:
Let's look for a suitable place where we might be able to display them.

DR. GITTELMAN:
They are very pretty.

MS. GHIORSI-HART:
I think it's a wonderful opportunity for an exhibit. We have a few different places in mind. We could blow some up. It tells the Vanderbilt story in a different kind of way.

DR. GITTELMAN:
Unlike most of us, they buy them in 5,000 shares, so they're big bonds. They're kind of cool.

MR. BEATTIE:
I'd also like to make a point. Some of those great ideas of some of the programs and this as well – these are the things that we bring into the Development Committee now that we have a Public Relations person who can help us communicate. Let's start compiling and let's do these things and see what potential it is for –

MS. GHIORSI-HART:
And our Grant Writer will get us a grant for the exhibit who can then travel. There are all sorts of opportunities for this particular exhibit.

DR. GITTELMAN:
They fit in a briefcase.

MR. GISH:
I'll swing to Don McKay, Building and Grounds.

MR. MCKAY:
I'll just continue on a couple of items from last month's report. Plumbing in the mansion continues. I spoke to Peter about the fix. We're going to fix the fix. It will be done shortly.

Actually I saw the work going on yesterday. The windows at Normandy continue. I believe it's a contract with the County.

The Grounds crew, obviously, continues to do a fantastic job. In speaking with Peter, we survived the storm. Asharoken did not survive the storm that well. They had a little breach of Asharoken Avenue, but the Vanderbilt did quite well. We had a little water in the basements, but I'm sure a lot of people had that.

I just spoke to Peter very quickly about this, but Suffolk County DPW – we are getting the work crews – obviously, we'll get more information on that, but –

MS. GHIORSI-HART:
It's actually Department of Labor. Peter and I had a meeting this morning on the Transition Work Force Program that's new. This is a new program. We put out there about four projects, that they were pretty excited about. It would be bringing in crews, maybe nine people. Again, this is a training program, so they are not skilled when they come in, particularly. But I'm working with Peter and working on jobs where the skill level doesn't have to be quite so high. We feel it would be beneficial both to them and certainly to the museum.

The hope is that over the weeks that they're here, their proficiency will increase so that we can start moving in different directions. We have several jobs. For example, our iron fences need to be brushed down, wired brushed and painted. That's pretty labor intensive. Some of our drainage is going to be the first project. I think Peter felt pretty good about his meeting. There is supervision required, so it's a little bit hard to schedule, but everyone seems excited about that. But it will probably get going in about two weeks.

MR. MCKAY:
I was speaking to Lora, in Legislator Cooper's Office, about that a couple of weeks ago. Obviously, Legislator Cooper was involved. We always appreciate his help.

A couple more things. I don't know if this will happen, but I'm trying to reach – I have a contact number for the Lion Arbor Association. Every year they do a big project. They bring in a lot of crews. I'm going to be working – maybe not this year but for next year to try to get us in the mix to come in and do some high-end tree work. It's obviously free, so it's kind of a charity thing that they do.

DR. GITTELMAN:
They have been here before.

MR. MCKAY:
Great. I didn't know that. Then they know the place.

The last thing I have is that in a couple of weeks we're going to see the fruits of Canon's labor and some volunteers' labor. It should be quite a show in a couple of weeks when the daffodils come up. I'm looking forward to that. I should probably drop a note to the church because they helped with those plantings, too.

MR. GISH:
And so did the Volunteer Gardens. They came in and planted about 500 bulbs also.

MS. GHIORSI-HART:
The Vanderbilt Gardeners, they like to be called.

MR. GISH:
And Canon and the Methodist Church did come in, also. We had a really good cadre of volunteer work in the fall. That's really going to come to fruition this spring. I think it's going to be really great to look at the place. It will really be spectacular.

DR. GITTELMAN:
Didn't the arborist plant Lindens at one point?

MS. GHIORSI-HART:
I think they did.

DR. GITTELMAN:
And they plant one in recognition of their people each year.

MS. GHIORSI-HART:
I'm not familiar with that. Peter, have you run across that?

MR. NEWMAN:
I'm not really sure.

DR. GITTELMAN:
We should find out because I would gladly donate a Linden so they could plant it. They might consider that nice, as a thank you for them. That was something that I just remembered. I don't remember the details.

MS. GHIORSI-HART:
That's wonderful.

MR. GISH:
Linden trees are also, by the way, when they come into bloom in the spring they have a wonderful aroma. It's a great tree to have. Thank you, Don. Is there anything else on your report?

MR. MCKAY:
That's it for now.

MR. BEATTIE:
There is one thing that I should probably add. It's been so busy this last month. I should have informed Don about this. I started collecting information that actually relates essentially to Buildings and Grounds. I think I'm still on the committee. I started collecting from Carol in terms of – it kind of goes along with the strategic plan that we'll talk about later.

In terms of space usage and requirements of the staff, their computers, and their infrastructure and drawings because there are a couple of issues that are coming up where we might have to jostle around some buildings. We'll talk about that. It's a good time to start collecting that data now and finding out where our requirements are today and if we're successful at turning the Vanderbilt around. We have to make sure that we have enough space for future people in less austere times.

MR. GISH:
Okay, Ron, do you want to go into your Treasurer's Report?

MR. BEATTIE:
Everybody has a copy of the Treasurer's Report. I don't have anything really to add to it. Everybody wants to review it and then in the meantime I'd like to talk about an issue. While we're doing that, if you want to review it and see if there are any questions, we'll get them answered.

There was an issue today at the Parks Committee meeting on the insurance issue. To refresh everybody's memory, the insurance issue is that there were liabilities that we were holding on to our books for payment to the County for liability insurance – risk and liability.

That issue was laid on the table today to possibly have the $180,000 waived by the County, since the County is self-insured. It's really just an inter-departmental transfer of dollars. Seeing the situation that we're in here, that was laid on the table today. A lot of things were said there in terms of – and I just want to clear the record. I came back and met with Barbara on what actually transpired when we were invoiced, and when the invoices stopped.

A statement was made today that we had been receiving these invoices all along. That turns out not to be the case. The history is, and. I think the Trustees need to know, about this issue because it's a hot button issue right now.

Prior to 2001, every February Risk Management requested attendance levels from us. We would give those levels. Based on the number of attendees, they applied a formula of 40 some odd – and it changed as the years went by, per attendee. That's what our insurance bill was.

In 2001 we made a few payments. What we wound up doing, it seems, was – and by the way, this is obviously ancient history and it doesn't have anything to do with the current Board, but these are the things that are being discussed.

In 2001, we made a few payments. Apparently what we were doing is they were telling us what the annual insurance payment was and we'd make monthly payments for that.

In 2001 we made a few payments but a discussion I believe from the past Treasurer, and I don't recall his name, he was an insurance person and started discussions with the County about the fact that they were self-insured and was it proper that we had to continue to make these payments. The bills stopped coming at some point in 2002.

In 2007 we were notified that we haven't been making payments, but we continued to carry them on our books. Our auditors always had them. We continued to have this liability on the books. We were told that we hadn't been making the payments. Then this discussion happened. I'd like to also point out that in all our documentation that we sent to BRO in terms of the Oversight, we always had a notation at the end of that that our payables did not include that number but we were aware of it.

Everybody should know that this issue is with the County right now. I'm not entirely – I don't think they voted on it at all in committee.

MR. REINHEIMER:
It was tabled.

MR. BEATTIE:
But I think the discussion now is going to focus on Risk Management coming up to us or working with us to come up with a payment plan for this or hopefully we could get this laid back on the table depending on how that goes. That's the status of it right now. I think the Trustees need to know that. Any questions on that? Any questions on the Treasurer's Report?

MR. GISH:
Okay, Development Committee.

MR. BEATTIE:
On a lighter note, the Development Committee met today. We had three specific items to discuss. First, and I'm not doing these in order, but the first was a new development team, which we're excited about working with the new team to – as we were just talking about before – have these campaigns out there and see where we can shake the trees and bring people in.

The other two items that we discussed were, first of all, the website, which is potentially revenue enhancing. We want to start working on that as fast as possible. I'm going to work with Carol. We have an RFP. We're going to send that out to vendors hoping to get answers back very soon.

Finally we discussed putting together, and I think this will help with our partners in the County, to really put together revenue targets for the year and show how we're managing that. Again, with the new people that we have on board so that we're all on the same page, we know what campaigns we want to do, what amount of revenue we want to get for each one and be able to communicate that to our partners in the County.

That is it for the Development Committee unless anybody has a question.

I'm sorry, I have one more thing. Because we also had the "Stragic," section of the agenda, which I think is a combination of strategy and tragic. We hope not. Sorry, Carol, I just had to do that at your expense. We had an inaugural meeting of the Strategic Planning Committee. The make-up of that committee – the main thing that we discussed and we're probably going to add some people, but from the Board's perspective, we're going to have the President and all the Committee heads be on that Strategic Planning Committee.

It's going to be, as we have it outlined here, a nine month process. It will be the formation and then going all the way through to external assessment, internal assessment. The other make-up of the committee would be seven people, from the staff representing the different departments. We will also have outside representatives. For example, a representative for membership, corporate representatives – we have a whole bunch of those. We added some.

MR. GISH:
And it includes all the other ones that are there. I think that's important for the notes. The neighbors –

MR. BEATTIE:
No, because we added --

MR. GISH:
I know but I think –

MR. BEATTIE:
Of students and teachers? The outside representatives would be one for the membership, a corporate representative of a major corporation, neighbor representative, a political representative, a charity organization representative, and another museum representative. We also added an educator and a student representative to that. That would bring the make-up of the committee to a total of 19.

MR. GISH:
Let's discuss the reasons for the Strategic Committee for the future for us.

MR. BEATTIE:
There are a lot of reasons to do a strategic plan. Obviously, we haven't had one – apparently, we haven't ever had one. We had a long-term plan of sorts, but it wasn't a strategic plan. So that we're all on the same page about what direction we're heading in, especially coming out of this economic downturn.

One of the other things that's very important is that in three to four years we're going to be up for reaccreditation again. That's one of the key things that the AAM looks at, obviously our governance and that we have a strategic plan. One of the great things about our new grant writer is that she has managed this process for another institution, and we think she can really bring a lot to the table.

This all culminates in an off-site meeting with the entire committee. We're hoping to get a facilitator who is, obviously, neutral who can pull in all the ideas from all the internal assessment, the external assessment, and bring that all together. That's going to be the core of the strategic plan, and then we're hoping to have that done – in fact, I started to talk about the schedule. We're hoping in the next nine months that we would have this done. By December that will be

complete. BY January we'd start managing it, which would be implementation, evaluation and communication. So we're going to make assumptions in the strategic plan that might not be coming true – at least we'll have a process for evaluating how we're doing with the strategic plan and being able to modify that.

DR. GITTELMAN:
Question.

MR. GISH:
Yes, Steve.

DR. GITTELMAN:
What's the difference between a strategic plan and a long-range plan?

MR. BEATTIE:
My understanding is with the long-range plan that there weren't goals and objectives associated with the long-range plan that was done for here. If I'm misinformed, please let me know.

MR. GISH:
A long-range plan tends to be more of a wish list and what you'd like to do long range. I think the strategy plan brings in a sense of assessment. It's going to be an assessment to see how well we're doing, not what we'd really like to do, but how well we're progressing in those areas where we felt corporate sponsorship was essential, event planning was essential, those things that we think were important, new programs, summer programs, whatever they happen to be. It might be infrastructure, restoration, etc.

We would do a regular assessment of a strategic plan, possibly on a three-year level, a five-year level, and then a long-term, as Carol points out, a very long range one that would be for ten years from now. If I'm going to watch Elizabeth nod up and down, I will probably be able to deal with that.

I think three years and five years would be what we could manage, but then a much larger frame work to where we'd really like to go, but before we get out to that ten years, to be able to reassess it and maybe redirect it, depending on economic conditions, conditions in the County and where we are at any one time.

DR. GITTELMAN:
So if my understanding is correct, to some extent, the difference between a long-range plan and a strategic plan is revisiting the plan.

MR. GISH:
Correct, just really assessment, a regular assessment.

MR. BEATTIE:
And it includes an action plan.

MS. GHIORSI-HART:
And beyond that I think one of the differences I have seen is that the strategic plans are more specific about who is going to be responsible for the work and the actual strategy. It's beyond setting the goal. It's actually making assignments and actually putting responsibility on such and such Trustee or educator or whoever and the strategies for how you're going to get from here to there. To some degree it's a buzz word kind of thing. Ten years ago it was long range and now it's strategic. But you do see in strategic plans much more strategic thinking. Again, one of the big differences I have seen is that they actually say, "Yes, Carol is going to be responsible for this. The Development Committee is going to be responsible for this. Our neighbors will be responsible for that."

MR. GISH:
Assigns responsibility.

MS. GHIORSI-HART:
Accountability.

DR. GITTELMAN:
Just to give a historic perspective to this, 20 years ago we did very little planning, but then about 19 years ago we really only had one major plan. That was to start with a long-range plan. The main thrust of the long-range plan was to begin a capital program and do capital improvements because there was no program of capital improvement.

The secondary plan was to become permanently accredited because we were not permanently accredited. In essence for the first round of planning that I took part in, the plan was to become accredited and to begin a capital program. Then the assignment of tasks were very clear because of the accreditation process. Certainly in the history of this institution the accreditation process was an all over-ruling process.

I don't know if you – it may pay for you to understand what the history of this institution is in terms of vis-à-vis accreditation, but in any regard, no one was willing to take on the accreditation process until 15 years ago. Between fifteen years and ten years ago, the first accreditation and the second accreditation. Accreditation gave us kind of a plan and then the capital projects gave us another sort of plan.

To be very candid with you, the assignment was clear. The Director ran accreditation with the President, and the President ran the capital projects with the Director. There were really two plans. That's what it was. That really governed this place to a great extent for decades. Getting a ten-year accreditation – because remember we only had interim accreditation fifteen years ago. I'm rounding numbers. We had accreditation three times. Once was in the 1980's. Once again in the first five years of my tenure, and then once again after that during my tenure.

In the 1980's when we got accreditation it was revoked due to governance issues. It was revoked and the County sued the AAM. In suing the American Association of Museums, the American Association sent a second team to revisit this institution and wrote a damning report condemning the institution to hell.

That essentially brought on a special investigation by the County. The County, during the mid 80's visited the institution and drove out a lot of what was going on at the time. Then nobody wanted to go near this place in terms of accreditation for a decade. The reason was we couldn't get accredited. We were marked. We didn't deserve it.

What happened was that every time a Director was here for a year they would get fired. Every time you had a new Director, at that time, the policy of the AAM is that they gave us an 18-month extension because the new Director would be allowed breathing room. They kept delaying the process of accreditation by firing Directors. That wasn't the reason to fire the Directors, but that's what happened.

Then finally Alison Sanchez was hired when I became President, 15 or 16 years ago. In her term we did get the first accreditation, which was very difficult. Then the second accreditation was under Lance.

I urge you to read the reports on all three accreditations because you will learn much about the process. I will tell you that there is no way you can get through an accreditation without the two things you

mentioned, and that is proper governance and a long-range plan or, pardon me, a strategic plan.

We have had strategic plans, but I will tell you that getting the accreditation for this institution was a nightmare because it was simply – when we submitted it, they were waiting.

MR. BEATTIE:
If I'm hearing you correctly, Steve, when it was revoked, it was revoked for governance issues.

DR. GITTELMAN:
It was revoked for governance issues, as I understand it and having read the actual report from the field agents, that report was smothered when Suffolk County threatened suit and the AAM backed down and then said, "Well, we're just going to let the original accreditation, the interim accreditation stand, the original accreditation stand."

You have to understand, accreditation was semi-automatic in the beginning because the AAM was not the powerhouse that it is today. There was very little brought to you by having accreditation 30 years ago, or 35 years ago. Our institution said it wasn't worth the trouble. So when we got it and they realized what we were like when they finally sent field teams out, they threatened or revoked it. You will have to clarify whether I'm accurate as to if they actually revoked it or did they threaten.

The story is that eventually there was a special – and Tony Pecorale, a past Trustee who just left, was on that committee, on the special committee. He can tell you chapter and verse to what was investigated. I think you need to know.

MR. GISH:
Okay, we will look at that past history.

DR. GITTELMAN:
I would doubt that you ever want to repeat the mistakes we made 30 years ago.

MR. GISH:
Well, we do want to keep accreditation. The object of that is that currently accreditation aids you greatly in grant acquisitions.

DR. GITTELMAN:
Yes.

MR. GISH:
And there's no rhythm or reason to not seek accreditation and not to do it a year before. I don't want –

DR. GITTELMAN:
You can't do it a year before.

MR. GISH:
I don't want that to be even the appearance of that. Obviously, if we begin this now and the process is four years away, I think we might be able to get rid of some of those hitches from the last element and be able to maintain accreditation. I don't think we would have gotten the "Save America's Treasure" grant for the habitat unless that was invoked. I think this is a key element, I don't want to lose it, I don't want to get it revoked, and I don't want to get it misplaced.

DR. GITTELMAN:
My humble advice having done it twice, okay, is that it's a three-year process that begins with a self-study. The self-study is very educational. When you do look at this, it begins with the long-range process – strategic planning process combined with a self-study.

That to the AAM and institution looking into itself and having the ability to objectively study itself is one of the healthiest diagnostic tools they can look at. They are looking to see a healthy institution and the ability to examine yourselves, as far as they're concerned, the ability to accurately assess where you stand is the most important element in the beginning process.

Then when they come, yes, you file documents, which takes up filing cabinets. I'm not exaggerating. They take up filing cabinets. That's what they took. I remember going through every page. When they do come, they are going to sit down and want to understand governance. Their picture of governance is what is probably going to be something that we ought to study before we go ahead and say, "Oh, we're fine." That's where a lot of institutions get into trouble, conflict of interest, governance and chain of command.

In other words, there is a clear line of demarcation between how an institution is run and the people who might govern it. In other words,

does a Director have the ability to hire/fire? Does the Board have the ability to appoint the Director? Does the Board have independence in that appointment, and does the Director then have independence in fulfilling his or her position?

Allow me to give you my own personal perspective on the AAM. They understand museums, and they understand what works in museum culture. There is a lot to be learned from that. Going to them, visiting them and spending time at their meetings is extremely valuable. But for God's sake, this accreditation process is a wonderful experience for this institution. It's just paramount. If this Board can carry us through another accreditation, my God I'll carry you around the grounds.

MR. BEATTIE:
Can we take pictures?

DR. GITTELMAN:
You can take pictures. The American Association of Museums does not have the American Museum of Natural History, for example. It's not an accredited institution. But when you get to be the status of the American Museum of Natural History, then you can tell them no. That's about where it comes down to. For the rest of us, it matters. I look forward to seeing your strategic process.

MR. BEATTIE:
And thanks for the input. It's good advice. Okay, one more thing on the – and I'm sorry to monopolize all the time here – but we did get a proposal in on catering. It's something that we are enthused about because we have been trying for a long time. We did RFP's a year ago, and we got very little response. The response that we had received was not beneficial to the institution. I think we all reviewed that.

The Thatched Cottage has submitted a proposal, not really as an answer to the RFP. I have put in the record, and I just don't have enough copies, but I could start passing things around, if people want to look over shoulders of our response to it. We had a meeting on Monday with the Executive Committee to look at it.

It was a two page proposal that we think is a great starting point to really begin negotiations with them because we thought there were some areas that we needed to beef up and get some answers on, and maybe make some changes and see where they're coming from.

If you don't mind, I will go through the quick review here. First of all, in their proposal it's important to note that the Thatched Cottage is in a historic building themselves, so they would understand that taking over a building at the Vanderbilt, they understand the historical sensitivities there. That's important to note.

Exclusivity, for obvious reasons there must be a provision for Thatched Cottage to make a commitment to the Vanderbilt. We just feel that firm language needs to be developed so that there is some flexibility for the Vanderbilt in ensuring that there are no misunderstandings by either party.

The volume that they were proposing is to guarantee booking for 18 weddings at a $7,500 site fee. We note in ours that we currently have ten events, which would not be included, obviously, in this agreement, an exclusive catering agreement for contracts that we already have signed. We also note that we have problems with the neighbors. If they want to exceed – they feel that they could exceed 18, so obviously our revenue would be greater but we do have the noise problems with the tent. Right now 18 weddings is booking one event every weekend while the tent is up. Is that correct, Carol?

MS. GHIORSI-HART:
Pretty close.

MR. BEATTIE:
Additional considerations, one nice thing that Thatched Cottage included is that they would provide food and beverage for two Vanderbilt fundraisers. But we certainly need to have more detail than just that. If we told them we were going to have 10,000 people over, I'm sure they would have a problem with that and vis-à-vis.

In terms of locations, one of the most intriguing aspects of this is that this would add really two visitor amenities to the Vanderbilt visitor experience.

One, they are proposing the Vanderbilt garage to be turned into a bistro café. That would be their main area for food preparation for any other catering. They would make capital investments in the garage – also known as the Education Center. If people don't know the garage because we have a garage here, too.

We had two problems with this. The proposal doesn't make any provisions for either rent and/or revenue sharing in that agreement, which we would certainly want to have something. We would want to get some revenue if we're giving up space. This kind of goes back into that space analysis thing that I talked about.

We have staff that is in that building. We also have educational programs that in bad times have been bringing in about $60,000 a year. We would have to relocate them somewhere. These are considerations that we'd have to make.

They also proposed to put food service in the planetarium here for the school trips, etc., which is another very good visitor amenity that we always want to have. They were talking about using the last classroom, which is now an office, on the northern side of the building there. In the summertime, they felt they could have outdoor dining out there as well.

These are things that I think are good starting points that we'd like to talk to them a little bit about. I mean, that might not be optimum for us right now.

The other thing that we have to consider is when we get the new projector in a year, the volume here, we're confident, is going to be much greater. How that is going to impact our operation down here also has to be considered.

The laundry room was also – although it wasn't specifically addressed in their proposal – we understand that that space would be required by them. If this was just an exclusive catering arrangement, we would provide the laundry room at no cost, no rent or revenue sharing, as part of that operation.

The final concern we had was it doesn't specifically address in the proposal our sales staff and the work that would be required of them. We would be hoping that if they came on board, that they would have their own sales staff, which would free up our sales staff to do things like booking group events and that kind of thing.

We're enthused that we have this interest by a local vendor. We think the timing is right, especially based on the new projector schedule to go on line 2011. It's a good starting point, but the final agreement really has to match more the detail that we put into the RFP. We'll be talking to them, I'm sure, in the next week or two. Lora, I'm sure,

you'd help us facilitate that. We can have another report about where we stand on the catering. I'm done.

MR. GISH:
Carol.

DR. GITTELMAN:
Could I just add something?

MR. GISH:
Go ahead, Steve.

DR. GITTELMAN:
I was just thinking about one of the things that you did say. I have really not wanted to lead into this, but it's about this insurance issue. I was President when this insurance issue came about. I realize this is a very inflammatory issue. Have you spoken to the prior Treasurer?

MS. GHIORSI-HART:
No.

DR. GITTELMAN:
Why not?

MS. GHIORSI-HART:
I believe he's in Georgia. I don't have his contact information.

DR. GITTELMAN:
The prior Treasurer spoke to Risk Management. The prior Treasurer was an insurance professional. The prior Treasurer reported back to the Board that it was decided by Risk Management that we did not have to pay. You have to speak to the prior Treasurer so that he can give you verbatim what transpired.

It's not shocking to me that when the Treasurer tells me we don't have to pay and the bills stop coming, that we don't pay. I'm not trying to say anything that's out of line. It's just that that's what the report was.

MR. BEATTIE:
Was that in any of our previous minutes if it was reported to the Board?

DR. GITTELMAN:
I have not scoured the minutes. I'm being candid with you. No one called me to ask me these questions. I can only say to you that when someone says you don't have to pay and the invoices don't come and there's no calls, no letters, no requests, why would you say, "But we want to pay. Please take our money." I don't think we did.

What has happened is that we didn't pay because we were of the impression that we didn't have to pay. It was that simple. The letters didn't come in. I don't remember being asked about this. Yes, we did keep it as a line item because it fell into a fuzzy zone, but when someone doesn't bill you, and you're told that you don't have to pay, you don't pay.

Is there a culture problem? That's what happened. It was just simple. Unfortunately, to say that it's not – I wasn't in the conversations. I never had a conversation with Risk Management in my entire career.

MR. BEATTIE:
Risk Management made the statement today in front of the Legislature that they had continuously sent us invoices, which we know not to be the case. But that was the statement that was made.

MR. MCKAY:
Then we should ask for copies from them.

MR. BEATTIE:
I agree.

MR. MCKAY:
Which they're probably not going to be able to do.

MR. BEATTIE:
I agree.

DR. GITTELMAN:
Who from Risk Management?

MR. REINHEIMER:
Leslie Baffa.

DR. GITTELMAN:
I don't want to put anybody on the spot, okay. I feel a little bit on the spot because I was President of the Board at that time, but that's my

recollection. It's really not – this is a case of where I don't remember anybody saying we have this bill that we have to pay that we're being called on that we should pay.

I just remember that the report that it was discussed – does the name Bauccio sound familiar?

MR. REINHEIMER:
I think Phil might have left –

DR. GITTELMAN:
Phil Bauccio, that's who we spoke to. I don't want to put anybody on the spot.

MR. REINHEIMER:
He retired.

DR. GITTELMAN:
May I ask how long again?

MR. REINHEIMER:
I think Phil left in 2002. We had an early retirement program then. I think that's when he left.

MR. BEATTIE:
Which probably not so coincidentally is when the invoices stopped.

DR. GITTELMAN:
No it wasn't just – I mean, Phil Bauccio was our contact. I wouldn't remember a name like that if it didn't mean something. What it was is that we spoke to – this is the way I'm remembering it. You're asking me to remember it back. It's about eight or nine years ago. I remember Phil Bauccio as a name. I remember hearing the discussion related to me, and I said, "Great." It was a request we made that was granted.

MR. BEATTIE:
I guess the problem is if we can put our hands on documentation about how that was granted, it would save a lot of grief that we're going through right now. I understand what you're saying, that the discussion was had. Apparently this individual retired at the same time, and we stopped getting invoices. Anecdotally that sounds right, but if Risk Management is saying they sent us invoices during this period of time –

DR. GITTELMAN:
Did Barbara receive them?

MR. BEATTIE:
Barbara did not receive them.

DR. GITTELMAN:
I don't know what to say. Other than that's my recollection.

MR. GISH:
We'll make the contacts if we can.

MS. GHIORSI-HART:
I did talk to Lance Mallamo, who was the Director at the time. His recollection was along that line.

DR. GITTELMAN:
Lance would remember.

MR. GISH:
Yes, we checked with Lance.

MS. GHIORSI-HART:
Again, it seems like we didn't have anything written, and whether it was, "You don't have to pay," meaning you don't have to pay now or something longer term, I don't know, but the problem is we have nothing in writing.

MR. MCKAY:
If you take Risk Management after 2002 – take their word for it. We sent you an invoice. Obviously payment wasn't made. What is your procedure in Risk Management –

MR. BEATTIE:
To collect.

MR. MCKAY:
- when a person or client doesn't pay.

MR. BEATTIE:
Absolutely.

MR. MCKAY:
It's like, oh, okay, we'll send one next year.

DR. GITTELMAN:
If an invoice was coming in, and this is not something I practiced here. But if an invoice was coming in, it would appear someplace in Board minutes. We got this invoice, so what do we do with it? The Treasurer's Report probably would reflect that. Michael, did you ever--

MR. DELUISE:
If an invoice came in we would have addressed it. None of them came in when I was Treasurer.

DR. GITTELMAN:
My understanding was that the County is self-insured. I remember this. It's coming back to me now. Pardon me, maybe I should shut up, but the truth is I remember that the way the discussion went was, "Did any other County department pay?" At that time, we were told no other County department paid. We were the only ones who were selected for this. I remember that. Whether it was accurate or not, I don't know. But I was told that. When we were told that, it was forgiven, why would we argue?

MR. BEATTIE:
Again, the problem is that putting our hands on the documentation for that – anecdotally I understand what you're saying, but there is a perception versus reality issue that we're dealing with here.

DR. GITTELMAN:
Ron, an invoice presented is proof pudding that a request was made.

MR. MCKAY:
When you are told you don't owe the money, an invoice not presented, how do you really get a –

MR. BEATTIE:
Don brings up a great point, produce the invoices.

DR. GITTELMAN:
Let me give you a better proof. If we weren't paying, but we were receiving insurance benefits, wouldn't your insurance carrier normally say, "Wait a second, guys. The policy is null and void. You haven't been paying."

MR. BEATTIE:
Right.

DR. GITTELMAN:
Wouldn't that be a signal to us as Trustees that there was a problem here, that we hadn't paid our bill? The truth was that we were told we didn't owe the money. If Phil Bauccio did something – I'm going to say that he had the right to do it, but I don't know he had the right to do it. I'm going to assume that at this juncture, because you're making me visit back nine years, I assume he had the right to give us this permission. Why would we say, "Well, no you don't," until somebody sent us a dunning letter and said, "Well you don't." You see, he didn't. It never happened. It would never have crossed my mind to question it.

DR. ROGERS:
From my point of view from strictly a business point of view, if you're not presented with an invoice, you don't go paying bills. If they wanted to get paid, then they should have presented an invoice. If they did present an invoice, and they did not get paid, then they should do something about it.

MR. BEATTIE:
They should have tried to collect it.

DR. ROGERS:
Not wait nine years.

MR. BEATTIE:
Right, I absolutely agree.

DR. GITTELMAN:
I'll take it one step further. I'll disagree with Bill from this stand point. If you're a businessman and you have a liability, a perceived liability, and you don't receive an invoice, you might say to the party, "You didn't send me an invoice," or maybe you would confirm it's pro bono. But if you have a conversation where they say, "No, this is an odd set of circumstances. We're going to forgive this," and then you don't receive an invoice, I don't understand why you would ever bring it up again, especially if the services were rendered without question. That's my position.
The auditor may have put it on the books, and I will say this about the auditor. Those of you who know, I struggled with this auditor for a decade. I had a lot of trouble with the auditors and what they put on and what they didn't. This is something if they put it on, they put it on. But I'm not so sure it was logical.

I'm on the record repeatedly of having protested various things that the auditor did. I don't remember if this was one of them.

DR. ROGERS:
I think it's important that the proof rests with them not with the Board. They claimed to have sent invoices and correspondence. We have never received anything. It's not for us to prove that we didn't receive anything; it's for them to prove that they sent us something.

MR. MCKAY:
The issue that we have to deal with is – I wasn't at the meeting today, but we do have some un-named Suffolk County lawmakers who are – not sure what the word is – bent on making sure that we are held accountable for the payments. I'm concerned about that.

DR. GITTELMAN:
I don't blame you. I agree with you. It's a concern that they would want us to pay something that in good faith we did not know was a liability. I am certainly concerned that that's the position, but I think that the reasons for it were reasonable and honorable. If they have now decided that, no, that either Phil Bauccio was working outside of his area of authority –

MR. GLASCOCK:
But if he hasn't been with the County since 2002, the failure to receive invoices wasn't due to his inaction.

DR. GITTELMAN:
The dispensation that he gave us was given to us by him, that's my recollection. I could be proven wrong, but I'm digging deep here. I wasn't there, okay. So what I'm saying is that if he acted outside of his authority, that could be one thing. And if whomever – I don't know what the, shall we say, the authority structure is within the Department of Insurance, whether he would be the person who would make the decision unilaterally or whether he had a legislative committee that he reported to. I have no idea.

I don't know, but certainly from our perspective at the time, we were always looking to save money. It didn't seem unreasonable that the County would forego that charge. That was it.

MR. GLASCOCK:
By the token that we would have noticed if we received a bill and we did not receive a bill in that time period, one would think that the

County would have realized that they had invoicing over an eight-year time frame, as well.

DR. GITTELMAN:
Unless someone had marked this as a non – unless it had been designated as a non-chargeable situation.

MR. GLASCOCK:
I think that would have been noticed as well.

DR. GITTELMAN:
I don't know. I don't do the County's bookkeeping. If someone says you're a not-for-profit that's an arm of the County, we are not County property, but we're certainly an arm of the County. The point is that it doesn't seem irrational for them to say that we will cover you on this insurance because after all, this is the Vanderbilt Museum, and we consider you part of the County. It didn't seem illogical then, and it doesn't now. That's all I can say. Things like this may come up. I have no idea what else we can dig up over the 15 years that I was President, but this is one that's unusual. I'm sorry that you will have to receive this.

MR. BEATTIE:
I feel sorry that Carol really has to receive it.

DR. GITTELMAN:
Carol wasn't even President.

MR. GISH:
But I don't think anybody recognizes that it's being grouped together as the Vanderbilt since 1898. I think that's the year they're using for whatever reason. I think they're just saying, "You at the Vanderbilt," and it's just sort of a big "you" inclusive. They don't care that Carol has been on for only a short time. They're not concerned that I have been on for less than a year. They're viewing anything that's happened as part of our responsibility, even though the composition of the Board is completely different than it was.

MR. DELUISE:
Then I think we can say it's your responsibility to the County to show us any of the paperwork, show us any of the invoices, and then we'll address it. As I said, if we had gotten an invoice last year or the year before, we would have at least addressed it and questioned what it was. We haven't even had the opportunity to address anything. If

they're saying that they send invoices, we didn't see them. Carol, I don't think, saw them. Steve, you didn't them either.

DR. GITTELMAN:
No.

MR. DELUISE:
So where were these invoices?

MR. BEATTIE:
And they made no effort to collect it.

MR. GISH:
There was a difference at the Legislature over what had taken place between Risk Management and Carol.

DR. GITTELMAN:
And what was their position on it?

MR. GISH:
That we had received – they sent out bills, and we should have received them. They sent out invoices, and they were asked, "Why didn't you respond?" They said, "Well, we just didn't respond." I think the term was, "We weren't going to close the door," or something to that effect. This was when Risk Management was talking. They weren't just going to close us up. The debate was that they sent invoices and that we have ignored them. That's what the debate was. That's when Carol went up to address them at that stage in the game.

MR. BEATTIE:
Why don't I make this suggestion because we're not going to get any further than where we're at right now. Why don't I make this suggestion. As Treasurer, why don't I send a letter to the Presiding Officer stating what our facts are. We sat there. We heard other people that were making statements that we – these are what our facts are. If they want to revisit it on that side, they can. But as Treasurer, I'll send that letter.

DR. GITTELMAN:
We should speak to the prior Treasurer.

MR. GISH:
I'll try to make those two connections.

MR. BEATTIE:
As part of that, if anybody can put their hands on actual minutes where statements were made like this or if there is documentation, that would be great. If we can put our hands on something like that, that would be great. But at least I'll put in what our recollections are and the logic that you've laid out, which is true. If we received the invoice, why didn't they try to collect it if we were in arrears for that period of time? To me, that's the biggest thing. If you really did send the invoices out, first of all, produce them. If we really did receive them, then why didn't you try to collect, especially for this period of time?

MS. GHIORSI-HART:
We certainly have all our minutes going back at those years. I'll look around the minutes of 2001/2002.

DR. GITTELMAN:
There is an implication here that we almost put on the table and the implication is, and I don't believe this is true, but the implication is that a bookkeeper, a Director, a sequence of bookkeepers, maybe a sequence of Directors, or a sequence of Board Members all chose to ignore invoices that were sent and were received?

MR. GLASCOCK:
I would also look at – you mentioned the auditor. If there were invoices, the auditing accounting firm, I think, would have found them in auditing the books and looking at the –

DR. GITTELMAN:
Or they might have accrued for it. I don't know what they did.

MS. GHIORSI-HART:
They did accrue some. Again, just to clarify because Barbara Oster has been our bookkeeper through this period, although there was a time around 2005/2006 where she was gone for six months or so. So there was a little period where she was gone. I wasn't here yet.

When we were really going over this, and maybe she went back with some notes, she may have received one invoice in 2007.

MR. BEATTIE:
For two years.

MS. GHIORSI-HART:
For the prior two years, for 2005/2006. She may have received an invoice in 2007. It must have been before – and I didn't start until the end of 2007. But she did not recall receiving any other invoices from 2001 until we received one this past fall.

MR. GLASCOCK:
Did she recall what the response was to that invoice?

MS. GHIORSI-HART:
In the one that she received?

MR. GLASCOCK:
If I got a bill for the last two years of my homeowners insurance, I would have probably noticed it, and I would have called them to speak to them.

DR. GITTELMAN:
There must have been a response.

MS. GHIORSI-HART:
She didn't seem to indicate what the response was. My thinking is maybe that was toward the time when Lance was leaving. Again, the Director left in 2007 and maybe it got caught in that time frame.

DR. GITTELMAN:
Lance had a lot of communications with Phil Bauccio.

MR. BEATTIE:
Well, this is post Phil Bauccio.

DR. GITTELMAN:
He also could have spoken to Risk Management. Remember, Lance worked for the County.

MR. GISH:
We will explore both the Carl connection, the prior Treasurer. If we can, we will try to make contact with Phil. I don't know whether that –

DR. GITTELMAN:
The prior Treasurer –

MR. BEATTIE:
The prior Treasurer is Mike.

DR. GITTELMAN:
The prior, prior Treasurer was Carl.

MS. GHIORSI-HART:
I believe Carl is in Georgia.

DR. ROGERS:
It seems like when something goes wrong, they always find a fall-guy. It always happens to be the Board and the Museum. That's what it sounds like to me.

MR. GISH:
Did you notice that, too, Bill?

MR. BEATTIE:
And he wasn't even there.

MR. GISH:
Let's move on if we possibly can. Carol, Executive Director's Report.

MS. GHIORSI-HART:
Okay, it's been a very busy day. Actually I guess I should summarize some of the reasons why we were at the Parks Committee today of the Legislature. Ron and Noel were there.

In addition to the resolution sort of forgiving this recent bill that we got, there was the endowment management firm, the potential firm was there to make a presentation. I guess that – what officially happened at the end of the meeting? It wasn't tabled; it was without – if Lance could summarize what happened with the endowment issue.

MR. REINHEIMER:
Sure, they voted to – retaining the asset manager through a procedural motion. They don't have to do a regular resolution because the Legislature has the authority to retain the asset manager. They voted the procedural motion out of committee with no recommendation.

Generally committees vote resolutions out. By their vote and approval, it's their recommendation to the whole Legislature that they're standing behind particular legislation.

In this case, they're just saying we think it's important to bring before the whole Legislature, but we're not saying that we recommend its adoption. That's where we are.

One of the Legislators, Legislator Stern, had some additional questions for the asset manager. The meeting was running late and long, and there was another meeting that was waiting to start at the conclusion of the Parks and Recreation meeting.

We're going to arrange a meeting with the asset manager. Whether it's going to be through a conference call or face to face meeting, I'm not sure yet. It's tentatively set up for Tuesday. The procedural motion will be considered by the Legislature at that meeting. It's a 4:00 meeting. It's a night meeting on Tuesday. That's where that stands.

DR. ROGERS:
This is for retaining the current asset manager?

MR. REINHEIMER:
No, it's not. We're changing to PFM Asset Managers.

MR. GISH:
Out of Philadelphia.

MR. REINHEIMER:
They have a local office in Bohemia.

DR. ROGERS:
Were they the ones who handled our finances during the crisis?

MR. REINHEIMER:
No, that was Bank of America.

MR. MCKAY:
I'm confused. This is an RFP process, correct?

MR. REINHEIMER:
Correct.

MR. MCKAY:
This group was selected by I guess some kind of committee.

MR. REINHEIMER:
Correct.

MR. MCKAY:
And this committee makes recommendations to the Parks Committee.

MR. REINHEIMER:
Well, in this case, in the County, if you have an RFP Committee, you have more than one responder, they can go to contract. Because the Parks Committee directed that an RFP be done to find an asset manager, it was concluded that it was important to bring it through by procedural motion to have the whole Legislature consider retaining the selection of the RFP committee and to have the asset manager come before the Parks and Recreation Committee to make a presentation to provide more transparency, basically.

MR. MCKAY:
So they made a presentation. Now it's going to go to the full Legislature.

MR. REINHEIMER:
On Tuesday.

MR. MCKAY:
Are they going to approve this, or are they going to say, "Throw it back to the Parks Committee or throw it back to the RFP Committee."

MR. REINHEIMER:
They can table it, they can approve it, or they can vote it down.

MR. GLASCOCK:
Is it unusual – you mention the posture in which it's being presented, in which they're referring it, but they're not basically advocating for the selection of this group. Is that typical or atypical?

MR. REINHEIMER:
It's not unusual. I would say 95 percent of the resolutions that come out of committee are not done that way, but several, about 5 percent, will come out without recommendation. It's not unusual, but it's not the norm.

MR. GLASCOCK:
Do you think it has any meaning, or is that the way they operate?

MR. GISH:
Lance is not going to look into his crystal ball.

MR. REIMHEIMER:
There were certain Legislators that felt that they didn't want to table it and hold it up, but they weren't exactly – they were voting it out of committee so that the whole Legislature could consider it. But by their vote, it doesn't mean that they're actually endorsing it. I guess that's a pretty good summary of how the Legislature considers this.

DR. GITTELMAN:
I'll add to this. My experience is that at times Legislators don't feel fully informed. They feel like they have outstanding questions that an issue is too hot to lay their imprimatur on it at the moment. They don't want long-range responsibility for certain things. They would rather have it considered by the Legislature. There are a lot of political and personal reasons why the Legislators chose to have things go out without recommendation.

MR. REINHEIMER:
That's a good explanation. I think that's the case because Legislator Stern and Legislator Montano both had additional questions they wanted to ask the asset manager. I think the asset manager didn't have answers to one of their questions, which was how their performance compared to indexes in the various asset categories.

MR. GLASCOCK:
So they're moving it forward for more discovery –

DR. ROGERS:
Should the Board be successful in raising sufficient funds to make investments, is the Board obligated to use their asset management, or can we use our own?

MR. REINHEIMER:
That's a legal question, but if you're raising assets outside the endowment and they're not part of the endowment, I would think that you would have the authority to invest them in the interest of the museum.

MR. GLASCOCK:
Without any research, it's my understanding that if, for instance, the museum created its own endowment, that it could manage its own funds.

DR. GITTELMAN:
That's correct. I agree.

MR. MCKAY:
My only concern is that I don't know how long it's been since the RFP was issued.

MR. REINHEIMER:
It's been a year.

MR. MCKAY:
The money, it's been – and I've got to choose my words carefully here, but we're getting criticized by a lot of people, which I think is unfair, about the ways things are being managed here. A lot of Trustees and staff are doing their best to right the ship. Here we have millions of dollars – I'm not aiming this at you. I'm just frustrated that we have millions of dollars in the endowment, and we need to get this money working to the best of this museum's ability.

I have total respect for the Legislators' questions and what their concerns are. But I'm just concerned that it's going to be thrown back to the Legislature on Tuesday and they're going to say, "Well, geez, we've got some questions," and they throw it back again. Six months from now, you're going to come back and say, "Oh, yes, we had a concern about the original group, and now we decided to do another RFP." Meanwhile this money is probably sitting in God knows what kind of account.

MR. REINHEIMER:
I can't predict what the Legislature will do. I can't speak for the Legislature. I'm not a policy maker. But my involvement with this process and being at the committee meeting today and having – as I tell Carol, it's a process. They have questions.

We're going to work our best to get the parties together and get those questions answered in a way that this can go forward. There are 18 Legislators, and I think that when there is another meeting between the asset manager and the interested parties, that these questions will be answered. They had no major concerns that came out during the meeting with this asset manager. They just had some more questions about their record because that wasn't clear as to how they compared for the past ten or fifteen years against the various indexes.

They were assured that this asset manager compared favorably to the indexes and that they would provide that information. I don't think there's going to be a major problem. I don't think it's going to be something that's going to be held out for a long period of time.

The Legislature does care for the museum and wants to do what's right by the museum. When you're entering into a contract that's three years, possibly with two additional years for options to renew, it's a five-year contract; they want to make sure that they're comfortable with whoever is managing the money. I think your concerns are a little premature.

MR. MCKAY:
It's just that it's been a year. I just hope that – I know how the political process works. I understand that Legislators have their concerns. I respect that, but I'm just saying that – right now, where is the money sitting, in what kind of an account?

MR. REINHEIMER:
Well 80 percent of it is in bonds and 20 percent is in cash or cash equivalents.

MR. GISH:
It's not producing a lot of income.

MR. REINHEIMER:
It's generating some income. The income is pretty low because the interest rate on bonds is low. Fortunately, interest rates haven't ticked up so there is some capital appreciation. Bonds are selling at a premium. The fund has gained. It's up to $8.7 million. The corpus is $8.2 million so there's about $450,000 above the corpus is where it is right now. But it needs to be managed in a way to start to get back into equities.

DR. GITTELMAN:
One of the ways in which I ran into trouble with the Legislature occasionally was in the way – I totally agree with everything that Don just said. I want to lend my support, but I will say this. Lance comes here representing Budget Review, not the Legislature.

MR. MCKAY:
I didn't in no way mean to – I'm just frustrated. I just feel frustrated by government in general. All of those in government need to work more efficiently. It's just been a year, and obviously it's a lot of

money we're talking about. I'm just hopeful that this money will be put to a more efficient use as soon as possible. That's all.

DR. GITTELMAN:
I guess my point is, on a different vein, that we have to be cautious of putting Lance on the spot for policy issues and political issues because that's not Lance's job. He doesn't represent anyone in that respect. He's a great cruncher of numbers for us and a loyal friend. I just want to say that. I don't mean to intrude on anything Don is saying. I just want to make sure that we understand that we have to be careful.

MR. GISH:
And he's also an excellent bunny wrangler, but I don't want to dwell on that right now.

DR. GITTELMAN:
We're not going to get into the bunny part of this.

MR. GISH:
I know. Okay, Carol, is there anything else?

MS. GHIORSI-HART:
Yes, this has been a very exciting week. Monday we had a meeting of all the interested parties for our Goto projector replacement project. Anyone who was – all the vendors who are interested in submitting a bid were required to be here. All the companies that we were hoping would be here were here. Things are moving along. That's the nice thing.

As we were going through the process, it became clear that they needed to adjust the time frame a little bit, so the return of the RFP is now May 3, something like that. We will expect response at that time. Then we will start the process of evaluating. Again, the good news is we are moving on our project. If things move along as they can, we hope, we could be looking at an October or August 2011 opening of the new planetarium. We will know in May a lot more. That was a landmark day for us all.

Also it seems like a very long time ago, but we haven't met since the end of February week, and I just want to let everyone know how successful it was. It was a very busy week. We talked about our membership.

The Saturday night event we had Bella Gaia. We had sold out the first show. We added a second show. We sold out the second show. That was a very big night for us and, again, a wonderful program, an educational program, as well as different kind of entertainment in our dome. That was very successful.

I have had several meetings in the last week with North Shore Promotional Alliance. There are some exciting things going on. We hosted at the Vanderbilt Museum. We had about 30 people from all over the North Shore and actually some South Shore people on that one and new ways to promote to work together, and to pull our resources to promote all our institutions.

Then the Gold Coast Mansion Alliance, again, we hosted here. That's another wonderful alliance of institutions that have similar interests. We're working together to promote our institutions within the Gold Coast and Historical Institutional Alliance, a smaller sub-group, of just the Gold Coast Mansions. They are actually meeting tomorrow morning. We're hoping to do something very special in May for our Gold Coast mansions. We have several ideas for that tour for our museum.

We're very excited that the National Preservation Society is going to be coming to our institution, and that's a big important visit in May. There is just a lot going on right now that's really exciting.

One thing I have to tell you all is to mark May 22 on your calendar. We have been working on – and Don McKay has been involved with this – with the Huntington Chamber of Commerce. They have decided to make us their arts institution. They adopt an institution every once in a while. So they are adopting the Vanderbilt Museum in April/May. They're going to help us with April being like an Earth Day Month and different promotions to get families here. I will go into that in more depth at another time. I will send you some of the information, but it's a good way of bringing children in for the whole month.

We'll do something special on the Saturday after Earth Day. We'll have a Family Day, again, with the help and promotion of the Chamber and different Huntington businesses. They're going to be doing a photo shoot here on Tuesday. We're going to be featured in a Huntington area glossy magazine

We're going to be having a gala on May 22 benefitting us at this museum a black tie affair. They have a committee that came here, as

well as promoters. People are going to help with sponsorships. They are putting together a committee so it's just sort of new right now. They know we have a very short time frame, but this is a really exciting thing for us to have help putting together a fundraising gala. You will be hearing more about this. We're still sketching out some of the details, but Saturday, May 22, is the date. Don, do you have anymore information?

MR. MCKAY:
I think we obviously have to meet again and hammer out more details. It is a very tight date, but a couple of us met. We're very ecstatic that the Chamber reached out to us. We'll try to get a jump on this and do the best we can to make this a successful event. I think we're envisioning it to be somewhat like a wine tasting where a couple of local restaurants in Huntington would come in and provide food, so that there would be different dishes that would be available. I believe it's also a fashion show. The way I dress, I won't even attempt. But they already tied into this event. There are some local dignitaries, I guess you'd say, as models and so forth. It should be a great event. We can try to get more people at the museum and make some money.

MR. GISH:
May 22, mark that date. I'd like to see all the Trustees there. Anything else?

MS. GHIORSI-HART:
The last thing is the bunny breakfast, which is on April 3. Our bunny handler will be here, the bunny and little chick will be here. We're already getting some really great publicity. We've started selling the tickets. It's a really nice family event. We do an egg hunt and play some games, and it's a nice breakfast.

You can also get to travel through the stars and have your picture taken with the bunny. That's at nine o'clock the Saturday before Easter. That's it.

MR. GISH:
Thanks. Just a couple of items I want to discuss very quickly. There is going to be a hearing on April 3 before the Legislature. They have a resolution that they're going to vote on on Tuesday, April 3 –

MS. GHIORSI-HART:
March 23.

MR. GISH:
March 23, I'm so embarrassed. That's next Tuesday at 4 p.m. The resolution that they are putting forth is for new Trustees, that one Trustee will be appointed by the Majority Leader of the Legislature, one Trustee will be appointed by the Minority Leader of the Legislature, and one Trustee will be appointed by the Speaker of the Legislature.

If any of the Trustees feel strongly or so inclined to go to the meeting at 4:00 p.m. on March 23 to address that question, or if you have concerns about that change in how the Trustees are appointed I would urge you to attend that meeting. I believe it's in Hauppauge, but I will check. If that's not the case, I will email you, but I believe it's a late meeting, but it is at 4:00 p.m.

I personally have some issues that I think have to be resolved with that resolution, but I will take the time to do that that evening, rather than now.

MS. GHIORSI-HART:
Could I just ask one question procedurally? It's a hearing, right, so they're not voting on this.

MR. REINHEIMER:
Yes, it's a public hearing. What time are the public hearings?

MS. PASTORE:
The public hearings are at 6:30.

MR. REINHEIMER:
Yes, the public hearings start at 6:30 p.m.

MR. GISH:
Oh, it's 6:30 p.m. Thank you, Ann Marie.

MS. GHIORSI-HART:
So they just hear it, and then does it go back to committee?

MR. REINHEIMER:
Yes, it's still in committee. It was tabled today because of the public hearing. They have to have a public hearing first before it comes out of committee. They can either close the public hearing or –

MS. PASTORE:
Recess it.

MR. REINHEIMER:
Yes, or recess it, thank you. If they don't close it, it remains until the next public hearing, too. If they recess it, that means it goes back to committee for a vote by the committee.

MR. GISH:
So let me do that one more time. March 23, at 6:30 p.m., public hearing on the resolution proposed by the Legislature dealing with new Trustee appointments and the matter in which the three new Trustee appointments will be made.

I will be attending the LIMA workshop on Monday, March 22. That is the Long Island Museum Association, and the meeting will be in the morning.

I would also like to put out four considerations, some long-range ideas that Carol and I have already explored with a construction firm. But we haven't gotten any calls back on it yet. We were looking for sponsorship for the possibility of an extension out the planetarium. This is all in line with the new star projector coming in. What adjustments do we have to make in this facility here to better use it and to better house the things that we have?

The possibility of the extension out the planetarium into the rose garden that could possibly serve as a cafe and could possibly be used by young people who come here who want to attend a program here at the planetarium and then maybe go to the museum in the winter time. There really is no space where they could have lunch besides in the bus. That would be nice. If we could end up with someone coming in to sponsor that construction, that would be good.

We broached the possibility of a permanent structure for the dinosaurs. The temporary building, the Butler Building that's in the back, I think is not conducive to the exhibit that we have. I would like to consider a permanent building either in the back where the Butler Building is, a much larger facility that would better house the exhibit. I'm looking for a sponsor to possibly come in and construct something that would be much more appropriate than how it looks now.

Another issue is the potential of eliminating our tent, which has always been an issue dealing with sound. If there was more of a permanent

building, which we could assemble on the same property area, that area west of the mansion that would not impede the mansion, if we could put up a building of the appropriate size, a permanent structure. I think the time period is good based on the economics. We might be able to get approval on that, both from the County and from a historic point of view, since it's not going to be attached to the mansion. It will be a separate structure. I think we would open up a range of possibilities for corporate functions for improved educational programs and for doing weddings that would be not just locked into that six month period that we have between May and end of October.

That's what we're looking at. This is pie in the sky looking. We looked at three possibilities. We ran them around, but obviously it would require sponsorship. If anyone runs across an individual who would like to involve themselves in that, I would be more than willing to sit down with them. I have three people that I've talked to so far.

My in-roads into possibly supplying new seating and new carpeting, which is something we're going to require also for this building when the new star projector comes in. We need new carpeting, and we need a new interior. We need new seats in the planetarium. That's going to run about $400,000. I'm making calls now.

My problem is that when I tell them it's $400,000 for those improvements, they want to know when the projector is going to be installed, and I can't tell them. So they usually come back with when you have that idea, you can come back to us, because they're obviously not going to put it in a 2010 budget, if it's going to come through in 2011.

That replacement of the seating in the planetarium and the rugs have to be done at the same time because you can't install all of that really critical electronic equipment in there and then raise all the dust after that with replacing the chairs and rugs after that. There has to be some coordination between those two programs.

I'm hoping that we might be able to enlist the help of some scientific organizations who might look at this as a real nice project to be attached to, besides the new projector coming in, to have them associated with a state-of-the-art planetarium.

If any of those ideas appeal to any of the Trustees or you have a contact that I should see, please get in touch with me immediately, and I will pursue it.

Is there any new business?

DR. ROGERS:
Has the County abandoned the idea of the hangar?

MR. GISH:
I have worked at every new way to Sunday, and although everybody smiles and grins, I see no progress. I could be absolutely wrong in this. I'm pursuing our own independent avenue and see if I can come up with something rather than wait for the County. In this economic time, to be very honest with you, we're getting the projector. If I go and ask for something else, I don't think that that's going to be a reality. That's my honest opinion. I'm basing it on the faces that I see. I don't think that that's going to come in and happen. Therefore, on behalf of the dinosaurs, I'd like to do something a little bit more appropriate if, in fact, I can manage to do and make it part of this educational forum.

We talk about the dinosaurs and the concept of the extinction of the dinosaurs being a meteorite, hitting somewhere around Mexico. That was a celestial happening. What better way to sort of deal with that in the planetarium than to have the dinosaurs attached in the back. I think it just could be showcased better at present. It should be in a better building and maybe a little bit more room for parties that might take place in there, and maybe some updated kiosks that could deal with new information.

But I think the exhibit is worthwhile, and I do not want to see it stored in a building that, from my point of view, is deteriorating. I think we should – if it doesn't happen this year, then maybe next year. Then if it doesn't happen next year, then maybe the year after, but I'd like to start pursuing it. I honestly don't want to wait until the building is in such bad shape that we lose the exhibit. My aim is not to lose the exhibit. I would just like to showcase it better. If we can get the construction done with this with outside funds, it's all the better. I think it would be terrific.

Any old business? New business? Can I have a motion to adjourn?

MR. BEATTIE:
Motion.

MS. OLDRIN MONES:
Second.

MR. GISH:
(Vote: 8/0/0/7 Absent: Ms. Anker, Mr. Swinson, Mr. Olivieri & Mr. Sillman. Three vacancies.) The next meeting is April 21. Thank you all for coming.

(Mr. Gish adjourned the meeting at 9:10 p.m.)

NG:ap
Attachments

SUFFOLK COUNTY
VANDERBILT
MANSION • PLANETARIUM • MUSEUM

SUFFOLK COUNTY VANDERBILT MUSEUM
Board of Trustees Meeting
March 17, 2010
7:00 p.m.

AGENDA

I.	Introduction of Guests	
II.	Approval of Minutes of Previous Meeting	
III.	Treasurer's Report	R. Beattie
IV.	Development/Stragic Planning Committee	R. Beattie
V.	Education Committee	G. Mones Oldrin
VI.	Buildings and Grounds	D. McKay
VII.	Executive Director's Report	C. Ghiorsi Hart
VIII.	President's Report	N. Gish
IX.	Old Business	
X.	New Business	
XI.	Adjourn	

SUFFOLK COUNTY VANDERBILT MUSEUM

Treasurer Report

January 2010

	Actual January	Budget January	Variance
Revenue			
Admission	$ 42,185	$ 44,000	$ (1,815)
Membership	$ 1,065	$ 3,830	$ (2,765)
Museum Store	$ 2,269	$ 4,000	$ (1,731)
Special Events	$ 1,403	$ 3,000	$ (1,597)
Suffolk County Funds	$ -	$ 57,791	$ (57,791)
Endownment	0	20,833	0
Site Use	$ 6,520	$ 6,000	$ 520
Donations & Gifts	$ -	$ 5,000	$ (5,000)
Other General	$ 116	41	$ 75
Total Revenue	$ 53,558	$ 144,495	$ (90,937)
Expenses			
Salaries & Wages	$ 67,211	$ 77,333	$ (10,122)
Benefits	$ 17,362	$ 21,625	$ (4,263)
Maintenance & Equipment	$ 4,987	$ 8,583	$ (3,596)
Insurance	$ 6,800	$ 6,833	$ (33)
Professional	$ 11,629	$ 20,416	$ (8,787)
Museum Store	$ 340	$ 3,000	$ (2,660)
Telephone	$ 2,883	$ 2,500	$ 383
Utiilities	$ 13,875	$ 15,000	$ (1,125)
Supplies, Programs, Gala	$ 1,554	$ 3,000	$ (1,446)
General Expenses	$ 1,178	$ 4,210	$ (3,032)
Total Expenses	$ 127,819	$ 162,500	$ (34,681)
Excess / Deficiency	$ (74,261)	$ (18,005)	$ (56,256)

Suffolk County Vanderbilt Museum and Planetarium

Thatched Cottage Proposal Review

We are pleased to have the interest by the Historical Thatched Cottage in providing exclusive catering services to the Suffolk County Vanderbilt Museum and Planetarium. The Executive Committee of the Board has reviewed the proposal which has been summarized as follows along with our comments:

Proposal	Executive Committee Review
Historical Sensitivity	The committee appreciates the historical sensitivity which the Thatched Cottage has applied to its one hundred year old facility as it relates to the potential of working with The Vanderbilt.
Exclusivity	For obvious reasons, there must be a provision for the Thatched Cottage to make a commitment to the Vanderbilt. Firm language needs to be developed so that there is some flexibility for The Vanderbilt and ensuring that there are no misunderstandings by either party.
Volume	The proposal calls for a guaranteed booking for 18 wedding events at $7,500 site fee to The Vanderbilt with the potential for doubling this (not guaranteed). While this would not be possible without having an exclusive arrangement (for logistical reasons), some consideration must be given to the noise problems cited by our neighbors which would certainly be exacerbated by having more than one event per weekend. Please note that The Vanderbilt currently has 10 events contracted which would not be subject to an agreement with the Thatched Cottage.
Additional Considerations	The Thatched Cottage also includes in their proposal to provide food and beverage for two Vanderbilt fundraising events but certainly detail would have to be added to any final agreement.
Location: Garage (aka Educational Center)	The proposal calls for the Vanderbilt garage (also known as the Educational Center) to be converted into a Bistro Café and open year round. While we have long desired to have a visitor amenity like this, we have concerns that: A. The proposal does not make any provisions for either or rent and/or revenue sharing and, B. We would have to make alternative arrangements for the revenue producing and mission-oriented programs that currently are enjoyed in this space. We also recommend that other buildings / spaces be considered as a potential location for this visitor amenity.
Location: Planetarium	Thatched Cottage also proposes to provide food service at the Planetarium which has also been a longstanding goal of The Vanderbilt. We have the similar concern as above regarding the lack of rent and/or revenue sharing provisions in this proposal.
Location: Laundry Room	Although the Laundry Room wasn't specifically addressed in the proposal, we understand that this space would also be required as part of an exclusive agreement. We feel that this is an underutilized space and would consider providing it at no cost and/or revenue sharing as part of an exclusive catering agreement. Certainly, this must be addressed more formally in any final agreement.
Staffing	While the proposal does not specifically address on-site sales staff, it is our understanding that Vanderbilt staff would still be required for site-use sales. It would be our desire to free-up our staff from this so that they could be more focused on group visit sales, special events, etc.

Conclusions

- We are enthused that there is interest by a local vendor in working with The Vanderbilt to provide recurring revenue to the museum while improving the visitor experience.
- We feel that the timing is ripe for an initiative like this given our anticipation of the new Planetarium projector currently scheduled to go online in 2011 and the expectations of rising visitorship.
- The current proposal is a good starting point to begin discussions on the above-referenced concerns.
- The final agreement must be based on the provisions in the RFP that had been previously sent to prospective vendors and to include issues such as term of agreement, operating expenses, permits, utilities, insurance, hiring practices, etc.

SUFFOLK COUNTY VANDERBILT MUSEUM
TREASURER REPORT FOR THE YEAR ENDING 2010

	Actual January	Budget February	Budget March	Budget April	Budget May	Budget June	Budget July	Budget August	Budget September	Budget October	Budget November	Budget December	Project Year End	Business Plan	Dollar Variance
REVENUE															
EARNED INCOME															
Admissions	42,185	65,000	54,000	73,000	61,000	47,000	71,500	74,500	36,000	40,000	57,000	37,000	658,185	660,000	(1,815)
Membership	1,065	3,830	3,830	3,830	3,830	3,830	3,830	3,830	3,830	3,830	3,830	3,870	43,235	46,000	(2,765)
Museum Store	2,269	4,000	6,000	6,000	9,000	6,000	5,000	6,000	3,000	3,000	3,000	5,000	58,269	60,000	(1,731)
Special Events	1,403	7,000	7,000	7,000	8,000	8,000	20,000	20,000	50,000	4,000	8,000	8,000	148,403	150,000	(1,597)
Suffolk County Funds	0	57,791	57,791	57,791	57,791	57,791	57,791	57,791	57,791	57,791	57,791	57,799	635,709	693,500	(57,791)
Endownment	0	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,837	229,167	250,000	(20,833)
Site Use	6,520	6,000	6,000	8,000	33,000	15,000	15,000	14,000	18,000	6,000	8,000	5,000	140,520	140,000	520
Donations & Gifts	0	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	55,000	60,000	(5,000)
Other General	116	41	41	41	42	42	42	42	42	42	42	42	575	500	75
Total Earned Income	**53,558**	**169,495**	**160,495**	**181,495**	**198,496**	**163,496**	**198,996**	**201,996**	**194,496**	**140,496**	**163,496**	**142,548**	**1,969,063**	**2,060,000**	**(90,937)**
EXPENSES															
Salaries & Wages	67,211	77,333	77,333	77,333	77,333	77,333	77,333	77,333	77,333	77,333	77,333	77,337	917,878	928,000	(10,122)
Benefits	17,362	21,625	21,625	21,625	21,625	21,625	21,625	21,625	21,625	21,625	21,625	21,625	255,237	259,500	(4,263)
Maintenance & Equip.	4,987	8,583	8,583	8,583	8,583	8,583	8,583	8,583	8,583	8,583	8,583	8,587	99,404	103,000	(3,596)
Insurance	6,800	6,833	6,833	6,833	6,833	6,833	6,833	6,833	6,833	6,833	6,833	6,837	81,967	82,000	(33)
Professional	11,629	20,416	20,416	20,416	20,416	20,416	20,416	20,416	20,416	20,416	20,416	20,424	236,213	245,000	(8,787)
Museum Store	340	3,000	4,000	3,000	4,000	3,000	3,000	3,000	2,000	2,000	2,000	3,000	32,340	35,000	(2,660)
Telephone Communic.	2,883	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,383	30,000	383
Utilities	13,875	18,000	17,000	14,000	14,000	15,000	19,000	18,000	19,000	19,000	15,000	17,000	198,875	200,000	(1,125)
Supplies, Prgrm., Ball	1,554	8,000	8,000	8,000	8,000	8,000	8,000	13,000	23,000	15,000	11,000	14,000	125,554	127,000	(1,446)
General Expenses	1,178	4,210	4,210	4,210	4,210	4,210	4,210	4,210	4,205	4,205	4,205	4,205	47,468	50,500	(3,032)
Total Expenses	**127,819**	**170,500**	**170,500**	**166,500**	**167,500**	**167,500**	**171,500**	**175,500**	**185,495**	**177,495**	**169,495**	**175,515**	**2,025,319**	**2,060,000**	**(34,681)**
Excess / Deficiency of Revenue	**(74,261)**	**(1,005)**	**(10,005)**	**14,995**	**30,996**	**(4,004)**	**27,496**	**26,496**	**9,001**	**(36,999)**	**(5,999)**	**(32,967)**	**(56,256)**	**0**	**(56,256)**

SUFFOLK COUNTY VANDERBILT MUSEUM
BUSINESS PLAN FOR THE YEAR ENDING 2010

	Budget January	Budget February	Budget March	Budget April	Budget May	Budget June	Budget July	Budget August	Budget September	Budget October	Budget November	Budget December	Business Plan
REVENUE													
EARNED INCOME													
Admissions	44,000	65,000	54,000	73,000	61,000	47,000	71,500	74,500	36,000	40,000	57,000	37,000	660,000
Membership	3,830	3,830	3,830	3,830	3,830	3,830	3,830	3,830	3,830	3,830	3,830	3,870	46,000
Museum Store	4,000	4,000	6,000	6,000	9,000	6,000	5,000	6,000	3,000	3,000	3,000	5,000	60,000
Special Events	3,000	7,000	7,000	7,000	8,000	8,000	20,000	20,000	50,000	4,000	8,000	8,000	150,000
Suffolk County Funds	57,791	57,791	57,791	57,791	57,791	57,791	57,791	57,791	57,791	57,791	57,791	57,799	693,500
Endownment	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,837	250,000
Site Use	6,000	6,000	6,000	8,000	33,000	15,000	15,000	14,000	18,000	6,000	8,000	5,000	140,000
Donations & Gifts	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Other General	41	41	41	41	42	42	42	42	42	42	42	42	500
Total Earned Income	**144,495**	**169,495**	**160,495**	**181,495**	**198,496**	**163,496**	**198,996**	**201,996**	**194,496**	**140,496**	**163,496**	**142,548**	**2,060,000**
EXPENSES													
Salaries & Wages	77,333	77,333	77,333	77,333	77,333	77,333	77,333	77,333	77,333	77,333	77,333	77,337	928,000
Benefits	21,625	21,625	21,625	21,625	21,625	21,625	21,625	21,625	21,625	21,625	21,625	21,625	259,500
Maintenance & Equip.	8,583	8,583	8,583	8,583	8,583	8,583	8,583	8,583	8,583	8,583	8,583	8,587	103,000
Insurance	6,833	6,833	6,833	6,833	6,833	6,833	6,833	6,833	6,833	6,833	6,833	6,837	82,000
Professional	20,416	20,416	20,416	20,416	20,416	20,416	20,416	20,416	20,416	20,416	20,416	20,424	245,000
Museum Store	3,000	3,000	4,000	3,000	4,000	3,000	3,000	3,000	2,000	2,000	2,000	3,000	35,000
Telephone Communic.	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
Utilities	15,000	18,000	17,000	14,000	14,000	15,000	19,000	18,000	19,000	19,000	15,000	17,000	200,000
Supplies, Prgrm., Ball	3,000	8,000	8,000	8,000	8,000	8,000	8,000	13,000	23,000	15,000	11,000	14,000	127,000
General Expenses	4,210	4,210	4,210	4,210	4,210	4,210	4,210	4,210	4,205	4,205	4,205	4,205	50,500
Total Expenses	**162,500**	**170,500**	**170,500**	**166,500**	**167,500**	**167,500**	**171,500**	**175,500**	**185,495**	**177,495**	**169,495**	**175,515**	**2,060,000**
Excess / Deficiency of Revenue	**(18,005)**	**(1,005)**	**(10,005)**	**14,995**	**30,996**	**(4,004)**	**27,496**	**26,496**	**9,001**	**(36,999)**	**(5,999)**	**(32,967)**	**0**