

SUFFOLK COUNTY VANDERBILT MUSEUM

BOARD OF TRUSTEES

MINUTES

A regular meeting of the Suffolk County Vanderbilt Museum Board of Trustees was held on May 19, 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
Sarah Anker – Trustee
Dan Olivieri - Trustee
Dr. Steve Gittelman – Trustee
Dr. William Rogers – Trustee
Carol Ghiorso-Hart – Executive Director
Lorraine Vernola - Staff
Peter Newman – Staff
Ann Marie Pastore – Stenographer

Absent:

Arthur Sillman – Trustee
Thomas D. Glascock – Trustee

(Mr. Noel Gish called the meeting to order at 7:10 p.m.)

MR. GISH:

Welcome to the Suffolk County Vanderbilt Museum Board of Trustees for May. I'd ask everybody to stand for a salute to the flag, please.

(Salute to the Flag)

MR. GISH:

Thank you. Ann Marie, do you have a list of guests in attendance.

MS. PASTORE:

Yes.

MR. GISH:

Can I have a motion to approve the minutes from the April meeting?

MR. MCKAY:

Motion.

MR. DELUISE:

Second.

MR. GISH:

Motion by Don. Seconded by Michael. All in favor? Opposed?

The minutes are approved. (Vote: 7/0/0/8 Not Present: Dr. Gittelman & Dr. Rogers. Absent: Mr. Glascock & Mr. Sillman. Four vacancies.)

Is there anyone in attendance who would like to address the Board at this time?

Treasurer's Report.

MR. BEATTIE:

It's enclosed there. If you have any questions, I'll be happy to answer them. The big news is the Hotel/Motel Tax check did arrive.

MR. GISH:

I'm going to tell you that it not only arrived but it was hand delivered by Jim Burt on Monday afternoon at 4:30. We were here. I was very happy to see Jim Burt outside his office hand delivering this to us. All of those checks have just been signed.

MS. ANKER:

How much was the amount?

MS. GHIORSI-HART:

It was \$115,000 and some change, and there is \$85,000 worth of checks right there. We had payables of over \$100,000 in payroll, so it will be all gone. But we are now on schedule. We will be able to get monthly installments. It should be flowing.

MS. ANKER:

Do you have a rough idea of much those installments will be per month?

MS. GHIORSI-HART:

It will be in the area of \$50,000. It's a reimbursement. We will be giving them – it will mostly be reimbursement for payroll and utilities.

MR. GISH:

That's going to help out immensely, and it's going to come monthly rather than – remember, this is May. That was passed in December. We have waited a long time for that. That was part of our 2010 budget that we put together with the County. It was part of it. We have been sort of hanging on since January, February, March, April and into May.

MS. ANKER:

Can't we get retro money from --

MR. GISH:

That actually is.

MS. GHIORSI-HART:

The way the contract was structured, they gave two months up front, so that money is two months up front. Then we'll be handing in vouchers to get reimbursed for each month less one-twelfth of that up front money. We got that up front advance,

and now we'll be putting in this week vouchers for January, February, March and April.

MS. ANKER:

Thank you.

MR. GISH:

Ron.

MR. BEATTIE:

The only other thing I'd like to say on that is, obviously, of all the stuff that we've been discussing, this is helpful but we'll still have to do all the other programs that we're talking about doing tonight, so that we're not dependent on Hotel/Motel Tax. That's for sure.

MR. GISH:

Remember, that can decline over a five-year period. It's only in four or five years, and they can agree to lessen that each and every year over a five-year period. They're probably going to be weaning us off the Hotel/Motel Tax. Anything else, Ron?

MR. BEATTIE:

No, that's it.

MR. GISH:

You can either do Development or Strategic Planning, whatever order that you choose.

MR. BEATTIE:

Okay, I guess we'll start out with Development. Our Development meeting was somewhat truncated. As you guys know, we always get pulled in several different directions.

I will start out with the Development and the Thatched Cottage. We met with Thatched Cottage to talk to them about everything that we had reported not the last meeting but in the previous meeting minutes in terms of what our reaction was to their proposal.

I think the meeting went well. It was very positive. They have since gotten back to us and said they are working on a more formal RFP for us. We've explained to them that the key is revenue generation. Having the amenity is great, but revenue

generation is more important than anything else. They are coming back to us with different ideas on that. They hope to get back to us next week. Is that right, Carol?

MS. GHIORSI-HART:

Yes.

MR. BEATTIE:

So by the next Trustee meeting we should have at least a boiler plate of an agreement that we can discuss and nail down.

MR. GISH:

Our meeting was May 13, so it was just last week. We were supposed to meet today, but they were just not prepared to go ahead, but that's not a problem since we asked them to do a lot at the last meeting. We'll give them two weeks to come up and answer all the questions that we had, but we are moving forward on that.

MR. BEATTIE:

The stuff that we didn't get to in the Development meeting, but we will certainly get to in the next one, is establishing a date base of potential corporate sponsors and designing campaigns to go after that potential. We need to find revenue benchmarks for the remainder of 2010 and going into 2011 and breaking that down to different things like museum revenue, planetarium revenue, school trips, summer programs, gift shop, check us out, that kind of thing, and fundraising. We will try to nail those down at the next meeting.

The new website status, and the RFPs are due Friday.

MS. GHIORSI-HART:

Yes.

MR. BEATTIE:

So once those are all in, we can make a decision on that and start to look at revenue generating website and moving ahead with that. That's Development. Does anybody have any questions on Development?

MS. ANKER:

The Thatched Cottage, how much money could we pull in either per month or per year, just a rough idea.

MR. GISH:

We're trying to match our best year. I'd rather not go on record as given an amount, but we have expressed to the Thatched Cottage that they have to meet our best year, which I believe was 18, the year before last. That's what we're aiming for as a minimum with the understanding that we're trying desperately to keep that number reasonable, just because of the neighbors in the immediate area.

We did have someone who came in that offered to do 60 events a year, but that would have turned the institution over to a catering facility. We would no longer been able to function, since most of the courtyard and everything else would have been used for other things than relating to the museum. We're obviously toning that down as best we can.

(Dr. Gittelman & Dr. Rogers entered the meeting at 7:20 p.m.)

MR. OLIVIERI:

The Thatched Cottage, is it possible for me to get a copy that they put in before the next meeting, so I can take a look at that a little closer before we meet. Instead of just walking in and saying –

MR. GISH:

Absolutely.

MR. GISH:

In fact, I'll let you know when we're going to have the meeting with them. If you can make it, that's fine. That would be great. If you can't, then we'll get you that material before the next meeting so you can go through it. I'm sure it's going to be revised more than once. But we're working on it.

Just to give you a back-drop on this one, since we're talking about the cell tower, which we hope to have out this Friday and hope to have back by the end of June, I will tell you that my initial RFP was 19 pages. They said it was too long. So it has come back revised at 48 pages. After it had been reviewed by the Legislative Attorney, George Nolan, Lance Reinheimer and Jill Moss – they spent an inordinate amount of time helping me with that and getting it down so that it was Vanderbilt specific. It is quite extensive. It's going to be heavy duty going out. So what you expect to have in the first RFP or in the first analysis is not what you have at the end.

It should be going out very, very shortly. I'm expecting to get a response back from Gary Quinn, who is the County Director of Telecommunications. I have a couple of technical questions for him about the RFP that I want answered before it goes out.

MS. ANKER:

Talking about the website, did anybody speak to Toller Production? They were going to do sponsorship, and it was going to be all free, and they were going to look into bringing in sponsors.

MR. GISH:

The fellow we talked to the night of –

MS. ANKER:

A few months ago.

MR. GISH:

He was going to set up kiosks. I have his card. I honestly have not moved on that.

MS. ANKER:

I just wasn't sure, because I know you guys were doing website stuff.

MR. GISH:

No, I have not moved on that. I felt the sponsorships -- if at all, we should aim for the bigger operating expenses, rather than just the educational ones. But, yes, I still do have his card.

MS. ANKER:

Maybe I'll give him a call.

MR. GISH:

Yes, touch base with him and let him know that we're still in the loop. That would be fine.

MR. BEATTIE:

Okay, in Strategic Planning, we met again. We narrowed down a few of the positions. We still have to narrow down some of the outside positions, so we're continuing to work on that.

There is some talk about extending the accreditation. Not that that really should affect our timing on strategic planning. The strategic plan is important now also for grant writing. This does impact it in some sense. Do you want to talk about that now?

MS. GHIORSI-HART:

We can talk about that. I will be going to the AAM meetings. I'm leaving on Saturday for a week, and I was going to get a lot more

information, so we could go over the fine points at the next Board Meeting.

In essence – and I’m not sure all the reasons for this – but the AAM for a one-shot only deal is advising some institutions that their reaccreditation date can be extended for five years. They are revamping or revising – there are a lot of different reasons. As I said, I’m going to find out. There are a number of sessions and people to talk to at AAM. I’ll find out more.

There will certainly be some upsides and some downsides. Institutions that delay their reaccreditation will be required to do yearly kinds of updates.

In the short term we actually would have to produce some material and would be under the microscope a little earlier than maybe otherwise. At the next Board Meeting certainly we will talk about that. We have to reply – I forget exactly – the date is the end of June. If we don’t reply by then, they’ll assume we don’t want to be part of this program.

In any case, strategic planning is important for us to know where we’re going and how we’re going to get there. Regardless of anything else, we want it as an institution and it’s also critical for filing grants and talking to funders. For example, we did apply for New York State Council for the Arts grant. I think that’s progressing, but we got a call back asking where our strategic plan was. We said we’re in the middle of it. We told them to look at our minutes.

That was important. They were very happy to see that. But that’s the kind of response you get when you talk to people, especially because we’ve had a lot of negative publicity. People read into certain things. We need to let people know that we are attending to the future.

MR. BEATTIE:

Then just to finalize that, the next meeting, which we’re hoping to be the first meeting of the meeting of the full committee, once we name the final names – internally we think we have all the names. We have some external names that we have to go and talk to some people.

The first full meeting is the June 9 at 7:00 p.m. I think we said we’re going to have it here in the planetarium.

MR. GISH:

Maybe we should just delineate that a little bit. The committee make-up is not just inside people. It is made up of members from the Executive Board, members from the curatorial staff, from the planetarium, from education, from the guide group, grounds,

development, membership, a corporate representative from outside, a member from the neighborhood, a political connection – we’re still looking at that one – and a charitable organization or a museum, maybe somebody in the immediate area, either Huntington Arts or Hecksher might be –

MR. BEATTIE:

I thought the museum spot was filled.

MR. GISH:

Yes, the museum was filled. Yes, it was the marine museum. We needed an outside -- which is filled by marine museum, but those will all be part of that strategic planning. That will last about a year. We hope to be done in nine months, but by the time the product comes out, it will probably be a year.

MS. ANKER:

Are there any Board Members on that committee?

MR. BEATTIE:

The Committee heads, the President, Buildings and Grounds, Education Committee, and Development Committee.

MR. GISH:

Is that it?

MR. BEATTIE:

Yes.

MR. GISH:

Education.

(Ms. Oldrin Mones read the following report.)

Education and Exhibits report for May 19, 2010

Traditionally, Spring is a very busy time for the Education Dept as they host class visits, prepare for the summer, and plan the school Education Brochure. There's also the special seasonal events.

Although Earth Day festivities abounded on LI on April 24th, the Vanderbilt was unique in offering a dual Earth Day/Astronomy Day celebration. Volunteers like Don, Herb and myself were wowed by the powerful and detailed visions offered by the telescopes set up by ASLI outside the planetarium. Visitors had awesome views of the sun and Venus, which it turns out is visible in the daytime if you know where to look. Many thanks to ASLI, the Rocketry Club, Camera Concepts, staff, the Vanderbilt gardeners and other volunteers who helped make this event so educational and enjoyable. Perhaps you viewed some of the footage of that day on Verizon's Push-Pause feature. Astronomy Day comes twice a year, and staff is already planning for October's event.

The special baseball themed "Our Night Out" took place Sunday with Ed Kranepool was present to do autographs.

The next date for this popular family activity is June 13th.

Beth reports that the two new educators are working out very well. As always, one of our educators will participate in the Sweetbriar Nature Fair, which is on June 12th this year.

One young student has already committed to the Wizard University program, and more interns are being looked for.

Stephanie is looking ahead to plans for next year's Living History theme which will be "Backstairs at the Vanderbilt Museum." This was partially inspired by a recent donation of a Vanderbilt Chauffeur's uniform with Vanderbilt's initials on the silver buttons. The uniform is very impressive, done in Burgundy Wool, with buttons designed by an artist.

Bob Klement from Cablevision did a piece on the Motor Parkway and LI Cup races. One of the people in the piece that ties the races to LI is Guy Frost.

Stephanie has been contacted by Northport Library to provide an exhibit. They've already bought our Library membership, and now are looking to promote ~~us~~ The Museum.

Barbara Sussman, grand niece of Hobart Nichols who did the original paintings in the diorama will bring Hobart Nichol's sisters who are in their 90's to see the restoration.

Living History, represented by Mary and Carmen, (as well as Carol and Stephanie and Elizabeth) will participate tomorrow at Oheka Castle's Big Event to promote the Gold Coast Mansion Alliance, of which we are members. They'll be in costume and will do a vignette as if they're having champagne with the Vanderbilts. This will be covered by all the press, and we hope to steal the show to make more people, including tour operators aware of the magic of the Vanderbilt.

Hours for May have had to be limited because of ^{delayed} lack of funding from the Hotel/Motel tax, and a decrease in visitation. As of Memorial Day, we will be back to

the regular full schedule. Memorial Day is also the start of Living History which is still the year 1935. It will also be the official grand opening of the audio tours,

which were funded by Bill Rogers.

On May 23rd, there's a Buick Car Show. A big crowd is expected. Many other car shows are already planned, and Carol is working on a National Mustang Car Show for next year.

Lots of house tour groups have booked lately, with groups of up to 50 people coming through.

Preliminary plans are underway to have the Royal Production Club of SCCC put on a series of plays at the Vanderbilt in June 2010.

In other news regarding collaboration between SCCC and SCVM, a meeting was held here Thursday, May 6th. Carol Hart, Noel Gish and Ron Beattie, representing the Vanderbilt, met with William Connors, John Lombardo, Jim Whitten, and Lori Ann Taggart from SCCC. They were joined by William Shilling, aide to Presiding Officer William Lindsay, and John Paul DiMartino, aide to Legislator Wayne Horsely.

The group toured several buildings, to give everyone an idea of possibilities available to both institutions for cooperative use.

Discussions at the Seaplane hangar centered on its use as a Marine Academy for SCCC. Everyone seemed to see the possibility of marrying historic preservation with a site for a new education marine facility. Use of this building is predicated on county funding for building stabilization, ramp removal, road access and toilet facilities along with possible private funding for the academy.

The planetarium is of key interest to all. Everyone realizes its potential as the new star projector goes online in 2011. The new planetarium facility space offers possibilities for the college and the Vanderbilt to cooperate with astronomy presentations and lectures. Seating for over 200 will make this space available for a wide range of unique educational opportunities.

All of our buildings are interesting and full of potential, and more will be looked at in a future meeting. Also on the agenda for future meetings:

- 1) Discuss the best ways to combine our educational mission
- 2) Examine the current state of county capital projects for the seaplane hangar, boathouse and cottage.
- 3) Begin to explore potential private, corporate, county or grant funding for any of the projects.
- 4) Discuss what projects the college and SCVM believe have the best chance for success in the short and long term

For the present, Kate Winslet is in the area filming "Mildred Pierce," and Lorraine has invited her to come to a planetarium show - to be a star at the Vanderbilt.

MR. GISH:

Don, do you want to do an update on Buildings and Grounds?

MR. MCKAY:

Sure, I spoke to Peter coming in so I have a couple of things to discuss. Before I start, though, I was just thinking out loud. If it's a stupid idea, just let me know. The car shows coming up, we have several of them, would it be a bad idea to try to drag out or move out the cars, the clunkers we have in the basement of the garage and try to get them fixed up, maybe have them on display. We could have a sign saying, "We need your help." Maybe we could collect donations.

MS. ANKER:

They're beautiful. They really are.

MR. MCKAY:

Especially the little one. That's awesome. In the museum I went to they had a brand new beautiful –

MS. GHIORSI-HART:

The Rio.

MR. MCKAY:

They had a beautiful rehabilitated one. It's just an idea. We'll have to talk more about it.

MR. GISH:

We'll have to talk to – I don't know whether that's possible. I don't know whether we have that availability. It would be nice, though. We actually took Suffolk Community College down to see those when they were here to see whether in fact we might be able to get them restored.

MR. MCKAY:

Do they have an auto body –

MR. GISH:

Yes, possibly get them in a restoration area or possibly get some of their funding to do some restoration work. But we're checking to see whether those cars have actually been accessioned. We haven't been able to find that out yet. If they have not, it gives us a little bit more versatility.

MR. BEATTIE:

They had a great idea. If they haven't been accessioned, and we do have that flexibility, that – first of all, there has been a long standing idea to take the mechanic space that's in the power shop and turn that into a live laboratory of a car being restored. It's always been an idea

that we've had here. But maybe we can then create a raffle when these cars are done, high-end raffle. I thought that was a great idea, but they can't –

DR. GITTELMAN:

What do you mean high end raffle? Sell the car?

MR. BEATTIE:

Once they're restored, if they haven't been accessioned and we can use them as a fundraiser –

DR. GITTELMAN:

Are they Willie's cars?

MS. GHIORSI-HART:

No, they're not related to the Vanderbilt. We know that. They were donated at some point.

MR. GISH:

We're willing to explore anything. We were willing to listen to Suffolk Community College talk out loud.

MS. GHIORSI-HART:

I think there is certainly some wonderful things we can do. We just put out a press release on all the upcoming car shows. We have quite a few car shows. There is an audience there that loves the Vanderbilt. We, of course, always have our 1928 Lincoln on display so visitors coming to the car show always get to see Willie's car. I think that's a relationship with the car people that we can explore a little bit more.

MR. MCKAY:

In speaking with Peter, the tent is up. We're just awaiting the approval from the Fire Marshall and the Inspector to sign off on that. Hopefully that will be done shortly.

In speaking with the archivist for the Town of Huntington, they would like the Town Clerk, who is Joann Raia – they have offered to do an exhibit at Town Hall. They do a really good job. I forgot to bring the paperwork with me, but they have some stuff in the archives of Vanderbilt.

They have some interesting stuff, copies of property, a deed or something. They have this big map -- and it's pretty cool – of the underwater lands of where he used to have the rights to underwater land to land his plane. They would like to do an exhibit at Town Hall maybe in the fall. We could just tie – it's a promotional thing, too. Maybe we could draw some people who come into town. They do that

foot traffic. They could do a little dog and pony show to open it up and so forth. I think that would be a good idea.

MR. BEATTIE:

Isn't this the centennial of him being in Centerport?

MS. GHIORSI-HART:

This is the centennial, May 22, I think of the purchase of at least the first property. We are hoping to celebrate that hundred years on the neck. In fact, we will be talking later about our September fundraiser party celebration 100 years.

DR. GITTELMAN:

Can't we really introduce them the way it was? Can we talk about the way he was on that day?

MS. GHIORSI-HART:

Yes.

DR. GITTELMAN:

Do we have to keep this charade going?

MS. GHIORSI-HART:

No. There is a lot happening. Your book – Steve Gittelman's book, the biography should be out in --

DR. GITTELMAN:

A couple weeks. It's actually in press now.

MS. GHIORSI-HART:

I think there is a wonderful opportunity to really do some history here, which is really what we're about, as well as –

DR. GITTELMAN:

This was a really pivotal time in his life. I mean you can really dive in there and do some great stuff about him and really get to know the guy. This is where he really went bankrupt. His businesses collapsed. He was lost. He got his first real job. There was a lot of stuff going on in his life. Then he came out here to hide. He had no money. He had absolutely no money. He's a Vanderbilt with no money.

MR. GISH:

That sounds very similar to where we're at now.

MS. GHIORSI-HART:

I'm excited, and I think when you're ready for a big book signing kind of thing, let the focus be on Willie.

DR. GITTELMAN:

Right now we're building a hay wagon for 4th of July.

MR. BEATTIE:

In terms of the theme for something in Town Hall, the centennial -

MR. MCKAY:

We could do it before, like in the summer time to promote the centennial.

MR. BEATTIE:

As Noel pointed out, we're living the legacy.

MR. MCKAY:

Okay, soda machines, I'd like to possibly pull the trigger on that soon to get Coca Cola in here and get the new machines. I had a conversation -- and I'm going to have to recuse myself. I'm going to hand them over to you, but I got a comment from a guy because the Town has a relationship with the vendor, so I really can't mix oranges and apples here, but he implied to me that he might be willing to donate a machine to the museum, a candy machine, a refurbished one for free. What I really need to do is speak with him further on it, but if he says yes, then I would hand that off to someone else. I'll stay out of it at that point.

MR. GISH:

Sure.

MR. MCKAY:

The Ed Center, and this is not a very delightful topic, but the cesspool apparently we had some issues with. I understand it's been pumped, but we still have to keep a close eye on that.

The Labor Crew, Peter reports, is done. They completed most of the painting of the gates and the iron work all along Normandy and also the main entrance. They didn't get to the tippy top, which we will probably have to do because of the height. So they painted the men's room at the security house.

Obviously the crew is Peter and the crew has once again done a great job trying to keep up with the vast lawns. It's been a wet May so far so the grass is flourishing. It looked great when I drove here tonight. The gardens look great as well, so I'm sure our volunteers have something to do with that.

Peter has been doing some tree work on the boathouse, which I'm going to try to bring over my chainsaw this weekend and do some work too. We're just trying to cut it back a little bit because it seems

to be that they're kind of taking it over. We're going to try to cut back on that a little bit as well.

I guess that's really it. That's all I had. Wait, once more thing. I saw this in Town Hall. It was done by the Town of Huntington Historic Partnership. I guess Robert Hughes is the Town Historian. It lists all the museums. Lo and behold we are listed in it. We're number 15, but it's a pretty neat map. It's like a hand-out they had made up.

MR. GISH:

Why don't you pass that around.

MR. MCKAY:

It's got a map of all the museums in Huntington. I thought they may have missed us, but they didn't. We're in there.

By the way, this brochure you did looks fantastic.

MR. GISH:

We were going to talk about that at the end, but since you brought that up, at the last meeting you had the two brochures, one for the brick campaign, which I mailed to Bill so he could take a peak at the front cover, and obviously this is sort of a take-away brochure. If you want to take a peak at it, I dumped a ton of them off at Jon Cooper's office. They are available at the Legislature, and they're at the Executive's Office in Hauppauge.

MR. MCKAY:

McArthur Airport – I just went through there last week. They have a big kiosk there. Whoever goes near McArthur – because I don't – but maybe someone could drop by the airport and throw some in there.

MS. GHIORSI-HART:

I would call this brochure a Beta version because we do a very small run of this. We're publishing this in-house. We can very easily make changes. I could already see a number of things that I'd like to do a little bit differently. If anyone else has some suggestions on format or content or whatever, please let me know. At least we have something to hand out. It's a start.

DR. GITTELMAN:

I think this is a wonderful piece. I really do. I love the branding of it. I love the color.

MS. GHIORSI-HART:

For a long time, we had no good printed material, but we now have a part-time graphic designer, a young student who is working with us. I can go in with ideas. We're able to do these, and print them very

inexpensively. We're starting to get out some very professional looking material and posters. Down there, you'll see we also have some bumper stickers. "I'd rather be star gazing at the Vanderbilt." And my contribution is, "I'd rather be with my mummy at the Vanderbilt." If you have a place for something like that, take some.

This museum is so exciting visually that we need to take advantage of what you can do on your desk top now and how inexpensive it is again to have things printed up. Now that our money is flowing a little bit, we can do this a little bit better.

DR. GITTELMAN:

I offered two months ago – I have it together – I told you about these bonds that I was looking at. What I discovered was that there were a sequence of bonds that were issued that are extraordinary.

What they are is – people really didn't know what they were until I started looking at them and I realized that the dates corresponded to dates in Willie's life. What they are is single share certificates that were issued to Willie so that he could be on the Board of Trustees of various rail roads. What happens is they issued him one share.

Why would you issue a Vanderbilt one share? They had interlocking directorships. He would be on 25 boards at a clip. I happen to run into a guy that had a stack of Willie K. Vanderbilt single share certificates. I now have them. They actually tell the story of Willie's career, one board at a time, one share at a time, all these different rail roads.

On the backs of them it shows him transferring them, when he was on the board, when he left the board. We don't have to have shares in the museum, but he had to have a share on the rail road.

If you want to have the town or anyone else, if you want to have these power shares, which is kind of a new term for them, they are very unusual. They were apparently the way the Vanderbilts and others did it in the 19th Century. I don't know if they do it anymore.

MR. GISH:

There are rules against the interlocking directorship.

DR. GITTELMAN:

I think it's legal now. It's been legal again.

MR. GISH:

Oh, is it?

DR. GITTELMAN:

It was illegal for a while. But in any regard, there were rules passed in 1920. I must have 25 Willie K. Vanderbilt single share certificates that nobody really wanted. Everyone is looking for fancier stuff, like 1,000 shares.

They tell a story of the boards that he was on, but it also shows that he – I actually have been able to access the certificates that he was given in the New York Central Rail Road. The entire New York Central Rail Road stock certificate collection was at Syracuse University. There are no certificates that were issued to Willie K. Vanderbilt before 1920 when his father died and he inherited the money that were worth anything. He was never given a large chunk of stock. He was a very poor Vanderbilt.

When you look at this house, you have to think about how he started out. He was getting one share at a time. A share is worth a buck, maybe or two bucks. He got to sit on the board, and he has an un-paying job. He has no income, no endowment and no inheritance.

Those are the only shares I've been able to discover so far. The man did not own large chunks of stock in anything until 1921. Then, of course, all heck broke loose. I have many of those stocks. I could show you the difference. There were many written out to Willie K. Vanderbilt, thousands and thousands and millions of dollars worth of stock.

The collection for the New York Central Rail Road was kept in its entirety, and I've had somebody reviewing the books to find single share certificates, and they've been sending them to me. I got a whole bunch today.

MR. GISH:

That might be a possibility for that –

DR. GITTELMAN:

They tell a very interesting story. I guess it's only because I wrote his biography that I could recognize these chapters for when he got the stock. They make an interesting story.

They are all signed by him, by the way. He has them issued to him, signed by him, signed by his father. It's pretty cool.

MR. GISH:

We'll see if we can work that in. That sounds good to me. I like that.

Carol, do you want to comment just a little bit on the crew we had from Suffolk County from the Labor Department on the work that they did.

MS. GHIORSI-HART:

Sure, for several weeks we had a crew here. It was a new program. They came with a crew leader and I think about nine people. The object of this program was to not only contribute something to the facility they were working at but to learn some skills that would be translatable for future work.

That's why we looked to provide some meaningful work, not just sort of cleaning up, although they certainly helped us out with that. But they were involved in several projects on the property from painting and learning how to properly prepare, which as we all know, is 90 percent of the work. They did a lot of work with painting.

Our iron work, in addition to rooms, they also did some work with our drainage issues. Again, not just cleaning the drains but actually getting inside and reworking some of the masonry and doing other things.

Of course, it did entail some time on our staff. Peter, thank you. It pulled him away a little bit from other things, but certainly the value that we got back was wonderful. I think it was a good experience for everyone involved. Peter, did I leave any projects out? They were picking up other things, too.

MR. NEWMAN:

Those were the two biggest projects.

MS. GHIORSI-HART:

We were very happy. Everyone was happy. We would love to see them come back again. Now that they know we're here and what we have for them, I think they will be back.

MR. GISH:

Thank you. Do you want to just continue on with the Executive Report?

MS. GHIORSI-HART:

We mentioned Oheka Castle. That event is tomorrow night. It's to promote the Gold Coast Mansion Alliance. This initiative has been picked up by AP, so I've been seeing it pop up all over the continent. There's an interest not only from the travel industry but in business and economics. Because of the economy, organizations are joining force in a way they might not have in the past. It's a very interesting group.

This event will be from 3:00 until 8:00 at Oheka. We're expecting press closer to 3:00, but it is a cocktail party. It is a celebration. We will have a number of the mansions, I believe seven, and a number of other museums, Chamber of Commerce, hotels, restaurants. We're trying to get everyone involved.

If any Trustee would like to attend, let me know. We will be attending with some of our Living History staff in costume. We're going to be bringing some of our audio tour headpieces with us, so people can hear that. *Newsday* has come here, and I've been talking to them. They will be doing a nice story on the Alliance, and we'll be mentioned in that. But they are also very excited about the museum, in particular the Living History Program, both the audio tour and the costume guides. I was told yesterday that this summer they expect to do a big feature on that aspect.

Again, that's what makes us a little bit different than some of these other Gold Coast Mansions. We're a museum, the like of which there is no one else quite like us. We are a furnished, historic museum, a historic mansion. The story that we have to tell here is quite unique, and no one else does the kinds of tours and educational programs and public programs that we do. It's very exciting for us.

"Wealth TV", which is based in California, is a channel. Locally it's under Verizon. It's going to be coming out the first week in June for two days to film an episode at the Vanderbilt. We're excited about that. Whenever you have national recognition, we'll be getting calls from other media outlets as well.

MS. ANKER:

Can I ask a question?

MS. GHIORSI-HART:

Sure.

MS. ANKER:

The PR that we get, like "Wealth TV" for the Oheka event, is that on the website? Is there a place on the website we can put the PR and everything?

MS. GHIORSI-HART:

Press releases?

MS. ANKER:

Yes.

MS. GHIORSI-HART:

I think generally the way we have it now, if we have a special event, we put it up under special events. We could add something with our new website and many places will have a place just to go for the most recent press releases or communications or whatever we want to call that, like new media alerts.

MS. ANKER:

And then archive or whatever.

MS. GHIORSI-HART:

It could be called "In the News" or whatever, we could start doing that.

MS. ANKER:

Because it will show to the public how active this museum is, even if it's something not from last month or even last year, but you will be able to see all the activities.

I have friends who are musicians, and they have everything on there, at least in the past year, every magazine and every television station. It's really helps promote their group. Is that part of the website design change?

MS. GHIORSI-HART:

Yes, I believe so. We're also talking with Cablevision, and they're going to do a public service announcement about us. We are trying to get the word out there. Yes, as far as the website goes, certainly that's something we will be looking into. We get a lot of mention in all different places, sometimes very unusual places, but to gather together to have a place on our website where it could say, "The Vanderbilt in the News." We could show up in some weird places.

MR. BEATTIE:

And the blogging that's associated with -

MS. GHIORSI-HART:

The twittering, the blogging, social media certainly is something that we want to incorporate very much in our new design. Think of all these ideas as you go through.

June 17, please mark that date on your calendars. Elizabeth, our new Grant Writer, and I have been working on an event called, "An Evening with Friends." We're holding that in the mansion in the t-pool area from 5:00 to 7:00. We have invited funders, potential funders, other local businesses and major donors just to have a nice evening and a chance to chat a little bit with staff at the museum and with others. It's a social friend making kind of event.

Elizabeth and I have spent a lot of time putting together our calendar of grants and other initiatives to raise money. Elizabeth is on the phone quite a bit talking to different funders and different corporations, banks, things like that, philanthropic arms to find out what they know about the Vanderbilt and what they don't know.

One of the things she discovered pretty quickly is that there are a lot of people that haven't been here in a long time and don't really know that much about us. What they do know is a little bit negative. The last two years the press has not been very good. Before anyone wants to fund the Vanderbilt, they want to make sure that we're going to still be open in a year or two, and that we have our house in order.

MR. MCKAY:

Did you invite local press to that?

MS. GHIORSI-HART:

I don't think we invited the press to this, but we can talk to them if you think that would be a good idea. Again, we talked to a lot of people about what would make sense, and that seemed like a good time.

We have postcards we should be getting in shortly to print out. Elizabeth has been contacted by phone with most of the key people we want there, but there is certainly an opportunity to invite more. We can send out an email blast to everyone, and then you could forward it on to people. Again, the idea is to get people here who have the potential to give us money, but they are also interested in coming if they know they can network a little bit with business people. We want a nice mix.

MR. BEATTIE:

What about our friends at the County, too?

MS. GHIORSI-HART:

Yes.

MR. GISH:

Yes, that's why when we talked about media coming, we may have to discuss that. That may not be a good mix at that stage of the game. If you're trying to get them together just to – we're not trying to take notice if they're here and make sure that they're going to do something. But if we make it casual for the first time, I think that might be good. Don's idea is worth exploring, so we'll take a peak at that.

MS. GHIORSI-HART:

We're excited about this. This is an idea since I've been here. I'm sure before we talked about doing a breakfast or doing a brunch, we talked about doing this kind of event.

When you're fighting for your life, it's hard to focus. So by having Elizabeth there, it's been a wonderful example of how having someone who can focus on something, we were able to push it through. We have a beautiful invitation.

I expect that to be the beginning of forming – when you talk about development, what is development? It's developing relationships. That's what it's about. We're all going to have to spend some time. It might take some time, but it will happen. We're already seeing a little bit. People are getting to know who we are. Until we get comfortable with what we're doing, it will come. We're seeing some evidence right away.

MS. ANKER:

Can I make a suggestion?

MS. GHIORSI-HART:

Sure.

MS. ANKER:

It would be great if we create media packets or sponsoring packets, maybe a folder with all the pieces of material that we have produced so far, even bumper stickers with a nice formal letter inviting them to come.

MS. GHIORSI-HART:

What was interesting for all of us is the Salvation Army had an event here a few weeks ago in the same area for their major sponsors. They invited their friends to give them a little talk and sent them away with a little packet. There were very professional people there who know how to do this, so we got to really see first hand how they went about doing this. We talked to them further to find out if it was successful for them and what they did. So we got a real close look at what they did.

What was interesting for them is that it was hugely successful for them. They had about 30 people come. Again, it was small and intimate. They didn't want a big event. They invited 30 people. They said they came because they wanted to see the Vanderbilt. If they had had it at some restaurant we might not have gotten the turn-out. People wanted to see the Vanderbilt. It was a gorgeous night. So we're hoping for a beautiful night for our event, as well.

MS. ANKER:

Is there going to be some type of performance or some type of –

MS. GHIORSI-HART:

We have a classical guitar and flutist. They are donating their time for music.

MR. GISH:

That's from 5:00 to 7:00, so if you are free that day, that would be great. Please put that on your calendar now to make that time available. It would be great to have some Trustees there to mingle and talk to those individuals.

MS. ANKER:

It's a day after our Board Meeting. Would you want to consider changing our Board Meeting to the 17th, so we could be here, come a little early and this way we could catch the event and also go right into the meeting. It's up to you guys.

MR. MCKAY:

It would be a long day for the staff.

MS. GHIORSI-HART:

The event is 5:00 to 7:00, but I'm not going to push people out at 7:00. I might not be able to attend the Board Meeting if you're going to start the Board Meeting at 7:00 or 8:00.

MR. GISH:

Let me work through that and see if I could get back to you relatively quickly. It's also going to impact the staff getting ready for that. So might be tough, but that's a good point. Let me see if we could work something out. Maybe if you could make that 17th and we didn't have the June meeting, maybe that's a possibility. I'd have to talk to Carol about that.

MS. GHIORSI-HART:

We're going to have to have a budget in place by the end of June. I have to have it approved by the Board. We'll talk about this later.

Anyway, we will forward something to you. Feel free to bring someone with you who you think would enjoy coming to that kind of event. You will hear more about that.

Things have been going really well, except for the sewer problem and the laser projector failing on us, as well. The lasers broke a week ago. They are up in Connecticut.

MR. OLIVIERI:

Is it the bulb again?

MS. GHIORSI-HART:

These need to be re-charged, so apparently lasers only have a short life before they have to go and be re-charged. It's a big expense. They are in Connecticut. Not only do we have to pay for them to be fixed, but now for two or three weeks we're going to be losing thousands of dollars potentially because we're not doing laser shows. We have put planetarium shows in their place, but the planetarium shows don't bring in the revenue that the laser shows do.

MR. GISH:

It's aging equipment.

MR. OLIVIERI:

And this happened how many years ago the last time?

MS. GHIORSI-HART:

It was about four or five years ago. Apparently four years is a long time to go without having this kind of breakdown. It's nothing we can't handle. We do budget in these kinds of things. It's just that you hate when it actually happens.

Noel and I were at a capital project review at the Legislature yesterday. I gave a quick presentation to familiarize the Legislators of that committee that we're the Vanderbilt Museum.

I've become aware that many Legislators, and we have some news, have not really been here in a while or if they have, they certainly haven't been down to the seaplane hangar and the boathouse. When they are asked to make decisions on important capital projects, we thought it would be nice to show them. A picture does show a lot here.

When you actually see crumbling things and the lamp and all this stuff that needs repair, we thought it would be good to do 140 pictures in about five minutes because everyone had to leave. At least we did that, so people are becoming more familiar with the site.

You can go on-line if you want to see BRO's review of our capital program. Their recommendations are not everything that we asked for, but given the economic times, I didn't expect it. But all things considered, I was pretty happy with the recommendations of the Budget Review Office. There are several projects in there that hopefully will move forward, including money for improvements in the planetarium like new seats and a major capital project for roofs and waterproofing that BRO did recommend. There were some very

positive things about this. This will be voted on in the next few weeks by the full Legislature. We'll see what happens then.

MR. GISH:

It's actually a key – if you're going to have technical equipment worth multi-millions of dollar into a planetarium which is electronics and have the roof leak, water and electricity do not necessarily mix real well. We're hoping that they see that. Carol did a great job with a nice visual display of all the things that many of the Legislators and a couple of the new people on the Parks Committee had not seen. It was a good effort, but it was a long meeting for them, and they put Carol on at the end. She was right with it and gave them all a good show.

MS. GHIORSI-HART:

I might even do it for all of you some day. I think most of you people who are here have been down there. We were on roofs and we're in basements. A lot of it was masonry and things, but my point was that this is only what you can see. I can't show you the electrical problems. I can't show you the plumbing problems, but we need these projects.

Budget Review Office has been very, very diligent and spending a lot of time with Department of Public Works. I think they have a pretty thorough analysis of what's going on here. We were happy with that.

I also gave everybody a copy of a Workplace Violence Prevention Policy. This is a policy that was recommended to us by Suffolk County. In essence it's Suffolk County's policy on workplace violence prevention. We currently don't have one in our manual, and we would like to put it in. I would like to have a vote to include this policy in the Vanderbilt's Policy Manual.

MR. GISH:

I guess we could just give everybody a couple of minutes to read it. It's standard Workplace Violence Prevention Policy. It deals with the threat assessment, and identifying warning signs. It's fairly standard in a workplace today and what to do if, in fact, someone feels that they have been threatened.

MR. MCKAY:

Is it County policy and has it been signed off by their lawyers?

MS. GHIORSI-HART:

This is the County policy that they sent us.

MR. GISH:

We do not have this in place, but we should.

MR. MCKAY:

I'll make a motion to approve.

MR. BEATTIE:

Second.

MR. GISH:

All in favor? Opposed? **(Vote: 9/0/0/6 Absent: Mr. Glascock & Mr. Sillman. Four vacancies.)**

MS. GHIORSI-HART:

Just one final thing. It's with great sadness I just wanted to let everyone know that there was a tragic death. Part of our staff – it's been hard for everyone, especially our young people. One of our young staff members, a 22 year-old planetarium operator was killed in a car crash about two weeks ago. We are collecting money from her colleagues here at the museum, as well as her other workplace and her family to purchase a brick with her name on it, as well as a bench. We will be doing that. We will be having a memorial for her. Her birthday would have been this summer.

MS. VERNOLA:

July 17.

MS. GHIORSI-HART:

July 17, so we will do that for her. I didn't know her that well. She worked generally evenings on the weekends, but everyone has said what a joy she was. She just loved working here.

MR. MCKAY:

What was her name?

MS. GHIORSI-HART:

Jennifer Jimenez. She was from Freeport. I think it was her mother's birthday a few weeks ago, and her whole family had come here to celebrate their mother's birthday to be at one of the shows that Jennifer was operating. It's hard for everyone, especially her colleagues who are young themselves to have such a tragic loss. We will be remembering her. I think the next show that we produce here at the Vanderbilt Museum will be in her memory.

MR. GISH:

Again, we are collecting for the brick and the bench, which will be outside the planetarium. It will be one of the first benches we have in the bench campaign and the bricks with the ongoing brick campaign that we have. That will all be done. Lorraine will be doing the collecting. If anybody on the Board wants to make a contribution toward Jennifer's memorial, that would be wonderful. Lorraine will

also take a check. Just make the check out to Suffolk County Vanderbilt Museum and just put a note on the bottom where the notation is for Jennifer. That would be fine. Thanks. Anything else?

MS. GHIORSI-HART:

No.

MR. GISH:

Do you want to talk about the plant sale?

MS. GHIORSI-HART:

Yes, our gardeners, our wonderful gardeners, had a plant sale on the Friday and Saturday before Mother's Day. It was very, very successful. What I like especially, aside from the fact that they did definitely made money that will be used to help purchase the plants that come here, but there were many volunteers here each day, at least a dozen, and they took the time to talk to all the people who were purchasing the plants. The visitors who were here not only got to purchase an annual, but they got to hear the whole history of the plant and where it should be planted. We got some wonderful volunteers from that.

Many of the people who purchased plants were our neighbors, so we formed even closer relationships with our neighbors. The quality of the flowers was wonderful. Everyone commented on that. Even though it poured one of the days, the gardeners stuck it out. You might notice some beautiful flowers as you head out. They did a wonderful planting by the columns.

It was a really positive experience. The gardeners like that. It was nice for them to interact with the public a little bit. I think now that we know this is a success, we will put it on our calendar. We will be able to promote it way ahead, and we'll just know that every year Friday and Saturday before Mother's Day that the Vanderbilt is the place to come to buy your flats and your annuals.

MR. BEATTIE:

For your mummy?

MS. GHIORSI-HART:

Yes, for your mummy.

MR. GISH:

It's nice to pick up your flowers and talk to a master gardener. All the flowers were actually purchased from nurseries on Long Island. They were not from out of state. They were all from out east, Mattituck. So they were sort of home grown. If you got there and listened to their stories about what should go where, what was a shade plant, what was not, this is a good buy, and this is a magnificent pine tree, you

would be so impressed. If you watched them or listened to a master gardener talk about what works, I thought that was really nice. It was a shade up from just going out and buying some annuals in a flat.

DR. GITTELMAN:

Were they selling stuff balled in burlap, too?

MR. GISH:

Yes, bushes.

MS. ANKER:

Do you know what would be nice for next year or even the fall? Send out invitations to garden clubs. There are so many garden clubs all over Long Island. Port Jefferson is very busy with –

MS. GHIORSI-HART:

Yes, that's a good idea. I have to say that our volunteer gardeners delivered flyers up and down the streets, put them in wherever legally they could put them, not in the mail box.

Again, what's nice is here are people that are in the muck and the rain every week, but they know we need help and they're not saying, "Why aren't you doing this for us?" They're saying, "What more can we do for you? How can we help raise money for you?" They were out doing that above and beyond their normal, wonderful volunteering. They're not just sitting back and saying, "We already are in the dirt digging. Don't expect us to go out and raise money to plant the plants that we're doing."

They really love the museum. Everybody who spends any time here, and I'm speaking to the choir here because you all – to know us, is to love us, I believe, if you really take the time. You also are volunteers that know that strange things happen at the Vanderbilt, but it also sort of sucks you in. You want to help. So we do have this wonderful group of about 30 very dedicated gardeners.

DR. GITTELMAN:

I would recommend that you add to this. There are growers on Long Island, that if you contact them in March, when most of us did – I know I dug over 100 trees. I would have been more than pleased to send 20 of them up here. I just had to know. I know next year we'll be digging about 300 Dogwoods.

MR. GISH:

We're on for next year. This is your notice.

MS. GHIORSI-HART:

This event, now that we have someone getting our PR out, we know we're going to be here next year. We really need to start planning. We know this is going to happen. We can start sending letters out in the fall. They actually did a shrub sale on Astronomy Day, which was not as successful.

Everything we do -- this is our calendar of events. This is a beautiful. This is our 2011 calendar. We are working on that to finish up the year, but part of that is knowing that we will be here, that we have the resources to back things up. We haven't had that kind of stability in a few years, but I think we're there now.

MS. ANKER:

I think what's important is getting these groups in. We have the astronomers. We have the car people, now the garden clubs, and the school children. We need to focus and bring these groups in -- and even maybe think about honoring a person within that group. That way you have their support, what fundraisers do. You go out and you honor ten people, they buy ten tables and bring people.

MS. GHIORSI-HART:

We know, for example, Astronomy Day we will be doing in October. It's a national day twice a year, October and April. We're going to do it. We're making the commitment now. We're doing it in October, and we're doing it next April. We are filling these things up and will be looking for sponsorships ahead of time. We see exciting things ahead.

MS. ANKER:

Again, possibly honoring some of the schools that have planetariums, like Longwood and West Islip, and then that will hopefully in turn bring the teachers and the school children to come to the events and basically create a certificate for \$1 or \$2, whatever it is, frame it, and present that to the school district or the planetarium director. Just an idea of trying to bring massive amounts of people here.

MR. GISH:

We're actually trying to think about an Education Day where we might invite all educators on the Island in Nassau and Suffolk for one day just to view the programs that we have. It's sort of in line with what you're talking about. We're kind of hoping that we could pull that off at some point in the year, maybe late August or early September. We have to talk to the education staff to see when that might be a good time, but before the school programs took off, we saw that some of these people who maybe have never been to the Vanderbilt or who have never taken a field trip here, to take advantage of a free day and

then maybe that would be a good time to possibly pick someone to honor on that particular day.

MS. ANKER:

Also in school districts they have what's called a Superintendents Conference Day.

MR. GISH:

It's usually the beginning of the year or on Election Day.

MS. ANKER:

And then maybe present that at that meeting, this way you have all the districts there.

DR. GITTELMAN:

I don't know where this fits, but we also have connections with Hollywood through this Vanderbilt that I wasn't quite aware of. A couple of them that I recently discovered – and one of them is Robert Bronner. He apparently filmed a movie in one of the Vanderbilt mansions, and I believe it to be Willie's parent's mansion.

MS. GHIORSI-HART:

I didn't know that.

DR. GITTELMAN:

I didn't know that either. That's how I believe Willie met Al Bronner. He was a photographer who went with Willie around the world. He later got an academy award. There's a whole little history there. Willie and his academy award winner.

Also I discovered that his father, Willie K. Vanderbilt, I, started a movie studio. That movie studio filmed war scenes, real live war scenes in World War I. He used those war scenes to help bring United States into the war because he played them all across this country in theaters. That's another connection.

The third connection, which most of you know, is that the Les Cadril was founded by Willie's father. He got the French cross for that.

We have all kinds of little stories that we can bring in here that might broaden our interests. I imagine the people of the Republic might be interested in that little piece of history.

If you want to bring in special interest groups, you've got plenty to bring in.

By the way, Willie also wanted to turn Motor Parkway into an air strip. There's a lot of stuff out there for us to do.

MR. MCKAY:

That would go over big now, huh.

DR. GITTELMAN:

Well, it might have been a good air strip back then. It was straight for the most part. But the Les Cadril has a lot of great history to it. If you see the movie, there's this Vanderbilt, and it's Willie. It was actually pushed by Willie's step mom in "Road of the Sands." She's the one who pushed the deal. She was the one writing the checks. That was his dad.

MR. GISH:

We'll take anything we can get. It sounds good.

DR. GITTELMAN:

He's connected to the Titanic, too, but that's another story.

MR. GISH:

Yes, that's another story. Okay, I think we just about covered everything. Just again to follow up, we are moving forward on the cell tower. I want to go on record to thank members from the County, Lance Reinheimer and Jill Moss from Budget Review and George Nolan, the Legislative Attorney, and Gary Quinn, Director of Telecommunications for their help in helping me put that together.

I don't know whether any of you have seen them, but we are trying to install new signs on 25A coming east and coming west. We have plans for about nine or ten of them to go up from key points where we direct people to get to the planetarium. With Peter's help, with his super post hole digger, we have been putting up some signs on 25A, and they will continue for the remainder of the month.

Again I remind you that the brochures are out. If you have a place where you can drop off some brochures at a library where you are or just at your place of business where somebody could pick it up at the front desk, that would be acceptable. We could get them to you.

The gala - well closer to that is June 17. I will check and see whether we can work something out to maybe combine that 16th and 17th, if we can get past that budget vote. That's a key element.

Of course, we are moving ahead with the catering. All of those are in place as we sort of approach the summer. There has been a lot of progress.

Again, if you have an idea or you have someone that you think would come on-board to aid us in a number of areas, any number of areas,

either with some changes inside the planetarium – I know a brand new rug would be real nice here. If we could get the County to do the chairs, that would be great, but a rug and interior make-over would be swell.

We are going to move forward on a number of other areas. We're hopefully going to get an ATM machine. If we could manage to do that also when the renovations come through, that would be great. Any ideas that you have or any other connections you have, I would be more than willing to listen to you at any time about that.

DR. GITTELMAN:

Could I ask a question?

MR. GISH:

Sure.

DR. GITTELMAN:

We only have one – I mean I wrote the biography, so I could say I have a self-interest in it. We only have one biography on Willie K. coming in. It's coming out in the beginning of June. What do you want to do with it?

MS. GHIORSI-HART:

We'll I would love to have a big event or a book signing.

DR. GITTELMAN:

I'll do anything you want. It would be fun for me.

MR. GISH:

We should definitely talk about it and see if we could come up with something.

DR. GITTELMAN:

Whatever you want to do.

MR. GISH:

It will give us some time so we can promote it. I don't want to do it too quickly. We want to make sure it comes out – and this is going to sound goofy, but who is the publisher? Are you publishing it on your own?

DR. GITTELMAN:

McFarland.

MR. GISH:

Let's see if we can get it together and do something with that.

DR. GITTELMAN:

It's a regular publisher.

MR. GISH:

As opposed to an irregular publisher. Sometimes they send it out – there are those that do that, obviously, and sometimes it can be done, but if it's a publisher, we really want to do it up right. That's what I'm saying to you. You're going to have to get them involved in them and see if we can work it out.

DR. GITTELMAN:

They want to know what they can do.

MR. GISH:

That's fine. We will do something. We'll state that. I will talk to you further on that.

MR. BEATTIE:

Does it make sense to do that on the June 17th event when you have everyone here?

MS. GHIORSI-HART:

No because I think that should be a big press conference.

MR. GISH:

I'm not going to invite people to come in and –

MS. ANKER:

That's internal. This is external.

MR. GISH:

Yes, that's separate and distinct. That's got enough weight to it to carry it on its own. An evening at the Vanderbilt I think would be fine. Just get those promoters there and let Liz work on her project. I'll speak to Steve and we can work on it another day.

MS. GHIORSI-HART:

I'll just mention one thing. This is really exciting. Tomorrow I am meeting with the Department of Public Works and our Astronomy consultant for the planetarium to review the RFPs for the planetarium upgrade. That's a huge day. That's tomorrow. We did get three answers to the RFP who we expected, Zeiss, Konica, Minolta and Goto. They all did respond.

We will be reviewing those tomorrow. Then on Friday we are meeting with the other branches of Suffolk County who will be making the decision. We'll be opening up the numbers that day. Hopefully by the

end of Friday there will be a recommendation. That's a landmark. Things are progressing.

MR. GISH:

That will be at DPW in Yaphank on Friday.

MS. GHIORSI-HART:

It will be at the Purchasing Department in Yaphank.

MS. ANKER:

When will that be decided?

MS. GHIORSI-HART:

I hope on Friday. I'm not 100 percent sure, but all the interested people are meeting on Friday and hopefully there will be a decision.

MS. ANKER:

And that would be another wonderful press release.

MS. GHIORSI-HART:

When the contract is signed, then it has to go through legal contracts. That could take nine months, but we're hoping it doesn't.

MR. GISH:

We're pushing for it to be real quick.

MS. GHIORSI-HART:

The minute that a contract is signed and then it will be 12 months –

MS. ANKER:

Why can't we just do a press release saying –

MS. GHIORSI-HART:

Not until the contracts are signed. Once the contracts are signed and we know that we're getting whatever we're getting, then we need the hit the ground running. We start with our "Buy a Seat" program. We can really start with our larger sponsorships and naming opportunities because we will be able to say with confidence that in 12 months, we are going to be the state-of-the-art, the best planetarium in the northeast. We need to tell people to come and be apart of it. They have an opportunity to be part of that.

It's very difficult right now because I can't give you that start date. But once that contract is signed, we will know. It will be much easier for all of us to start raising that money. That's the important thing. We do intent to get out there and start pounding the pavement and working with it.

We just learned – it took nine months to get the contract together to just hire the consultant.

MR. GISH:

And I planned on October 2010. I was off by a little. Is there any new business? Any old business? Can I have a motion to adjourn?

MR. BEATTIE:

Motion.

MR. MCKAY:

Second.

MR. GISH:

All in favor? Opposed? **(Vote: 9/0/0/6 Absent: Mr. Glascock & Mr. Sillman. Four vacancies.)** Thank you.

(Mr. Gish adjourned the meeting at 8:35 p.m.)

NG:ap

Attachments



SUFFOLK COUNTY VANDERBILT MUSEUM
Board of Trustees Meeting
May 19, 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/Strategic Planning Committee | R. Beattie |
| V. | Education Committee | G. Mones Oldrin |
| VI. | Buildings and Grounds | D. McKay |
| VII. | Executive Director's Report | C. Ghiorso Hart |
| VIII. | President's Report | N. Gish |
| IX. | Old Business | |
| X. | New Business | |
| XI. | Adjourn | |

SUFFOLK COUNTY VANDERBILT MUSEUM

Treasurer Report

MARCH 2010

	Actual March	Budget March	Variance
Revenue			
Admission	\$ 55,539	\$ 54,000	\$ 1,539
Membership	\$ 510	\$ 3,830	\$ (3,320)
Museum Store	\$ 5,558	\$ 6,000	\$ (442)
Special Events	\$ 4,236	\$ 7,000	\$ (2,764)
Suffolk County Funds	\$ -	\$ 57,791	\$ (57,791)
Endowment	55,000	20,833	\$ 34,167
Site Use	\$ 2,091	\$ 6,000	\$ (3,909)
Donations & Gifts	\$ -	\$ 5,000	\$ (5,000)
Other General	\$ 204	41	\$ 163
Total Revenue	\$ 123,138	\$ 160,495	\$ (37,357)
Expenses			
Salaries & Wages	\$ 68,086	\$ 77,333	\$ (9,247)
Benefits	\$ 19,226	\$ 21,625	\$ (2,399)
Maintenance & Equipment	\$ 3,736	\$ 8,583	\$ (4,847)
Insurance	\$ 6,982	\$ 6,833	\$ 149
Professional	\$ 13,153	\$ 20,416	\$ (7,263)
Museum Store	\$ 3,554	\$ 4,000	\$ (446)
Telephone	\$ 2,358	\$ 2,500	\$ (142)
Utilities	\$ 15,865	\$ 17,000	\$ (1,135)
Supplies, Programs, Gala	\$ 3,451	\$ 8,000	\$ (4,549)
General Expenses	\$ 3,478	\$ 4,210	\$ (732)
Total Expenses	\$ 139,889	\$ 170,500	\$ (30,611)
Excess / Deficiency	\$ (16,751)	\$ (10,005)	\$ (6,746)

**SUFFOLK COUNTY VANDERBILT MUSEUM
TREASURER REPORT FOR THE YEAR ENDING 2010**

	Actual January	Actual February	Actual 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	55,980	55,539	73,000	61,000	47,000	71,500	74,500	36,000	40,000	57,000	37,000	650,704	660,000	(9,296)
Membership	1,065	10,299	510	3,830	3,830	3,830	3,830	3,830	3,830	3,830	3,830	3,870	46,384	46,000	384
Museum Store	2,269	6,037	5,558	6,000	9,000	6,000	5,000	6,000	3,000	3,000	3,000	5,000	59,864	60,000	(136)
Special Events	1,403	18,376	4,236	7,000	8,000	8,000	20,000	20,000	50,000	4,000	8,000	8,000	157,015	150,000	7,015
Suffolk County Funds	0	0	0	57,791	57,791	57,791	57,791	57,791	57,791	57,791	57,791	57,799	520,127	693,500	(173,373)
Endowment	0	20,000	55,000	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,837	262,501	250,000	12,501
Site Use	6,520	6,947	2,091	8,000	33,000	15,000	15,000	14,000	18,000	6,000	8,000	5,000	137,558	140,000	(2,442)
Donations & Gifts	0	485	0	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	45,485	60,000	(14,515)
Other General	116	98	204	41	42	42	42	42	42	42	42	42	795	500	295
Total Earned Income	53,558	118,222	123,138	181,495	198,496	163,496	198,996	201,996	194,496	140,496	163,496	142,548	1,880,433	2,060,000	(179,567)
EXPENSES															
Salaries & Wages	67,211	60,571	68,086	77,333	77,333	77,333	77,333	77,333	77,333	77,333	77,333	77,337	891,869	928,000	(36,131)
Benefits	17,362	15,648	19,226	21,625	21,625	21,625	21,625	21,625	21,625	21,625	21,625	21,625	246,861	259,500	(12,639)
Maintenance & Equip.	4,987	2,523	3,736	8,583	8,583	8,583	8,583	8,583	8,583	8,583	8,583	8,587	88,497	103,000	(14,503)
Insurance	6,800	8,129	6,962	6,833	6,833	6,833	6,833	6,833	6,833	6,833	6,833	6,837	83,412	82,000	1,412
Professional	11,629	14,355	13,153	20,416	20,416	20,416	20,416	20,416	20,416	20,416	20,416	20,424	222,889	245,000	(22,111)
Museum Store	340	3,247	3,554	3,000	4,000	3,000	3,000	3,000	2,000	2,000	2,000	3,000	32,141	35,000	(2,859)
Telephone Communic.	2,883	2,386	2,358	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,127	30,000	127
Utilities	13,875	11,382	15,865	14,000	14,000	15,000	19,000	18,000	19,000	19,000	15,000	17,000	191,122	200,000	(8,878)
Supplies, Prgrm., Ball	1,554	12,614	3,451	8,000	8,000	8,000	8,000	13,000	23,000	15,000	11,000	14,000	125,619	127,000	(1,381)
General Expenses	1,178	5,947	3,478	4,210	4,210	4,210	4,210	4,210	4,205	4,205	4,205	4,205	48,473	50,500	(2,027)
Total Expenses	127,819	136,802	139,889	166,500	167,500	167,500	171,500	175,500	185,495	177,495	169,495	175,515	1,961,010	2,060,000	(98,990)
Excess / Deficiency of Revenue	(74,261)	(18,580)	(16,751)	14,995	30,996	(4,004)	27,496	26,496	9,001	(36,999)	(5,999)	(32,967)	(80,577)	0	(80,577)

WORKPLACE VIOLENCE PREVENTION POLICY

The Suffolk County Vanderbilt Museum is committed to providing a healthy and safe environment for all personnel. Threats, threatening behavior, or acts of violence by or against employees, visitors and all other individual on Museum property will not be tolerated. Any individuals who violate this policy will be removed from Museum property. Violations of this policy by employees will lead to disciplinary action which may include dismissal; under certain circumstances referral to law enforcement for criminal prosecution will be necessary. Acts of workplace violence include, but are not limited to: physically harming another, shoving, pushing, harassing. Intimidating, coercing, and brandishing weapons, and threats or discussion of engaging in those activities.

To further its effort to provide a healthy and safe environment for all employees, the Vanderbilt Museum has developed a written Workplace Prevention Policy. This policy applies to all Museum employees and establishes guidelines to prevent incidents of violence and procedures for incident response and reporting.

The Vanderbilt Museum encourages all of its employees to actively become involved in preventing and reporting workplace violence. Questions, concerns and ideas can be submitted to the HR Manager. Incidents of imminent danger must be reported immediately to law enforcement personnel by dialing 911. All other incidents shall be reported to a supervisor as soon as possible.

NONDISCRIMINATION POLICY

The Vanderbilt Museum shall not discharge, or cause to be discharged, or otherwise discipline, or in any manner discriminate against any employee because such employee has filed any complaint or has instituted, or caused to be instituted, any proceeding under or related to the provisions of this article, or has testified or is about to testify, in any such proceeding, or because of the exercise of any right afforded pursuant to the provisions of this policy on such an employee's behalf or on the behalf of others, nor shall any pay, position, seniority, or other benefits be lost for exercise of any right provided by this article.

Complaints concerning a violation of New York State labor law Article 27 or the regulations there under may be made to either the New York State Department of Labor or the Attorney General of the State of New York.

THREAT ASSESSMENT

Factors that may lead to workplace violence may include, but are not limited to:

The economy;

Layoffs;

Rigid management styles;

Job performance pressure;

Psychological instability;

Domestic disputes;

Sexual affairs;

Identifying warning signs may include, but are not limited to:

Depression;

Alcohol abuse;

Drug abuse;

Argumentativeness;

Frequent absences;

Bizarre or atypical behavior;

Lowered productivity;

Verbal threats or discussion of violence.

In dealing with violent or imminently violent situations:*

Call out for help and call 911 if warranted:

Alert your supervisor if possible;

Change subject if practical to do so;

Avoid argument if possible;

Listen if appropriate;

Remain calm;

Speak in a calming voice.

*These suggestions are dependent on the nature of the violence or potential violence encountered and are meant as guidelines only. All cases must be assessed on an individual basis.

PROHIBITED CONDUCT IN COUNTY WORKPLACES

Prohibited conduct includes, but is not limited to:

Injuring another person physically;

Engaging in behavior that creates a reasonable fear of injury to another person;

Engaging in behavior that subjects another individual to emotional distress;

Intentionally damaging property;

Threatening to injure an individual or to damage property;

Committing injurious acts motivated by, or related to, domestic violence or sexual harassment;

Name calling, obscene language or gestures;

Retaliating against any individual who in good faith reports a violation of this policy.

REPORTING

Incidents of workplace violence, threats of workplace violence or observations of workplace violence can not be ignored by any employee. Workplace violence shall promptly be reported to the appropriate personnel. Additionally, employees are encouraged to report behavior that they reasonably believe poses a potential for workplace violence. It is vital to the well-being of all Museum employees and members of the public that visit the museum, that all employees follow this Workplace Violence policy to effectively maintain a safe working environment.

Any person experiencing or witnessing imminent danger or actual violence involving a weapon or potentially dangerous object must immediately call law enforcement by dialing 911. When the situation is deemed safe by law enforcement, all other appropriate personnel shall be notified.

Any person who is the subject of or witness to an actual or suspected violation of this policy shall immediately report the incident to his/her supervisor. The supervisor will notify the personnel office. A Workplace Violence incident report form shall be completed by the department supervisor and forwarded to the personnel office.