

## **SUFFOLK COUNTY VANDERBILT MUSEUM**

### **Board of Trustees Minutes**

A regular meeting of the Suffolk County Vanderbilt Museum Board of Trustees was held in the Planetarium, Centerport, New York on December 15, 2010.

#### **The following were in attendance:**

Mr. Noel Gish – President  
Michael B. DeLuise – 1<sup>st</sup> Vice President  
Gretchen Oldrin Mones – 2<sup>nd</sup> Vice President  
Ronald A. Beattie – Trustee  
Sarah Anker – Trustee  
Betsy Cambria – Trustee  
Dr. Steven Gittelman – Trustee  
Kevin Peterman – Trustee  
Dr. William Rogers – Trustee  
Thomas Glascock - Trustee  
Carol Ghiorso-Hart – Executive Director  
Legislator Jon Cooper – 18<sup>th</sup> Legislative District  
Lora Gellerstein – Aide to Legislator Cooper  
Nancy Armstrong – Aide to Legislator Cooper  
John Pokorny – Staff  
Beverly Pokorny – Staff  
Peter Newman – Staff  
Lorraine Vernola – Staff  
Chris Buono – Staff  
Dominique Machetta – Staff  
Kaitlyn Kreitzman – Staff  
Joanna Reisener – Staff  
Inger Dzwelewicz – Staff  
Navid Shokouhi – Staff  
Colleen Haefling – Staff  
Joseph Dujmic – Vanderbilt Museum Trustee Elect  
Ralph Colamussi – Thatched Cottage  
Danny Schrafel – Long Islander Newspapers  
Robert Pilnick  
Ann Marie Pastore - Stenographer

#### **Absent:**

Christopher Hahn – Trustee

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

**MR. GISH:**

Good evening, everyone. I would like to welcome everybody to the Suffolk County Vanderbilt Museum Board of Trustees Meeting for December 15, 2010. I'd ask you to please stand for the Pledge to the Flag.

(Salute to the Flag)

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

**MS. PASTORE:**

Yes.

**MR. GISH:**

I have a motion to approve the minutes that everyone should have received by email. Ron?

**MR. BEATTIE:**

I have one problem with the minutes. I was listed as an unexcused absence, and I don't want to get detention. I would like to have that changed.

**MR. GISH:**

I'm so embarrassed. That was my fault from the last meeting. I forgot to mention that, and it will not take place again.

**MR. BEATTIE:**

I'm sorry?

**MR. GISH:**

I did not receive anything from this meeting --

**MR. BEATTIE:**

I wasn't here but I had told you I wouldn't be attending --

**MR. GISH:**

I didn't receive any other indication that anybody is to be excused for this meeting tonight. With that correction, do we have a motion and a second?

**MR. DELUISE:**

Motion.

**MS. OLDRIN MONES:**

Second.

**MR. GISH:**

All in favor? Opposed? **Motion carries. (Vote: 8/0/0/7 Not Present: Ms. Cambria & Mr. Glascock. Absent: Mr. Hahn.)**

Is there anybody in attendance who wishes to address the Board at this time? Come on up, please. For the record, just give your name and reason for coming down tonight.

**MR. PILNICK:**

I'm Robert Pilnick. I'm a businessman of Huntington for over 30 years. I just wanted to address the Board. This will move the Vanderbilt up into the next century. I have been working on this project for about three years now. A friend of mine had told me about the Vanderbilt. I had gone to the Vanderbilt a few years ago. This museum needs a lot of help. I started looking into it and would like to help the Vanderbilt. I'm addressing the Board and Legislator Cooper is also here tonight. It kind of took on its own life.

I started looking into the financials of the Vanderbilt and took a closer look at the Vanderbilt. I saw that a lot of what needed to be done is really getting it back to its original grandeur. With that, I will go through what I have in mind. Everyone would love to take it back to that prominence but how to do that with no money around is a problem.

I put together a little presentation. About six or eight months ago I met with Legislator Cooper in regard to helping the Vanderbilt. He indicated at the time that part of the problem, if you will, and I use that term loosely, is that it also has to go through the County Executive. If he was on board, that would certainly help the Legislature. I also went to Steve Levy. I met with Steve briefly on this and had another meeting scheduled with him. I met with his staff. I have gone over this, as well as Legislator Cooper. I will explain as I go through it for everyone's benefit. At the end I will answer questions.

**MR. GISH:**

Just for your information, this is the first time this Board has seen this presentation. So this is all new to us tonight.

**MR. PILNICK:**

Right. I met several of the Board Members. I haven't met everyone. One of the things I've been working on, and I told friends and people that I know, is that every time I mention the Vanderbilt, everyone seems to say, "Oh, I've been to the Vanderbilt. But that was years ago." That's one of the problems with the Vanderbilt right now. We don't have a lot of youth for it. People aren't coming to just see what they saw basically 30 years ago, the same projector and the grounds are just basically physically deteriorating from where they were.

With that, this is just a vision plan, a concept plan of where we can take the Vanderbilt. The whole thing I have actually in a book. That's why you see page numbers and stuff on this index, just for reference for the Legislature and the County Executive.

Mission Statements are important. I don't know if you can see it back there. I'll read it if you can't. "To provide the necessary and desired assistance to enable the Vanderbilt Museum and estate to establish a permanent, durable plan for building the endowment fund in concert with the development of permanent and enduring independence, self-sustaining economic and management plans."

"To professionally address the Vanderbilt Museum and estate that continued promise and future long-term needs specifically by addressing all the immediate individual components related to issues of property, site upgrading, maintenance, along with concurrently developing long-term agreements, specifically incorporating terms to address and preclude increasing costs and liability." Increased costs and liability is a big concern to the County and every business owner.

The end result or objective is to achieve a dependable foundation and solid financial platform to guarantee complete and continuing self-sufficiency for the future.

How do you get to that? That's what this is about. The outline for the project is to assess what's here, such as inventory, current physical condition, existing structure, facilities, roads, and all the grounds that we have here. It's 43 acres. We need to work on potential improvements, existing issues of concern and reasons for concern. Why do we have to address different issues?

We need to develop prioritized lists of improvements, issues with specific consideration for safety, synergy with other facilities, cost, value, and return. This, where we're sitting right now, is probably the

biggest income producer for the Vanderbilt. We're sitting with a 1970 projector. The building – every building on the grounds needs work. It's not particularly impressive, if you look around the lobby.

I just went to a planetarium in San Diego. It was a combination planetarium, aquarium, and rain forest exhibit. They spent \$500 million building this thing. It's wonderful. I go back to it every time I go there. We need a draw. We need to get it where when you walk in you go, "Wow, let's see what else they have here."

Set up a strategic plan of action and recommendations. We need to address continuing and future safety, economic and marketing issues and develop a list of future issues and ideas to add markets and revenue.

We have a real big opportunity here, but, unfortunately, it takes money to realize that and to get us there. This is an actual Photostat of what was handed out to people. Not particularly impressive. I guess you work with what you have. They Photostat two to a page and cut it in half. You'll notice at the bottom right-hand corner, the curator studio was misspelled. So they crossed it out and wrote the correct spelling on it.

This is not what we want to project. And I'm not finding fault with the current Board or whoever did that. It's a great map for walking around the grounds because we lose track of where you are. This is actually taken off the site survey, which I have right here. This is 43 acres. I can point to the different places on it. We're right over here.

What we're looking for here is to take this property and bring it to another level. The idea of this taking this whole property is to clean up everything, address maintenance, address the trees, address grounds keeping, and address repairs of the building. The buildings are falling apart. They're just getting old. As you saw in this first picture, you'll notice the safety netting. Even the brochures have safety netting shown in the picture. That's so pieces of the building don't fall on people's heads as they are walking into this place. To me, that's sad. Money can fix all this stuff.

The construction procedure for the schedule of improvements – what we're looking to do is initially mobilizing the lay-out, the survey areas, mobilization of equipment to the job site and tree work. The seaplane hangar has been sitting there. There's money allocated for it by the County, by the Legislature. There are 15 projects allocated that are

still sitting on the County's desk because they won't release the money because you're fixing things that – that's like a major lacerated artery here and you're going to put a Band-Aid on it. Putting any money into this kind of stuff comes under the category of, "Do I throw money out to bid?"

You need a coordinated effort to address everything and get us back to where we need to be. This addresses tree work and land clearing. It addresses reconstruction of the seaplane hangar and the platforms. I'll show you pictures of them. They're off limits. I took these pictures quite a while ago. There's this nice orange stretched construction fencing on the waterfront that says, "Warning, danger."

This is the Vanderbilt Museum. Back in 1944 the endowment was \$8.2 million. \$8.2 million was before the war ended when houses were well under \$10,000. He left an endowment of \$8.2 million. Right now because of the economy, because of this, that and the other thing, I think it's up to \$8.4 million sixty or seventy years later. It doesn't quite go too far now.

The construction on the seaplane hangar could turn this into a facility that can be used and can generate funds, can generate people coming to the facility to actively make it usable, and to make it a destination. We have this gift, 43 acres on Long Island, gold coast that is falling apart.

**MR. GISH:**

Can I ask you something? I see that this is 34 pages, so this might be more appropriate in a committee meeting or a separate meeting with the Trustees. Can you sort of make a specific point, and then we can meet afterwards and discuss a time and place where we can get the Trustees together and we can sit down and discuss this. If you have a proposal that you're putting forth, I think that's what they want to hear.

**MR. PILNICK:**

Okay, this is a whole schedule of improvements. It actually goes into how it's going to be handled. Then we have the cost estimates. This goes into mobilization, tree work, excavation, and bringing an amphitheater to this perfect place and putting it in here. You'll see columns when you come in, there's a natural valley there, which you can keep the look of it and you'll see down there – if you put anything that's obtrusive, you can't build a building or have functions down there without it being obtrusive. With this, you can put an

amphitheater and have free concerts or paid concerts. It takes it to another level of what can you do with this property. It becomes something that you carry on into the future. If anyone has gone to outdoor concerts are great. It's a natural hillside for it.

The seaplane hangar, boardwalks, the education center, all this stuff has to be addressed, the docks, the floats. There are 15 capital projects that are sitting on the desks of the County Legislators. They haven't released funding. The projects have had funds appropriated.

When I met with the County Executive's people, I said, "One of the things that I'm presenting to you is the idea of consolidating it and putting them all together. Let's address the Vanderbilt as a whole project." We all had roads paved in front of our houses and then a week later someone comes up and digs it up because they have to put in cable or something.

We have to coordinate this from the beginning. These are the details of all the capital projects.

Seaplane hangar uses -- once this is restored and converted, you can have everything from weddings, parties, photo shoots, and an exhibition hall. It's a tremendous area. I have some pictures to show you what it looks like. This is for the people who don't know what the inside looks like.

The boathouse uses -- safety at the boathouse. This is a wonderful boathouse. William K used to plot his trips around the world. There are a lot of uses for it.

This is an excerpt from the County Legislature. One of the things I wanted to call to your attention to here is that the Vanderbilt -- this is the top paragraph, "The Vanderbilt Museum Commission retains and operates the museum and planetarium in Centerport. At his death in 1944, he bequeath the mansion and the 43 acre estate and a trust fund of \$8.2 million that this Board has control over."

**DR. GITTELMAN:**

No.

**MR. GISH:**

No, it's controlled by the County.

**MR. PILNICK:**

Well according to my research from the Suffolk County Charter –

**DR. ROGERS:**

What's the bottom line here?

**DR. GITTELMAN:**

Actually you're incorrect.

**MR. PILNICK:**

This is from their Charter.

**MR. GISH:**

The Vanderbilt Board of Trustees does not have any control over the trust fund, which I believe is \$9.6 million. I believe it was two point something –

**DR. GITTELMAN:**

It was \$2.3 million.

**MR. GISH:**

There were two donations. They're two different things. One is for operating expenses – but the point is, could you please move along to the thrust of what the point is and then we can review this in greater length at another time.

**MR. PILNICK:**

I have some photographs here. A lot of these you can just see the condition of a lot of the buildings. Again, I do not find fault in anyone. There's just no money to do this stuff. By trying to address this whole project as one complete unit, then you can turn it around --

When I spoke to the County Executive and the Legislator, the monies to do this, the actual cost, this could be done for \$50 million. To put it into perspective, Huntington had an ice skating rink that they were building. The original budget was \$6.5 million. With cost overruns, it ran \$21 million for an ice skating rink.

This is estimated as bringing this back to where it can generate money so that it's self sufficient with \$50 million. We're not asking the County to come up with \$50 million. I have met with a bank. I met with dozens of contractors that actually are standing up and ready to come here. I have a letter of intent from the bank for \$25 million. I will show you that also. These are photographs.

**MR. BEATTIE:**

Can I make a motion?

**MR. GISH:**

Yes.

**MR. BEATTIE:**

It sounds like it's something that we should look into further. I make a motion that we have the Executive Board form a Task Force to work with Bob on some of the details.

**MR. GISH:**

Yes, we can get into this in greater detail at another time.

**MR. BEATTIE:**

Exactly.

**DR. ROGERS:**

But I would like to know what the purpose of this meeting is. What are you proposing?

**MR. PILNICK:**

I'm proposing the Executive Board, the Board of Directors has to maintain – one of the biggest things with the Vanderbilt and in order to do the whole thrust, that has to be maintained here. I met with the County Executive's people because I wasn't sure where I could go with this. This wasn't feasible three years ago because of the economy. Now with the way the economy is, things have actually come down and become more reasonable. Prices and people are more accessible.

One of the things that's working right now is a public/private partnership. They come in and get people with private money coming in to work in conjunction with the County and with the Legislature. The County continues and will always own the Vanderbilt. It must continue to own the Vanderbilt. Otherwise it goes back to the heirs of the Vanderbilt. A couple of years ago, they were thinking about possibly closing it. That automatically triggers it going back to the Vanderbilt estate and the County loses it.

That's basically what I'm proposing. The public/private partnership –

**DR. ROGERS:**

What do you mean by a public/private partnership?

**MR. PILNICK:**

A public/private partnership benefits all parties involved where the public right now would have to put in – off the record I was told this is probably a \$100 million project. It would probably never get done. The County is certainly not going to throw \$100 million into this. There are a number of public/private partnerships in existence, and they are working very well. Each side benefits somehow. They're structured different ways. Each one is structured individually where a public continues to own this and the County continues to own this, but the private partnership, the private part of it comes in and fixes everything up. They have access, for instance, to the seaplane hangar.

**DR. ROGERS:**

In the first place, I take objection to everything you said. All these things are not absolutely true. This Board, for as long as I've been here, has performed and has done many of these things that you're talking about that you feel has not been done. For the sake of argument, the seaplane hangar was supposed to be converted into a space to store the dinosaurs. I, for one, was the individual that offered to fund that.

The County at that point was willing to do the brick and mortar stuff. They never did it. The County Legislature reneged on whatever they were supposed to do. But all the things that you're saying here don't apply because this is a good functioning organization. I don't understand what you're saying -- \$100 million, sure, \$100 million of course we could do a lot of things with that money. But where are you going to get that money from? What is going to happen to the equity here?

**MR. PILNICK:**

The equity stays with – first of all, I mean no disrespect, and I'm not talking about this Board or any other Board. The Legislature, the County, the Board, there's always going to be a pull for money. The economy went in the toilet and created a lot of the situation that we're in. With nine point some odd --

**MR. GISH:**

\$9.6 million today.

**MR. PILNICK:**

Okay, \$9.6 million and you can't touch the principle, there's not a lot of money to do a lot of repairs or maintenance.

**DR. ROGERS:**

Where do you think we're going to get the money to do this?

**MR. PILNICK:**

That's where the public/private funding takes over.

**MR. GISH:**

I think we're going to have to really examine that in much greater detail. We're not going to be able to do that tonight. There's a motion on the floor by Ron to create a Task Force of the Officers. Seconded by Sarah. All in favor? Opposed? **Motion carries. (Vote: 8/0/0/7 Not Present: Ms. Cambria & Mr. Glascock. Absent: Mr. Hahn.)**

A Task Force will be formed. Bob, we will be getting back in touch with you. We will probably meet at the same format with the Officers of the Task Force.

**MR. PILNICK:**

Thank you very much.

**MR. GISH:**

Jon, do you have a slide presentation?

**MR. COOPER:**

No, I just wanted to say a few words. I applaud you for your vision. I know you've met with some members of the County Executive's staff, but the devil is in the details. It would be wonderful if you could get him to agree with \$50 million, but we're thinking about selling the John J. Foley Nursing Home because we don't have \$3.5 million to run a critical care facility providing nursing care for the needy in Suffolk County. The County Executive is fighting to shut down this facility over \$3.5 million.

We anguish over trying to find \$20,000 for a project or \$10,000 for a project. The County Executive is holding up a number of projects that have been approved and budgeted by the County Legislature. The Legislature is not the problem here. We've been supportive of improvements to the Vanderbilt. It's the County Executive who actually authorized to release the funds and authorized DPW to move over the projects. The County Legislature is powerless to actually do that.

The façade project, the plumbing project and the electrical project – it's not because there's no will on the part of the Legislature. Because the Legislature is unable to get the County Executive to move forward with these priorities -- we're all aware of this. Not that there is a bad guy in this, but if there was a bad guy, it would be the County Executive, because he has different priorities. Unfortunately, in his eyes the Vanderbilt Museum is not a priority. That's the reality.

The reason I'm here is that over the past – I've got to put on my reading glasses, and I always forget to bring them to the Legislative meetings but I brought them tonight – my office has been contacted over the past six or eight weeks by six employees of the Vanderbilt Museum, as well as some volunteers, but at least six employees.

What I have discovered this evening, and I believe you have copies of this anonymous email to all of you about a week ago, this is an email I received from an employee. Because of the issues that this raises, and I think it's illustrative of other concerns that have been expressed in my office over the past year or two through phone calls and emails and personal meetings with either myself or my Chief of Staff, Lora Gellerstein and other Aides. My concern is that this is illustrating an ongoing problem that needs to be addressed.

I have been with the Legislature for 11 years now. I'm term limited. I have one more year in office. I want to make sure that by the time I leave office that the Vanderbilt Museum will be on strong financial footing. It's one of my top priorities.

Also, as many of you are aware, I was hospitalized about five weeks ago. I almost died. I had a ruptured appendix, peritonitis, and I came within a hair's breath of dying. That experience has really changed my life. It's altered my priorities. I have a new appreciation for little things that I never gave a second thought to before. If anything it's renewed my focus on the issues that are important to me. One of them is the Vanderbilt Museum. It has been from the first day I joined the Legislature, and it remains the same today. I know you all share my love for the Vanderbilt.

There have been some very serious allegations made. I would like to just address some of them this evening. There may be a valid response to some of these concerns. I certainly would like to give everyone an opportunity to respond, but based on the information that has been brought to my attention the past two months, I'm very concerned. I'm rather disturbed about these allegations. But it has

enhanced my concern over the leadership of the Vanderbilt Museum and the future of the Vanderbilt.

If we could just go over this very briefly. I have some questions. You all have a copy in front of you.

**MR. BEATTIE:**

I'm sorry. You've been a great friend to the Vanderbilt, let me start with that. We really appreciate that, but I don't think it's appropriate for this Board to publicly discuss this – especially it being an anonymous letter that has not been fact checked. We've gone over – we obviously received this last week. I don't think this is the forum for it. I think we should probably go into executive session.

**MR. GISH:**

I would prefer to do that at the end of the meeting, if Jon is willing to hang on. If you could hang on, I would prefer to go into executive session at the end and continue with the regular meeting, in case that goes on and on. If you don't mind if we could hold on that and go into executive session at the end of the business part of the meeting, we can do that then.

**DR. GITTELMAN:**

Can I just make a point on that issue?

**MR. GISH:**

Steve.

**DR. GITTELMAN:**

Personnel matters should not be taken up in open session. I couldn't agree with you more. But this letter has been disseminated at this meeting. It concerns me that a proper response to the issues that are brought up in this letter – whether there's any validity or not -- it should not get the same airing that the letter is getting. If we go into executive session at the end of this meeting, and our response or Carol's response or whoever's response –

**MR. GISH:**

The Board's response.

**DR. GITTELMAN:**

If the Board's response is not heard, and with the press here and quite a few members of the public here, it's a one-sided reporting. I'm uncomfortable with a one-sided reporting in any circumstances.

**LEGISLATOR COOPER:**

Although, Steve, I do want to point out that the only ones that got a copy of this letter were the Trustees.

**MS. GELLERSTEIN:**

I handed it out to –

**LEGISLATOR COOPER:**

Never mind.

**DR. GITTELMAN:**

I'm sorry, Jon. I saw that it was handed out and have to react to that.

**MR. GISH:**

I'll be honest with you. Today at the Ways and Means Committee, Legislator Barraga made reference to the letter, which upset me a little bit because of the fact that I didn't have a chance to respond to the letter. He took it as factual data and that was part of the people that I thought that this letter had really gone out too far. But I would rather address you with that situation in executive session.

**DR. GITTELMAN:**

But the problem is, and I'm not offering an opinion on a single line or word in this letter. I'm only saying that if there was a counter-position that Carol wishes to present – this is just unheard of. You don't defend the Director in public, but the public doesn't get an anonymous letters. I'm not comfortable with the way it will end up. It will end up that perhaps the press will leave and the public will leave, and they will leave with this letter as their opinion. Is there just some way that we can handle this so that an answer can be presented?

**MR. GISH:**

I think that in executive session, the Board can –

**DR. ROGERS:**

If I may, I happen to agree with Steve. I don't like the way this has been presented. It's been thrown out into the general public. Someone has been accused apparently without an opportunity even to know what the charges are and the people who sent these things confront them with it or confront the Board with it. This is a democracy. We have the right, and at this point, if this is brought out to the public and the public has it now, it should be aired so that the public can know what the results are.

**DR GITTELMAN:**

I'm not saying to air it here, but I feel we should go into executive session now and then come back. Jon, if you want to join us, please do.

**MR. PETERMAN:**

I'll make a motion that we go into executive session now.

**MS. OLDRIN MONES:**

Second.

**MR. GISH:**

All in favor? Opposed? **Motion carries. (Vote: 8/0/0/7 Not Present: Ms. Cambria & Mr. Glascock. Absent: Mr. Hahn.)**

I will ask, at this stage, that we not go into executive session now but it's your choice. Okay, let's go into executive session. We will come out as soon as this issue is adjudicated, and we'll continue with the rest of the public portion of the meeting.

**(Executive Session 8:00 – 9:50 p.m.)**

**(Mr. Glascock entered the executive session at 8:10 p.m.  
& Ms. Cambria entered at 8:35 p.m.)**

**MR. GISH:**

I'd like to bring the meeting back into general session, if I could. I would like to address the concerns that Legislator Jon Cooper made prior to us going into executive session. A set of grievances or complaints or allegations were presented to the Board. The Board of Trustees have agreed to set up an Ad Hoc Committee to address those complains individually by those individuals on the staff who would like to come at their convenience and for any length of time that they choose to and address their concerns before the committee. That would be the proper procedure for us to follow.

**MS. DWZELEWICZ:**

Could I please make a comment?

**MR. GISH:**

Sure.

**MS. PASTORE:**

Can you please state your name?

**MR. GISH:**

Yes, Inger, can you just come up just state your name for the record, please.

**MS. DZWELEWICZ:**

My name is Inger Dzwelewicz. They all want to speak of the incident that has taken place. That is really – I mean, all the other issues, whatever they are, they are. Whoever wants to come back and speak at another time about those incidents, that's fine. But the Greta and Jeff issue is more severe because he used excessive force. He threw a garbage can. He was screaming at him so much that he was spitting in his face. I'm sorry, but that's a horrible situation to work in.

They are so stressed that I actually work with them now because they're not going to yell at me, and I'm not going to take it from them. They shouldn't have to feel like that. I shouldn't have to make sure that – the last two times they have come, I have worked with them. I mean, to have someone throw a garbage can at you while you're working is absolutely horrible. That is a very hostile work environment.

**MR. GISH:**

I appreciate you coming and, as I said to the group before, we are going to follow the procedure to hear all of the concerns and try to find out exactly what happened. I will tell you that until all of those concerns are met, Greta and Jeff will not be in attendance here. I will make that as a statement so that we can eliminate that as a hassle point.

Honestly, we have to address tossing a garbage can, throwing a garbage can, how close you were in my face, what exactly was said, did the person yell, did the person –

**MS. DZWELEWICZ:**

Very close.

**MR. GISH:**

On occasion it can happen. I'm not belittling in any way, shape or form what you're saying. It's just that I think the proper procedure or the proper forum for this would be for us to address that individually and have them come forward. Until such time, we will not bring Greta or Jeff back in. They were hired as outside contractors. There is a procedure that has to be followed there also.

We'll make every attempt to make sure that everyone is heard and that the grievances are addressed. The Board is not taking this lightly. We never do, as I said to you.

In the letter, incorrectly, and here's where the problem is, I was informed Sunday. I did come in Monday. Ron was there on Monday. We did handle it Tuesday. We did bring in Bridgit. We did handle it with the HR person. We did, in fact, have individuals involved who signed the personnel form. We did try to rectify it immediately. Within 72 hours, there were three meetings and calls made.

I think what you have to understand is that we will address that. Obviously, there are two sides of the story. I don't want a hostile work environment in no way, shape or form. I want this to work. I also want this institution to run profitably. If we made a poor judgment on occasion or if someone acted inappropriately, we'll try to address that.

There are procedures. You know that there are very few individuals here who have ever been fired for one incident. If they acted inappropriately, say they were gruff to someone from the public, normally it's addressed in the procedure, and they are written up. We talk to them about it. We follow it.

**MS. DZWELEWICZ:**

There were other incidents that have occurred that --

**MR. GISH:**

Correct and --

**MS. DZWELEWICZ:**

And we need to write them up --

**MR. GISH:**

And you can write them up if you care to, but I think it's going to be overkill because we're going to set up the committee, and you're going to be able to come and address them all. But you have to understand that it's this one incident. It seems to be letting go a floodgate of complaints. Where this should have been handled individually, six months ago and last year -- hello, no one came to me. As I said to you, I have always stated, even to you outside, Inger, if you remember correctly when we met on another incident that took place at the top of the security booth with an individual who came in and acted inappropriately with an African American with ethnic slurs. How was that handled?

**MS. DZWELEWICZ:**

Well, he was let go.

**MR. GISH:**

But did it happen quickly?

**MS. DZWELEWICZ:**

Yes, it did.

**MR. GISH:**

Did you address me with the issue? Just let me deal with that without names, but what I'm trying to set is the standard that we handled it quickly. I don't want to belabor this. What we will do is we will set up the committee to address the personnel concerns. We're going to hear everybody individually and they'll be able to discuss anything they want. We will follow the procedure at that stage of the game to make sure that this is handled properly.

**MS. DZWELEWICZ:**

In theory, though, then it's okay for them to throw garbage cans at people.

**MR. GISH:**

No, it is not acceptable for people to throw garbage cans at any individual. That's an issue that will be addressed. I know that this procedure may not be the one that each individual here wants to see. As it was not in the other room the procedure that all of the Trustees wanted to have followed or the procedure that Legislator Cooper wanted.

I am trying to, at this stage of the game, make a compromise so in a way in which I feel that this can be done properly and with the proper procedure. I am not saying in any way, shape or form that throwing a garbage can or spitting in a person's face or insulting an individual or hitting an individual or any of those actions is appropriate. But I want to handle them individually based on what happened to that individual not what that individual was told by another individual on down the line.

I think that this Board has to handle that in a procedural manner. That manner will be one in which each individual, without repercussions, will be able to come to the Board. If there's somebody on that day and that person is not comfortable with – if they're not comfortable with me, I will recuse myself from a particular situation and allow them to

talk to the rest of the Board or that Committee at that stage of the game. We will move as quickly as we can to address all of the concerns of the staff. Steve?

**DR. GITTELMAN:**

Just a suggestion, if she wishes to send a letter in writing, she should do so. You cannot restrict her right to express herself either in writing or orally.

**MS. DZWELEWICZ:**

Okay.

**DR. GITTELMAN:**

If you feel it's appropriate and if you want to do it in writing, do it in writing.

**MR. GISH:**

We'll bring you in and discuss the incident report. I misspoke. Thank you, Steve. You can put it in writing, if that's what you think would benefit you and would give you a better chance to put your thoughts together. But we will discuss that –

**MS. DZWELEWICZ:**

It's not just me. It's them. There have been other incidents where they have been verbally abused by these people.

**MR. GISH:**

And we will address each and every single one of them without –

**DR. GITTELMAN:**

If I might, our first responsibility is to separate the parties, so that a hostile work environment doesn't exist. If the contractor will not be allowed on the premises, then we have remediated the situation. From that point forward, it becomes a discussion as to the facts of the incident. That's what it boils down to. There is nothing lost, as long as we protect all parties.

**MR. GLASCOCK:**

If I could add something. By a committee forum, as our Chairman described, we think that's the best way to learn what happened and also to determine the most appropriate way to respond and to make sure that a response and an appropriate response takes place.

**MS. DZWELEWICZ:**

Okay. Thank you very much.

**MR. GISH:**

Okay, I think we are going to move to an abbreviated forum of the meeting tonight, if we can. Gretchen.

**MS. OLDRIN MONES:**

There's so much that happens in Education and Exhibits. I hate to shortchange them by abbreviating it, but I will talk as quickly as I possibly can.

If you remember from last month's report, there were major problems in the Planetarium due to the equipment failures. Staff has done and continues to do a number of things to correct the problems.

Some good news is that when the catastrophic failures first occurred, repair costs were estimated to be up to \$10,000. Now it looks like it will be less than \$2,000.

One of the key repairs by ASH Enterprises is that they refurbished light sockets to accept modern bulbs. Some pieces are still being worked on, and there will be another week or two for repairs to be completed.

Thankfully the new AVI laser system, which some of us saw before the meeting actually began, is up and running. Without the laser system, some school programs would have been cancelled. When the stars failed, when the celestial coordinates failed, even when the sound failed, Lorraine was able to go to the laser system and carry on. Weekend and birthday parties were saved by the new laser system.

The November 21 "Our Night Out" program had to be cancelled because there just weren't any stars. However, no school programs were cancelled, although some were deferred to 2011.

This is all patchwork, and there's a limit to how well a 40 plus year old computer in constant use can actually function. We should all be aware that we're on borrowed time until the new star projector can be installed.

At a time when knowledge is so important and competition so fierce, I know we all want to give our students the very best science Suffolk County has to offer.

To put things into perspective, prior to 2004 we had a yearly contract with ASH Enterprises at a cost of \$7,000 for a two to three day maintenance visit. We have deferred maintenance for seven years for a savings of approximately \$49,000. Most facilities have two visits a year. We have Dave and Lorraine. Thanks to their resourcefulness and their technical expertise, we're still up and running. Dave is a techno-wizard at patching things together and Lorraine can work with whatever is functioning and supplement with the new AVI laser library to create a program.

There will be a new exhibit in the Planetarium Lobby next to the Lego exhibit. A member of ASLI has created busts of Galileo, Copernicus and Kepler. Venus and the moon and Jupiter will be part of this "History of Astronomy" exhibit.

The View Space computer needs a new hard drive to continue showing live feeds from NASA. When it is working, this is a valuable educational tool that is also highly entertaining.

On a housekeeping note, Dave arranged for Stanley Steamer to come today to do a demonstration and give an estimate. It would cost \$1,200 for the entire lobby, the front classroom, back classroom and the office hallway. If for nothing else, it would sanitize, remove odors from bacteria and mold, as well as remove those huge water stains that we have. The half moons and blue and silver stars can be repainted once the cleaning is done. Dave believes it's not the greatest solution. Certainly a new carpet would be the better solution, but it's a vast improvement, much needed and worth the cost.

Stephanie reports that the NYSCA funds were released allowing her to begin to interview qualified applicants for this grant funded curatorial apprentice position.

Garden clubs completed the mansion holiday decorating November 24 in time for the Thanksgiving weekend. This article, which I will pass around, was in November 25 *Huntington Patch*, and it shows the Vanderbilt library decorated for the holidays and mentions some of the festive events offered this season.

The numbers for Thanksgiving weekend were very good. 132 people attended the Black Friday House Tours. 98 were here on Saturday and 66 on Sunday.

These popular Living History Tours were highlighted in the December issue of *Suffolk Parent*. I will pass that around.

Outdoor decorations were completed by Cornell Cooperative and the outdoor tree was lit and decorated by grounds staff the first week in December.

Approximately 50 people attended the Volunteer reception Sunday, December 12. Volunteer organists, Bill Caputi and Sheldon Cooper, played the Aeolian Pipe Organ for our dinner guests and volunteer receptions.

The Cablevision piece on the Motor Parkway filmed a few months ago with Bob Klement aired four times on Saturday, December 4, on *Neighborhood Journal*, which is Channel 118.

On December 10 Stephanie did Cablevision filming with Chris Collora on mansion decorations for the *Huntington Patch*.

At their request, Stephanie visited Suffolk Sports Hall of Fame in Patchogue on December 6. She met with the Executive Director, Ed Morris, and offered to provide archival images and information regarding Vanderbilt family involvement with car racing, horse racing and yacht racing. This picture, which is the December 9 *Times Beacon Record*, is typical of the media pieces kept in our archives. It's an image and description of the Reo now on display in the turntable. If you open it, inside there's an article about the Reo.

Also on December 6, Stephanie attended a LIMA meeting at Molloy College Center located at Republic Airport. Presenters spoke about accessioning and using PastPerfect collections database.

There's a nice mention of the "Our Night Out" program in today's "Explore Long Island" section of *Newsday*. If you are familiar with this program, there is a brief description in the article and also on the cards that Lorraine has been distributing to all schools and visitors. As you can tell by the upcoming dates on the card, the program usually takes place on the 3<sup>rd</sup> Sunday of the month.

The first Vanderbilt ornament is now available for sale in the gift shop for \$15. I'll pass that around. I already have someone I'm going to give it to, so please make sure I get this back at the end. You can see that it's classy and classic. It even comes in a very handsome box. It is suitable for year-round gift giving. When the Yellin Ironworks

booklet is printed, there may be additional interest in this ornament, as it is a copy of a unique design created by the famed iron artisan, Samuel Yellin.

Finally, the new "Free Return Visit" initiative has begun. Every child attending programs will get this postcard, which I'm passing around. If the family returns with contact information, such as an email address filled out, the child or the student is given free admission and a free show or tour. It's hoped that this will increase attendance and build our database. That's as fast as I could read.

**MR. GISH:**

Thank you. I'm going to read a letter into the record that I sent to *Newsday* on December 3. I would just like the staff that's here to remain until I get that read into the record because I think you should hear what I said on December 3, since today is December 15. Ron, Development Committee.

**MR. BEATTIE:**

Real quick. We had a Development Meeting last week. The main thing was to work with the website developers and set up more detailed criteria. Mostly we focused on the e-commerce portion of that, which is to sell memberships, merchandise, more importantly tickets, donations, bricks, and benches on the website and really streamline how we publish events on the website and encourage people to go and buy tickets on-line. It will take a few months to get that going, but it was a successful meeting.

Strategic Planning, we're planning on having a meeting in January to kind of be a reformative thing. We kind of lost steam during the summer and we'll be working on that shortly. That's it.

**MR. GISH:**

Thank you. Very, very quickly, on Building and Grounds, the Lancaster Room has been refurbished and repainted in the mansion, and that looks absolutely great. I'd like to thank Peter and his team. We lost a few trees during a little bit of a wind blow. Some of you may have seen the large pine that went down. Luckily it fell in the right direction away from the mansion. We're going to be taking a look at the positioning of a lot of the trees that are on the property and possibly dealing with that later on.

I'm dealing with my two other assignments. The cell tower, I'm meeting with the County Attorney and the contract designee on Friday at 10:00 a.m. to try to work out the last details of the cell tower.

The catering contract, both Carol and myself have met with Ron and Gretchen collectively. I would say between committee meetings maybe about 30 hours in the last month. I know that Ralph was probably tired of seeing me because we have met with Ralph and Toni Ann from Thatched Cottage for about four hours each week for the last three weeks. We have not met this week, but there's a good amount of time that we spent trying to resolve the issues in the catering contract.

Those of you who came here tonight, you saw the AVI unit that's up and operating. Again, that has functioned, as Gretchen said, and has given us a little bit of spare time before the star projector comes in from the County.

We are looking for a sponsor for the Yellin brochure. If anybody is interested, the Yellin brochure has been put together. We need about \$1,000 to get that out and in the house of the public. We are proceeding in a number of directions there to try to make the building and grounds obviously a little better as we approach the spring.

Executive Director's Report.

**MS. GHIORSI-HART:**

Today in *Newsday* we have a really nice piece in the kid's section about the upcoming "Our Night Out." That's nice to see. Unfortunately, the November "Our Night Out" had to be cancelled because of equipment failure. We didn't have stars, but we've already got 50 reservations, Lorraine, with that article today. That was a big boost.

Also the *New York Times* will be doing an article on our new laser projector for Christmas week really promoting our laser marathon on New Year's Eve. We're happy about that placement. *Newsday* will be doing a feature on the decorated mansion and our candlelight tours. We have some really good regional PR coming up, as well as the local newspapers and other places.

Today we were at a few committee meetings, starting in the morning with Ways and Means. Just, again, for the record, there was a mistake in the County Executive's fact sheet, which also was in the County

Executive's opinion piece that came in *Newsday* that said that we were \$400,000 over budget on our personnel line. Clearly, maybe not to everyone, but that is incorrect.

In fact, as of today, our projections show probably worse case scenario \$15,000 deficit of the total budget.

**MR. GISH:**

Not just personnel.

**MS. GHIORSI-HART:**

I'm not sure where those figures came from but those were incorrect.

The other thing I would like to correct was that even if we are in any kind of deficit, our operating budget does not impact the County's Operating Budget Fund 708. If we're in deficit, we have to handle it here. People don't get paid. The County doesn't bail us out.

Third of all, the *Newsday* article referred to us as being in crisis.

**MR. GISH:**

Financial crisis.

**MS. GHIORSI-HART:**

Yes, financial crisis. There, too, it's fair to say we have a lot of challenges ahead, but things are stabilizing. Certainly we're not in crisis right now.

In Parks we had three capital projects come up – an upgrade for our electrical system of \$150,000, \$300,000 restoration for facades, and \$50,000 on plumbing, and all went through committee very easily. They will be coming up for a vote next week. So that was a good thing.

Also this past week was really exciting. Life at the Vanderbilt is a see-saw. You can be way up and way down within hours, but we had two days last week where on Tuesday I got a check in the mail for \$10,000 from a neighbor. That was a wonderful surprise.

Monday night I had gotten an email from a neighbor saying that he would love to support this museum. He doesn't want to see condos built here. He had some concerns. He has some young children. He is willing to commit to long-term donations over a period of years. I immediately called him on his cell phone and spoke to him a little bit

more. He prefers that his name not be mentioned on the record on the internet, but we will put a plaque up. He loves this museum. He has two small children, and he wants to support it. The check was received on Tuesday.

On Wednesday a \$10,000 check came in from Bank of America. We received a grant for general operating, which was wonderful. The two things – we do a lot here and hope that we'll get those kinds of things, but you can never tell. The Bank of America grant I've been working on for quite a while. I happened to have run into the bank officer at Philanthropy Day that I had attended. We got a chance to talk. Bank of America has been a long time supporter of the museum. It was just a wonderful thing to get that check.

We have a \$2,500 grant from Bank of America to participate in "Museums on Us" program where the first weekend of every month will be free to Bank of America card holders.

**MS. ANKER:**

Do those two donations – will that cover the \$15,000?

**MS. GHIORSI-HART:**

No, that's part of that. Again, that's conservative. I shouldn't have said worse case scenario because at any time we could have a blizzard Christmas week or the equipment can go down. I will say it's conservative. Every expense I could think of I put in there, and I was conservative on revenue coming in. We might end up in the black.

Holiday week is going to be big for us. We have candlelight tours from Sunday night, the 26<sup>th</sup> to the 31<sup>st</sup>. We have the laser marathon at night highlighting our new laser system. We're getting a lot of promotion. We're going to do really well.

Our holiday dinner on December 12, this Saturday, was sold out. Again, that was a huge success. That's 92 people that came that paid \$100 and most importantly had a great time. That's the kind of event that – yes, we do have income from that, but more importantly for two and a half, three hours, we have a lot of one-to-one time with people. We got to meet more of not only people who are close – many of them traveled quite a distance to come to this very special event. It was a wonderful evening. It was good to see Kevin there and some of his guests. Thank you, Noel and some of our staff, who volunteered. Lorraine was there and Barbara. It's a nice festive evening. I think everyone enjoys it.

Things have been going along pretty well. We also had the volunteer holiday party on the following day. We're lucky enough to get donations of food from different caterers that have been here in the past. I have to thank Thatched Cottage for coming in with a huge amount of food. It was all delicious. In fact, there was a little bit of leftovers. Sunday night, if you recall, was very, very rainy, so we didn't get quite the 65 volunteers who RSVP'd but we did have over 40. Again, they loved seeing the fruits of their labor. Many of those volunteers helped decorate. We wouldn't have the beautifully decorated mansion if it wasn't for our volunteers, so it was nice to see that particular group there. It's been a long few weeks.

**MR. GISH:**

Betsy.

**MS. CAMBRIA:**

I have a couple of questions. First of all, I think we should acknowledge the PR effort, which has resulted in all that wonderful press from the PR person.

**MS. GHIORSI-HART:**

Pat Keefe, our communications person – a lot of what we do here is building relationships and not only for donating –

**MS. CAMBRIA:**

But that was an extraordinary amount of press.

**MS. GHIORSI-HART:**

Yes, we're blasting. He's got the names. He follows it up. What's nice is to have someone – what's nice about having him here is that he follows up with phone calls and people can reach him.

**MS. CAMBRIA:**

But I think there's a direct correlation to your attendance. Another question -- how is the sale of those ornaments going?

**MS. GHIORSI-HART:**

Well, Gretchen is buying out the store.

**MS. OLDRIN MONES:**

Yes, I want a lot of them.

**MR. GISH:**

This is the first year. We have been talking about this for two years, the holiday ornaments coming in. Gretchen moved forward with this. So we now have them. I will tell you that if I go to Washington or wherever it happens to be and it could be August, I will buy an ornament that I'm going to hang on my tree. Obviously it's an indication of where I was that year. We got them in November of this year. We're a little late getting started but we're going to be in the swing for next year.

**MS. GHIORSI-HART:**

So far I think it's been slow. I'm hoping Christmas week it will pick up.

**MS. CAMBRIA:**

So they're for sale in there?

**MS. GHIORSI-HART:**

Yes, they're for sale, and they're on the tree. The reason why I thought it was a good investment was because it's not dated. It's not just holiday.

**MS. CAMBRIA:**

What does it cost us to purchase?

**MS. GHIORSI-HART:**

It was like \$5.60 or \$5.80 each.

**DR. GITTELMAN:**

What are we charging?

**MS. GHIORSI-HART:**

Right now we're charging \$15. The thinking was maybe we'll knock it down to \$12. Inger, do you have your key with you?

**MS. DZWELEWICZ:**

No.

**MS. GHIORSI-HART:**

Just in case anyone wanted to shop.

**MS. CAMBRIA:**

The estimate for the Stanley Steamer Carpet Cleaner was \$1,200. Do we have that -- does that come out of the operating budget?

**MR. GISH:**

We are actually going to – in fact, I might as well send, since Inger is here, we have the proposal from Stanley Steamer, which was \$1,200.

**MS. GHIORSI-HART:**

Inger, you had volunteered to –

**MS. DZWELEWICZ:**

He said he is getting the cleaner –

**MR. GISH:**

A professional cleaner, which he may come in with and we may try to do it on our own. If you want to come in, Betsy, we can do this.

**MS. CAMBRIA:**

That's one job really worth every penny.

**MR. GISH:**

I should mention that we did have a sponsor of our holiday tree this year. That was Steve Gittelman. Although we took a tree down on the property that was in the way of some of our clearing, we're going to replace that with some trees that Steve is going to help us with in the spring. We're going to do some replacements.

**DR. GITTELMAN:**

Get a digger, 100 trees.

**MR. GISH:**

So Steve is going to donate 100 trees, which goes to show you how fast I can get donations.

**DR. GITTELMAN:**

Kusa Dogwoods. With my own hands I clipped them and pruned them. They're ready to go.

**MS. CAMBRIA:**

One more question. The electrical system that you spoke about before -- what are we doing?

**MS. GHIORSI-HART:**

The habitat of the mansion has the original old wiring, and we know we have problems in that area. So the mansion – the original wiring in the mansion area, particularly the habitat, is going to be the focus of that.

**MS. CAMBRIA:**

Are we going to look into any kind of LIPA – are we going to do it green? Are we going to get some help from LIPA to –

**MS. ANKER:**

LIPA will give free bulbs with energy efficiency measures.

**MS. CAMBRIA:**

Yes, we had talked about that in a different context. I just wondered if you're putting in a new electrical system – would we get something for that?

**MS. GHIORSI-HART:**

I don't know that it's – the Department of Public Works handles that capital project. I'm not sure.

**MS. CAMBRIA:**

\$150,000 – is that how much it's going to be?

**MS. GHIORSI-HART:**

Yes, that's like a drop in the bucket for a capital project.

**MS. CAMBRIA:**

Could we do it in a way that we could get some money from LIPA?

**MR. GISH:**

We will look into it, no doubt about it.

I'm going to take my turn on the President's Report to read a letter that I wrote to *Newsday* that has not been published in response to their letter or their opinion article, "Only One Official Balances the Budget." As I wrote to *Newsday* on December 3, "I have a great respect for the County Executives and their position on hiring decisions in their opinion article, "Only One Official Balances the Budget," published on December 2."

"However, the figures used to described the Suffolk County Vanderbilt Museum personnel budget in the article was grossly in error," as Carol mentioned. "According to the article of the Vanderbilt Museum, this year has exceeded its personnel budget by \$400,000, despite its financial crisis." The reality is that the entire full-time staff of eleven employees, including the Executive Director, total approximately \$397,500. There are no six figure salaries at the Vanderbilt.

"Our salaries in 2010 were 65 part-time employees, which totals approximately another \$450,000 of scheduled time. Most of our security staff is part-time, and we have security on seven days a week, 24 hours day, 365 a year. Our part-time workers include projectionist for the planetarium, our custodians, our tour guides and our educators for the school programs. If we cut part-time employees, the Suffolk County Vanderbilt Museum would have to close its doors because these are the people who keep the facility open to the public. Our salary for the part-time personnel is on-average \$10 an hour, which would amount to a full-time take-home salary of \$16,000 a year. This is not an exorbitant salary for anyone living on Long Island."

"The Suffolk County Vanderbilt Museum and Planetarium operates on a tight budget. We are understaffed not overstaffed. There are no County cars or County trucks. There are no business lunches, no slush funds, no emergency accounts at the Vanderbilt."

"The dedicated staff here at the Museum and Planetarium has not had a salary increase in years, yet they continue to serve the public. The article only demeans their effort and insinuates that this small staff is grossly overpaid. The staff may be grossly overworked but not overpaid and rightly deserve an apology for being so unfairly represented."

"I would hope that whoever wants to control the budget should at least get their numbers correct."

That's the letter I sent out before tonight. I just wanted to let you know that it wasn't a set up.

Is there any old business?

**MR. PETERMAN:**

Yes. The Nomination Committee. I just wanted to let you know that I did send out an email to all the Trustees. I believe according to the bylaws that at the January meeting we need to elect a President, a 1<sup>st</sup> Vice President, a 2<sup>nd</sup> Vice President, a Treasurer and a Secretary. As of this date, I have gotten responses from Noel, who is interested in maintaining that position – why I don't know – no, I'm just kidding. First Vice President, Michael is interested in running for that. 2<sup>nd</sup> Vice President, Gretchen is interested. At this point, Ron is interested in running for Secretary. That means at this point in time, no one has

given me any indication that they want to run for Treasurer. That's where we stand.

**MR. BEATTIE:**

I think the only fair thing is to nominate the ones who aren't here right now.

**MR. PETERMAN:**

I will send out another email so for the Trustees that were not here, I will again email everyone updating them on what I just reported.

**MR. GISH:**

Thank you. I appreciate the time and effort on that. He also has the outlines for the duties for each job if you care to hear exactly what the duties are for the Vanderbilt. Any new business? Can I have a motion to adjourn by Bill?

**DR. ROGERS:**

Motion.

**DR. GITTELMAN:**

Second.

**MR. GISH:**

All in favor? Opposed? **Motion carries. (Vote: 10/0/0/5 Not Absent: Mr. Hahn.)**

**(Mr. Noel Gish adjourned the meeting at 10:30 p.m.)**

**NG:ap**  
**Attachments**



SUFFOLK COUNTY VANDERBILT MUSEUM  
Board of Trustees Meeting  
December 15, 2010  
7:00 p.m.

AGENDA

- I. Introduction of Guests
- II. Approval of Minutes of Previous Meeting
- III. Treasurer's Report
- IV. Development R. Beattie
- V. Education Committee G. Mones Oldrin
- VI. Strategic Planning R. Beattie
- VII. Buildings and Grounds
- 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

**October 2010**

	Actual October	Budget October	Variance
<b>Revenue</b>			
Admission	\$ 45,073	\$ 40,000	\$ 5,073
Membership	\$ 2,220	\$ 3,830	\$ (1,610)
Museum Store	\$ 2,038	\$ 3,000	\$ (962)
Special Events	\$ 4,969	\$ 4,000	\$ 969
Suffolk County Funds	\$ 144,271	\$ 57,791	\$ 86,480
Endowment	0	20,833	\$ (20,833)
Site Use	\$ 24,173	\$ 6,000	\$ 18,173
Donations & Gifts	\$ 200	\$ 5,000	\$ (4,800)
Other General	\$ 225	42	\$ 183
<b>Total Revenue</b>	<b>\$ 223,169</b>	<b>\$ 140,496</b>	<b>\$ 82,673</b>
<b>Expenses</b>			
Salaries & Wages	\$ 77,522	\$ 77,333	\$ 189
Benefits	\$ 14,581	\$ 21,625	\$ (7,044)
Maintenance & Equipment	\$ 2,393	\$ 8,583	\$ (6,190)
Insurance	\$ 6,850	\$ 6,833	\$ 17
Professional	\$ 10,145	\$ 20,416	\$ (10,271)
Museum Store	\$ 2,227	\$ 2,000	\$ 227
Telephone	\$ 2,749	\$ 2,500	\$ 249
Utilities	\$ 11,182	\$ 19,000	\$ (7,818)
Supplies, Programs, Gala	\$ 10,250	\$ 15,000	\$ (4,750)
General Expenses	\$ 3,616	\$ 4,205	\$ (589)
<b>Total Expenses</b>	<b>\$ 141,515</b>	<b>\$ 177,495</b>	<b>\$ (35,980)</b>
<b>Excess / Deficiency</b>	<b>\$ 81,654</b>	<b>\$ (36,999)</b>	<b>\$ 118,653</b>

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

	Actual January	Actual February	Actual March	Actual April	Actual May	Actual June	Actual July	Actual August	Actual September	Actual October	Budget November	Budget December	Project Year End	Business Plan	Dollar Variance
<b>REVENUE</b>															
<b>EARNED INCOME</b>															
Admissions	42,185	55,980	55,539	61,151	60,904	46,141	72,030	65,056	35,861	45,073	57,000	37,000	633,920	660,000	(26,080)
Membership	1,065	10,299	510	2,592	1,310	1,910	3,980	2,850	2,425	2,220	3,830	3,870	36,861	46,000	(9,139)
Museum Store	2,269	6,037	5,558	4,919	8,231	2,889	6,048	6,538	4,213	2,036	3,000	5,000	56,740	60,000	(3,260)
Special Events	1,403	18,376	4,236	2,314	1,304	2,511	16,247	16,394	17,713	4,969	8,000	8,000	101,467	150,000	(48,533)
Suffolk County Funds	0	0	0	0	115,416	192,361	48,090	0	48,090	144,271	57,791	57,799	663,818	693,500	(29,682)
Endowment	0	20,000	55,000	0	35,000	0	0	0	0	0	20,833	20,837	151,670	250,000	(98,330)
Site Use	6,520	6,947	2,091	3,363	19,730	9,931	16,768	14,561	3,453	24,173	8,000	5,000	120,537	140,000	(19,463)
Donations & Gifts	0	485	0	356	0	0	998	0	11	200	5,000	5,000	12,050	60,000	(47,950)
Other General	116	98	204	175	112	97	920	205	161	225	42	42	2,397	500	1,897
<b>Total Earned Income</b>	<b>53,558</b>	<b>118,222</b>	<b>123,138</b>	<b>74,870</b>	<b>242,007</b>	<b>255,840</b>	<b>165,081</b>	<b>105,604</b>	<b>111,927</b>	<b>223,169</b>	<b>163,496</b>	<b>142,548</b>	<b>1,779,460</b>	<b>2,060,000</b>	<b>(280,540)</b>
<b>EXPENSES</b>															
Salaries & Wages	67,211	60,571	68,086	71,782	76,408	77,021	94,275	89,854	74,519	77,522	77,333	77,337	911,919	928,000	(16,081)
Benefits	17,362	15,648	19,226	15,455	16,773	20,465	23,068	16,565	24,108	14,581	21,625	21,625	226,501	259,500	(32,999)
Maintenance & Equip.	4,987	2,523	3,736	5,762	4,344	4,915	2,398	2,393	2,458	2,393	8,583	8,587	53,079	103,000	(49,921)
Insurance	6,800	8,129	6,982	6,982	5,800	6,900	7,100	7,100	6,850	6,850	6,833	6,837	83,163	82,000	1,163
Professional	11,629	14,355	13,153	8,057	14,257	10,933	14,213	16,217	8,174	10,145	20,416	20,424	162,033	245,000	(82,967)
Museum Store	340	3,247	3,554	2,986	2,291	1,244	2,497	3,270	1,988	2,227	2,000	3,000	28,644	35,000	(6,356)
Telephone Communic.	2,883	2,386	2,358	2,362	2,296	2,391	2,182	2,093	3,034	2,749	2,500	2,500	29,734	30,000	(266)
Utilities	13,875	11,382	15,865	9,601	14,092	12,159	20,457	18,836	17,105	11,182	15,000	17,000	176,554	200,000	(23,446)
Supplies, Prgm., Bail	1,554	12,614	3,451	6,988	853	10,623	4,352	4,352	19,696	10,250	11,000	14,000	104,507	127,000	(22,493)
General Expenses	1,178	5,947	3,478	12,691	2,089	3,272	9,198	4,071	3,861	3,616	4,205	4,205	57,811	50,500	7,311
<b>Total Expenses</b>	<b>127,819</b>	<b>136,802</b>	<b>139,889</b>	<b>142,666</b>	<b>139,203</b>	<b>149,923</b>	<b>184,514</b>	<b>164,811</b>	<b>161,793</b>	<b>141,515</b>	<b>169,495</b>	<b>175,515</b>	<b>1,833,945</b>	<b>2,060,000</b>	<b>(226,055)</b>
<b>Excess / Deficiency of Revenue</b>	<b>(74,261)</b>	<b>(18,580)</b>	<b>(16,751)</b>	<b>(67,796)</b>	<b>102,804</b>	<b>105,917</b>	<b>(19,433)</b>	<b>(59,207)</b>	<b>(49,866)</b>	<b>81,654</b>	<b>(5,999)</b>	<b>(32,967)</b>	<b>(54,485)</b>	<b>0</b>	<b>(54,485)</b>