

## **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 November 17, 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  
Sarah Anker – Trustee  
Betsy Cambria – Trustee  
Dr. Steven Gittelman – Trustee  
Kevin Peterman – Trustee  
Dr. William Rogers – Trustee  
Carol Ghiorso-Hart – Executive Director  
John Pokorny – Staff  
Peter Newman – Staff  
Helen McEntire – President, Astronomical Society of Long Island  
Caroline Tyree  
Ralph Colamussi – Thatched Cottage  
Michael Iadevaia – CPA  
Lora Gellerstein – Aide to Legislator Cooper  
Ann Marie Pastore - Stenographer

#### **Excused Absence:**

Thomas Glascock

#### **Absent:**

Ronald A. Beattie – Trustee  
Christopher Hahn – Trustee

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

**MR. GISH:**

I'd like to call the meeting to order. This is the Vanderbilt Museum Board of Trustees meeting. Please stand for the Pledge of Allegiance.

(Salute to the Flag)

Ann Marie, do we have a list of guests in attendance?

**MS. PASTORE:**

Yes.

**MR. GISH:**

Does anyone want to address the Board this evening? Please come on up and have a seat right there, so they can pick your voice up on the recorder.

**MS. MCENTIRE:**

My name is Helen McEntire. I'm the President of Astronomical Society of Long Island. We have been at the Vanderbilt Planetarium I think for about three or four years. I took over as President a year ago, so this is my second – we're elected for one-year terms, so this is my second year.

We are really happy being here. We like working with Dave Bush. He's been terrific to us. We would really like to help the planetarium to bring it back up to its former glory.

What we would like to do is work through the Board of Trustees with the Board of Trustees. I'm not doing anything on my own, but we have some ideas of what we would like to do.

Number one, we would like to have a letter writing campaign to our Legislators saying how much we like the Vanderbilt, and we think it needs some fixing up, which I'm sure you all know -- the roof, the rug, the chairs we're sitting on.

We'd like to know what we can do to help you. We'd like to do some fundraising. We participated in Astronomy Day. We'd like to do some donor related items. The club has already donated three things. Two of them went to the telescope. One was a melon cam, which is something you attach to a telescope, and that allows the image coming from the telescope to be projected onto a television screen so

a lot of people can see it all at once. The second thing we bought for the Vanderbilt was a huge dry erase board. The only problem is it doesn't have wheels, so it's really hard to take out. But somebody is going to come and put wheels on it. I think we also got a filter. It's technical stuff.

Obviously there are other things that we can do. We'd like to know what we can do to help you. We'd like to participate in fundraising, letter writing campaigns and finding donors for specific projects.

If we find donors, we'd like to know – I was talking to Carol, and I said, "Maybe we could put up plaques." But she's got ideas. She's got stars, bricks, plaques and everything else.

We put up one of our posters. I think you saw it. The other thing is that we've printed out these. I have plenty of them. Everybody can take one. But it clearly states the Vanderbilt Planetarium. One of our members took a picture of the dome of the Planetarium. She didn't take the moon picture. A couple of the other members took those pictures.

We'd also like to advertise and get in touch with *Newsday*. When I talked to Dave Bush he said whenever there's an advertisement, something about an event at the Planetarium, they just get mobbed. Our Wednesday night meetings we'd like to have advertised in *Newsday* if that's okay.

**MR. GISH:**

That's absolutely fine. Anything we can do to help with the advertising for ASLI for their Wednesday nights meetings would be fine.

**MS. MCENTIRE:**

So our advertising is okay. We're going to get in touch and see if we can get something into those events columns.

**MR. GISH:**

That would be fine, even just on a regular basis.

**MS. MCENTIRE:**

I saw last week in *Newsday* they had something about Custer Institute. They said they got slammed. They got more people than they could believe.

One of the things that I would like to buy, only because I like it, I don't know if you've ever seen those gravity wells where you put in a quarter and it spins around into the vortex. I want a big one. I don't want a tiny itty bitty one.

Not only is that fun, but that's a source of revenue for you. The only thing is we'd have to protect it because I understand the last one somebody came and slammed into it and broke it. We could put electric cattle prod around it or something – a force field. No, but really, we could build a sturdy stand around it.

**MR. GISH:**

Do you think maybe ASLI, with yourself and maybe the two other officers, maybe there's somebody who might be interested in meeting with us some evening and we could put together some ideas.

**MS. MCENTIRE:**

That would be great.

**MR. GISH:**

Maybe if you could just get me your phone number and email address before the end of the meeting, and I'll be in touch with you. We'll see if we could do that.

**MS. MCENTIRE:**

I think you had sent me an email. The only thing is, this was a very rushing month for me because my grandson lives in North Carolina, and it was his tenth birthday. He's a binary boy because his birthday is 11/11/00. I always laugh and say, Benjamin the binary boy. Marianne the millennium mother. I like alliteration.

**MR. GISH:**

Okay, if I have your email address already –

**MS. MCENTIRE:**

I'll get you another one.

**MR. GISH:**

Did I respond to you already?

**MS. MCENTIRE:**

You wrote a really nice note that I passed on to a couple of my officers. They were really pleased.

**MR. GISH:**

Okay, what I'll do is search through my emails and maybe we could set up a date.

**MS. MCENTIRE:**

No, I'm going to give you a new one. Searching through takes too long.

**MR. GISH:**

If you don't want to do the gravity thing, there's the star projector we need. It's only about \$2.1 million.

**MS. MCENTIRE:**

Unfortunately, I think the gravity wells costs about \$1,200. I found a couple of donors. I can get the rest from the club.

**MR. GISH:**

I'd like to see if we're going to do that, my initial feelings are that we should coordinate that with the planetarium redo.

**MS. MCENTIRE:**

I mean that was just one suggestion. It doesn't have to be done right away, but if there's something else that's reasonable – maybe we could get some plaques up, I have a couple of people I know in banks. I'll see what I can do. I don't know what banks are doing. I'm also a member of the Government Financial Officers Association. Everybody is always looking for money. There are some bankers on the Island that I could tap.

**MR. GISH:**

And I'd like to try to see if we could try to coordinate something so that if ASLI needs something in here to make the experience better here on Wednesdays, let's try to do that too. We could obviously improve membership there and obviously it will help with the public. That's what we're aiming to do.

**MS. MCENTIRE:**

The guys are always going to come up with another piece of equipment, something else to go on the telescope. But I'll talk to them and see that they have.

**MR. GISH:**

If we could just meet on an evening, we can get together and then we can really throw some ideas around, rather than a full Trustees' meeting.

**MS. MCENTIRE:**

I don't know how the Trustees feel about this.

**MS. OLDRIN MONES:**

It's great.

**MR. GISH:**

That sounds great.

**MS. MCENTIRE:**

I also made a list of projects. I had worked for the County Comptroller, so I'm used to making lists. Obviously, and then somebody said to me, I think they know what they need.

**MR. GISH:**

We are always listening. We have a set of priorities that we may not catch on to, and you may think of something that will work real well.

**MS. MCENTIRE:**

It's like top down. We'll start with the roof and work our way down. I think what everybody is struck with – and I noticed the first thing when I came in is the rug. If you're going to have leaks, it's no use getting a new rug.

**MR. GISH:**

We've been batting around floor treatments for two years. It's just a matter of doing it. We've had some people come in and look at it. Then the debate was whether we wanted to do a rug, whether we wanted to do something vinyl, or whether we wanted to do something that was – there was a whole range of things. We can discuss it at another meeting.

**MS. MCENTIRE:**

One of my members said, "Let's get a rug like they have at Borders with the stars and Saturn." I was thinking, okay, but we'd have to get industrial strength.

**(Ms. Cambria entered the meeting at 7:25 p.m.)**

**MR. GISH:**

Those are all considerations. There is an issue dealing with cleaning. Also remember that we're going to have young people in here all the time in the snowy wintertime season. It may be a problem with thinking of something easy like vinyl but the trouble is it might be a little bit slippery at that stage of the game. We have to consider that. Also a rug is going to give you a little bit of acoustics as far as sound for inside of the dome when people are waiting here and moving through the outside. A rug is going to sort of cushion that.

Let me tell you, there are as many people on one side of the issue as there are on the other. I have even looked into rubber mats that go in a gymnasium for wrestlers. They link together. I wanted to see if that would be acceptable. It may be a variation of the two. It may be vinyl in the middle and maybe a rug beyond that or a rug as you enter and the –

**MS. MCENTIRE:**

A combination of everything.

**MR. GISH:**

That's fine. Let's arrange a meeting. If you can get back to me when you're free.

**MS. MCENTIRE:**

Probably after Thanksgiving.

**MR. GISH:**

That's peachy keen. After Thanksgiving would be fine. We'll get together. We get some dates, and we'll find out who wants to meet and we'll throw some ideas around. I'd like to be able to move on that as quickly as possible.

**MS. GHIORSI-HART:**

Just to give you sort of a feel for the rug because there was a brief moment where we thought we had capital funding available for that. The Department of Public Works came in and for that \$30,000 we could replace the rug in the facility. That doesn't include the rug on the walls. But we were looking at carpet tiles that you could replace. It was around \$30,000.

**MS. MCENTIRE:**

I heard about \$35,000.

**MR. GISH:**

It's in the ballpark. It's just the matter of who is going to come in and do it and whether we can sort of offset some labor costs by somebody that if we buy the material we could get someone to come in and do it. Maybe somebody has a connection to an institution where they would be willing to do that.

**MS. MCENTIRE:**

The other thing, too, is I know the planetarium itself is also an educational institution for the citizens of the Island. If there's any way we can help you – I know a few years ago there was a Mars appearance so members of our club came down on a Friday night.

It had gotten advertised. They couldn't believe how many people were here. There must have been about three or four hundred. We didn't have enough telescopes. I wasn't there. I don't remember why, but the rest of the people said they were jammed.

That got me all excited because I thought, "That's wonderful." They said it wasn't all kids. It was people of all ages coming out.

**MR. GISH:**

That's what we're aiming for. The mission here is education and enjoyment. That's the order that was established. Obviously, the young people who come here on a daily basis are the ones we aim for, but the evening programs that we run for the public can be just as educational and enjoyable.

**MS. MCENTIRE:**

We actually picked up four young people who joined our club. One boy is now nine. He joined at eight. It's his life's ambition to be an astronomer. Another boy just turned twelve. We have a girl who is 16. There are a couple more who came with their parents. They're 11 or 12. We don't turn people away. If you don't have the money to join the club, that doesn't matter because we don't turn anybody away for any reason.

The only thing that we can't afford to do would be to hire a signer for sign language because they're very expensive. That would just decimate our treasurer.

**MS. ANKER:**

Helen Keller is right around the corner. I was going to say that it's great if you could coordinate with Dave – like when they had 300 or

400 people. That's when we need volunteers. You can work with Dave to help those people get organized.

**MS. MCENTIRE:**

We have been working with him. Dave is a sweetheart to work with. Everybody in the club really likes working with him. I know he's very quiet and low key but he's also got that nice kind of personality. I get a little volatile sometimes.

**MR. GISH:**

You need that combination.

**MS. MCENTIRE:**

You need both because if you're too low key, everybody is going to go to sleep. If you're too like this, you're going to be worn out.

**MS. ANKER:**

Your organization, do you work with – there's another – it's a group of the planetarium managers. Do you work with that organization?

**MS. MCENTIRE:**

No, not at all. We're not really designed for planetarium work. What we're designed for is observing.

**MR. GISH:**

This just happens to work into ASLI's – there is no planetarium in Nassau and Suffolk County. You'd have to go all the way into New York City.

**MS. GHIORSI-HART:**

This is observation.

**MS. MCENTIRE:**

We go out around the golf course, and we put up the telescopes. Anybody can come. We've had people come.

The other thing is when you have the evening programs, we have these out. We have a poster out. I want to have a poster that shows us looking up around our telescopes and it says "ASLI at the Vanderbilt." That's kind of my sense of humor where you see the name of a restaurant at a hotel – only instead of at a hotel, we're here.

**MS. GHIORSI-HART:**

Thank you for coming. I think also I would like to bring some of our development people to one of your meetings. We could talk a little bit further to your group.

**MS. MCENTIRE:**

The next board meeting will be in January.

**MS. GHIORSI-HART:**

Let us know. I would love to come to a board meeting.

**MS. MCENTIRE:**

Let me give you my cards.

**MR. GISH:**

Thank you for coming. Is there anyone else who would like to address the Board? Can you please state your name for the record?

**MR. COLAMUSSI:**

Ralph Colamussi. I just want to thank the Board, Noel and Carol who have been working with me and selecting me for your caterer here. I know it's been over a year working out the details on it. I just want to thank everybody and at the same time if we can move this along. I know the contract has been sitting at the County Attorney's Office for months. It finally got here.

If we're going to raise revenue for the Vanderbilt, advertising has to start. I've already done 5 million inserts. We already got the first million out. The next month and a half, if we're going to capture and get things moving for this coming season, it really has to be done really soon. At the same time we can raise a lot of money at different fundraisers for the different events here.

For that reason, if we could push this along, it would be great. I'm doing the advertising anyway. I might as well do it jointly with the events here.

**MR. GISH:**

I have a meeting with Toni Ann at 1:30 tomorrow. Did she let you know that or not.

**MR. COLAMUSSI:**

No, not yet.

**MR. GISH:**

I have a meeting with Toni Ann from the Thatched Cottage tomorrow at 1:30. I called here actually today to see if we could work out some things. Then I'm working with this document that's sitting up front. It's just about 54 pages long. We had our staff go through it. I emailed it to the Board of Trustees that are here and asked for comments on the way they saw it. We have a number of legalese people on the Board so I wanted to get their input on exactly what was taking place.

After we make our changes – and there are some changes that are being actually deleted because it's a County contract, and that's what they're looking at there. It then goes back to the County for their revisions.

What I'm looking at here is a draft. Once those are done, I carry this with me. It goes under my pillow at night. I never leave home without it. The contract for catering is always in my hands.

Like I said, I called Toni Ann today from Thatched Cottage and arranged to meet her tomorrow at 1:30. That's my earliest possibility. This was actually perfect time for me to tell you that. Yes, tomorrow if you want to be there, please feel free. We'll chitchat tomorrow afternoon at 1:30.

**MR. COLAMUSSI:**

Okay, sounds great. Thank you.

**MR. GISH:**

Thank you very much. Anyone else want to address the Board at this time? Can I have a motion to accept the minutes from October's meeting?

**MS. OLDRIN MONES:**

Motion.

**MS. CAMBRIA:**

Second.

**MR. GISH:**

Motion by Gretchen. Seconded by Betsy. All in favor? Opposed? **Motion carries. (Vote: 8/0/0/7 Absent: Mr. Beattie, Mr. Glascock & Mr. Hahn. Four vacancies.)**

I'd like to move to the Treasurer's Report and then Michael can speak about the audit.

**MS. GHIORSI-HART:**

There was a revision to the August report, which is why you've gotten August again. There was just a little bit of a change in some of the expense category. When we get a grant, we don't include the revenue from the grant in our Treasurer's Reports. Likewise, we try not to include the expenses related to that grant. As an oversight, a grant was included, and it's been removed. That's why we got August again.

**MS. CAMBRIA:**

Can I ask a question about this? In August, this report, the site use, is that for the 4<sup>th</sup> of July? It's just incurred during the month of August?

**MS. GHIORSI-HART:**

No, it's just in August. Site use would be things like rentals of the site, like a wedding or birthday party. An event like the 4<sup>th</sup> of July is a special event. Under that some of it would be under Admissions and some under Special Events.

**MS. CAMBRIA:**

So that would have been in July's report?

**MS. GHIORSI-HART:**

Yes.

**MS. CAMBRIA:**

If you look at September, the site use is a lot less. Is that because there were no weddings or birthday parties?

**MS. GHIORSI-HART:**

Yes.

**MS. CAMBRIA:**

So that's a shortfall in September.

**MS. GHIORSI-HART:**

From the projection – if you look at the site use it's projected out over the year. We're up some months and down other months. Although for the year it looks like we probably will have a shortfall. Our weddings are not as many as there were previously. But we also had a huge site use in October.

**MS. ANKER:**

Once we get the caterer going, we'll be in better shape.

**MS. GHIORSI-HART:**

We hope so.

**MR. GISH:**

We're still going to be restricted by the tent. The tent is still going to come down, and the tent is down now. That's still a factor in surmising what we're going to be doing over the year. It's going to go up in April.

**MS. GHIORSI-HART:**

May 1. We're up for six months.

**MR. GISH:**

For the record, we're up for six months – May, June, July, August, September, October, and then we're down. If it doesn't work during that time frame – and it's going to be kind of tough, obviously, in the May end and then kind of tough in the September end. You kind of hope that you're going to make it up in the warm weather, the June, July and August period. Obviously, in the winter time there is going to be no site usage at least during that time.

**MS. CAMBRIA:**

But if we have a caterer, then next October we'll have considerably more revenue than \$3,000.

**MS. GHIORSI-HART:**

We hope so.

**MS. CAMBRIA:**

Because you'll have your tent.

**MR. GISH:**

Yes, up through October.

**DR. GITTELMAN:**

The presumption there is that there will be increased traffic, but that the share the caterer will take will not counter-balance that increased traffic.

**MS. CAMBRIA:**

Revenue-wise?

**DR. GITTELMAN:**

Revenue wise.

**MR. GISH:**

Any other comments on the Treasurer's Report?

I'd like to deal with the Audit Report. Michael, please come on up. The Audit Committee did meet on Wednesday of this week. Gretchen and Betsy and myself were in attendance with the audit firm, ABZ, along with Michael.

**MR. IADEVAIA:**

The Audit Committee met with the auditors last week. Everything went pretty smoothly. There were no differences or difference of opinions.

The report that you have here, there will be a couple of changes. If you go to page –

**MS. GHIORSI-HART:**

Did everyone receive the email I sent?

**MR. IADEVAIA:**

Yes, Page six, where it shows the balance sheet, the accounts payable and the accrued expenses include amounts that are due to Suffolk County for the insurance. That's going to be re-classed due to other governments. After they make their re-class the accounts payable accrued expenses are only going to be around \$35,225, which is more in line with where the museum is. We owe vendors out there. Otherwise it seems like it's way overstated. Our cash is seventy-nine. We can make those obligations, basically.

That was a minor change. It's just a re-class. It won't affect the bottom number. On the balance sheet –

**MR. GISH:**

It will be easy for Legislators to see exactly where it is.

**MR. IADEVAIA:**

Exactly, we really owe vendors out there. As of December 31, 2009 it was around \$35,225.

We also suggested that they add another footnote to the financial statements on the collections. We don't capitalize the collections, but

we do maintain them. We do have them for public exhibition. The public comes down and sees the collection. There is going to be a footnote to this financial statement.

Other than that, everything went pretty smoothly. I think Barbara and I were very happy with the accounting firm. Like I said, there were no differences. They had a couple of minor comments to improve internal controls, review of the bank racks. I think a couple of adjustments for the end of the year. I think they want us to review the payroll sheets that we send to ADP, just to make sure all the people that are on the payroll are actually legitimate.

Those were just to improve the internal controls. There were no significant recommendations. Those were just minor recommendations.

**MR. GISH:**

Any questions? Everybody received a copy of the audit through email. If you have any questions, again, that meeting was at 7:00 on Wednesday. It was open to all the Trustees. If there are no questions, I'd like a motion to approve the audit for 2009.

**MS. OLDRIN MONES:**

Motion.

**MR. DELUISE:**

Second.

**MR. GISH:**

On the question? All in favor? Opposed? **Motion carries. (Vote: 8/0/0/7 Absent: Mr. Beattie, Mr. Glascock & Mr. Hahn. Four vacancies.)**

Did they begin immediately on 2010?

**MR. IADEVAIA:**

They're probably going to start in like May or something.

**MR. GISH:**

Education Committee.

**MS. OLDRIN MONES:**

There were major equipment failures in the planetarium last week causing some public programs to be cancelled and school trips deferred, but we are back in business again. It was a vivid reminder of how the planetarium is central to our public and school programs. It needs to be kept up and running as best it can until the much needed star projector is installed.

Sometimes we forget how unique a venue the Vanderbilt is. Among its attributes it houses the only full dome planetarium outside the city.

The newly acquired full dome laser system will offer a nice collection of laser shows. I have a packet here that shows a brief description of some of the shows. I'll pass it around. I have a number of hand-outs, so if you're the last person to get the hand-out, would you please make sure that it gets back to Carol or to me. Thank you.

There are some educational segments in the new laser program and an image library that will be very useful for all the programs. An added benefit is that only one person is required to operate the system, as opposed to the old system which needed two operators. A Thanksgiving premier is anticipated.

One of the highlights for October was the "Unliving History Tour." I have a photo, and the photo gives you an idea of how involved the staff was. I will pass that around. Mary McKell is all the way to the left in the photo. She arranged for the donation of 100 mummy cookies from Reinwald's Bakery.

October has been a very good month with numbers close to double those of last year. I don't have a typical week of October, but I have a typical week for November. November 8 to November 14, and it occurred to us that we as Trustees don't realize exactly how much goes on here every single week, every day, all the different activities and all the different things that we have. You're welcome to keep a copy of this, the schedule for early November.

Ever looking to expand our audience, a Social Studies Teacher's Day is planned for January 11 as part of the Long Island Studies Program for secondary high school teachers who include Long Island history in their curriculum and make it relative to world history.

As you know, we are a repository for New York State History with archival information that cannot be found anywhere else. Our archives are great for document based learning.

Thirty-five to forty teachers will be here for breakfast, mansion and museum tours, and two lectures -- one by our very own history expert and author, Noel Gish. This will be profitable in the short term, and one hopes will promote future field trips as a new group gains exposure to our programs, archives and collections.

Thanks to Noel for putting this day together. Thanks, also, to Betsy for donating paint, which will be used to freshen up the classrooms and hallways.

Another new initiative is that students who come here will be given a postcard to fill out with name, email and address. They will receive a free return visit if they come with their family for a museum tour or planet show. 35,000 postcards have been ordered from the County and will help build our database as well as promote increased family attendance.

Stephanie has had several requests for archival information, but just one for publishing. Images of and information about Alva were requested for a book entitled, "Legendary Yachts" published by Assouline and due out in the Spring of 2011. If you, like me, have not heard of that particular publishing company, this is a little description and also the type of books that they publish. It looks like we're in good hands there.

The 2010 NYSCA Grant funding has been received to begin the Curatorial Apprentice search. Sixty applications have been received for this position, which is funded in the amount of \$7,415.

The holidays are magical here at the Vanderbilt. Staff is working very hard to make this year special. The tree lighting will be on December 5 at 5:00 p.m. and the holiday dinner will be December 11. The following date, December 12, there will be a party for the volunteers such as the organ players, gardeners and the garden clubs whose decorations make the mansion and grounds a winter wonderland.

Our volunteers are so important for our day to day operation and appearance. Eight volunteers are being utilized right now for greeter positions. Just to make that point, this is a chart of the greeters, and

the people who are highlighted in yellow, those are people who are volunteers and working as greeters right now this month.

Thanks to those eight volunteers, Mike R., Aimee V., Lynn T., Alex, Rachel, Cathy, Marie and Ellen for their volunteer service. Another volunteer Kathleen S. donated the dress form, which is on display in Mrs. Vanderbilt's dressing room.

Thanks also, and again, to volunteer researcher Howard Kroplick who determined that our Reo in this picture is not a 1908 but is a 1909 Gentlemen's Roadster. You can see the Reo taken at the recent exhibit at the Cradle of Aviation. There is a picture and then there's some information about the Reo. As you can see, it is looking mighty fine. It was in an exhibit commemorating the 100<sup>th</sup> anniversary of the last Vanderbilt Cup race on Motor Parkway in 1910. Now the Reo is on display in our own turntable gallery. All the restoration work and the transportation was all generously donated by Howard Kroplick.

Beth reports that there are two new part-time educators. Plans are already underway for the February break program, including daily workshops pairing the collections with an art project.

Stephanie has removed, refurbished and replaced approximately two dozen marine specimens. Our marine collection is unique. It's on display. It's real, and it's pre-atomic. Willie's extensive collection was gathered before the atomic bombs were dropped in the Pacific. For this and other reasons, it is world renown and requested by researchers.

Finally, this year it's a delight to report that there will be a Yellin ornament for sale in the gift shop in time for the holidays. They are not in yet, but they're on their way. This is a picture of what it is going to look like. Remember last time you got the book of the Yellin ironwork. I will pass this around. The ornament is going to be 3 inches. This is the company. The company that makes this type of ornament and ours will be this color on the back. If you haven't done your holiday shopping yet, this is something that's good for now coming up for the holidays and for year round.

**MS. ANKER:**

How much are they going to be?

**MS. OLDRIN MONES:**

I don't know how much they're going to go for yet. We will know soon, but they'll be very affordable.

**MR. GISH:**

It's all in an effort – that has been one of the major aims, to try to have something in the gift shop that people can come in and just pick up. That would really zero in on the Vanderbilt.

**MS. GHIORSI-HART:**

This is just a start. There will be something added to it. It's something that everybody seems to want to buy.

**MR. GISH:**

We'll probably make some changes in that or whatever it happens to be or add a new one every year – however it's going to work, but this is a good start. Obviously, with the changes that have been made in the gift shop already with Jeff and Gretta Norwood -- the contract is signed improvements in the gift shop. That should be one of the things that should bounce up with adult purchases and also the kids. We're going to try to hit it both ways and improve revenue from the gift shop. That's the plan.

Development Committee, Ron is not here.

Building and Grounds, I'll do that, if that's okay. Just to let you know what's happened since our last meeting, we have had some problems with the burner in the security booth up top. That's being addressed. Peter is dealing with that now. Somebody graciously donated a used boiler unit.

We are in the midst of a let-down from grass cutting. The grounds crew genuflected three times when the temperature dropped below 55, which meant the grass was no longer growing on the estate, but now they are blowing leaves. So we moved from grass mowing to leaf blowing, and that was a full time activity. When I get in at nine that will probably continue, but the wind will probably help immensely, but the entire grounds crew is involved in that and obviously keeping the roads clear around here is essential.

Peter and the crew also hired a cherry picker last week to do some tree removal for trees that would have been obviously in the way of any liability claims or on walkways or endanger anyone, or trees that

just needed to be removed because they were in the way or dead. That was accomplished over two days.

The bell tower lantern has been replaced. That's been sort of missing for about two years. It was taken down when the County had done its work. If you get a chance to go into the mansion, and as you go through the gates, look up to the lantern that's now hanging underneath the tower. Peter and the crew have replaced and fixed all the iron work on the lantern. It's been repaired. Glass has been replaced. It looks absolutely beautiful. It looks like the entrance to Hogwarts. The kids will probably be a little thrilled as they sort of move into the mansion area.

The clock in the bell tower, which is functioning, the motor on the clock sort of went. The motor has been purchased. That will be installed. That will be operating so the neighbors will be thrilled that the clock will be gonging until seven in the evening.

As was just mentioned before, the tent is now down on the property, so our outdoor activities dealing with weddings and assorted site plans are now up and out.

We are now upgrading the bathrooms at the security booth, both with painting and lighting. Those two things are being repaired. That was, again, an accomplishment from October through November.

We will be examining some changes for the Lancaster Room, and I believe the kitchen. Prior to the Long Island University coming in and us making sort of a school day there – again, the aim here, as has been our attempt in the past, has been to try to get the Vanderbilt involved in community activities.

Whether, in fact, it's Suffolk Community College or whether it's Dowling, and there are some opportunities now for us to sort of link with Dowling -- and I'll be attending a meeting on the 26<sup>th</sup> of January. They're sort of revving up a museum studies program at Dowling. I'm hoping that we might be able to work that intern program with the Vanderbilt. There's a nice little marriage with that.

Dowling was a Vanderbilt Estate on the South Shore, and we've got a Vanderbilt Estate on the North Shore. If we can get some aid from interns and museum guides on down the line, I think that would be special, and that would aid us again during our shortage of staff. We will try to improve that.

Of course, now Long Island University coming in, hopefully this is going to be just the beginning. It's an all-day affair for about 30 teachers, as Gretchen mentioned. We're going to try to make them as comfortable as possible, so that we might be able to get some return visits from Long Island University and possibly marry with a couple of other educational institutions around to make that work.

That's Building and Grounds.

**MS. ANKER:**

Can I just mention something?

**MR. GISH:**

Sure.

**MS. ANKER:**

Following your internship, I'm working at the town, and I'm taking interns into my department – unpaid interns. What we're doing is basically I fill out a form. I write up a letter, and they get college credit, which is great. They are high-level kids. We're benefitting with their help, and they're helping us. Maybe it's something we can do here.

**MR. GISH:**

I think this is good only because of the fact that we have a museum studies program. That sort of fits with us perfectly. It's not just work/study, let's go rake some leaves, although Peter would like that. It will be a program that will specifically be geared toward the institution.

**MS. ANKER:**

Right, and with my interns what I do is they have to do data entry, and they have to do some kind of raking leaves type of jobs, but they also do research on new products and things that really go toward their thesis or their masters. It really works well.

**MR. GISH:**

That's it for the Building and Grounds, unless, Peter, there's something else that I left out on that report.

I will say very, very quickly, with the Strategic Planning Committee, they met on Thursday.

**MS. GHIORSI-HART:**

They met this past Monday.

**MR. GISH:**

I'm sorry, you're right. They met on Monday at 7:00.

**MS. GHIORSI-HART:**

It's all a blur.

**MR. GISH:**

It is. The meetings just go from one into the other. Gretchen was in attendance, along with Carol, myself, Ron, Stephanie, our Archivist, Liz, and who else am I missing?

**MS. GHIORSI-HART:**

Carmen.

**MR. GISH:**

Yes, Carmen, one of our guides. We reviewed where we are with strategic planning. Our plan for that committee is to put together a long-range plan that will help us gain grants. We're a little bit behind in that. I believe we're scheduled for a January meeting. For those individuals involved in Strategic Planning, we'll be up and running with that also. We haven't dropped the ball on that. We've just been sort of delayed a little bit.

The Executive Director's Report.

**MS. GHIORSI-HART:**

I just wanted to go over something a little bit. At the last Board Meeting some questions came up, and I realized I don't often report everything that we do in the way of Development, which isn't to say that things aren't going on.

I thought I'd mention two of the things in this area. Elizabeth, our Grant Writer, did submit a grant through the Museum's For America Program, and that's an IMLS Grant. That's a major grant. We're happy to do that. We hope the more grants that Elizabeth does, the easier it will be. We have a lot of boiler plates going right now. I was very happy to get that one out the door.

We also applied for a Bank of America Grant with their philanthropy program. We have a good shot at that. We have been chosen to

participate in Bank of America's Museums on Us Program for next year. We're one of four museums on the Island.

Unfortunately, because of the times, the grant that goes along with that is not as large as in previous years. But for us, it's really a win-win situation. It will definitely increase visitation. General admission will be free for Bank of America card holders. Once they come here, if they want to go to a planetarium show or a mansion tour or an audio tour or purchase things that would be additional. We're very happy to be included in that program. We just got that notice today.

Also just in the last two weeks, just to let you know again the kinds of meetings I do to get out – today I was at the LI Convention and Visitor's Bureau for their meeting. Our site use person always goes, but Nancy Melius, which is heading up the Gold Coast Mansion Alliance, she's the Director of Oheka. She was going to do a special presentation.

I was able to go along because they were highlighting the Vanderbilt as well. That was good. We're promoting the Gold Coast Mansion, which gets me to the Gold Coast Mansion Alliance. I had a meeting with that. There's a small group of about four people. I'm one of those four that are driving that Gold Coast Mansion Alliance. That's really picking up steam and moving forward.

We've got cars out now. We're featured there. The website is very robust. This is something that many of the Gold Coast Mansions have wanted to do for a while. Nancy is doing a good job at getting that together. That's moving forward.

I also attended a meeting of the North Shore Promotion Alliance. I'm on a Board with that group. There are two marketing promotion forming alliances with not only other non-profits and museums, but both organizations are forming alliances with hotels, restaurants, theaters and chambers of commerce to help promote as a region the North Shore, the Gold Coast, Long Island. Those are just some of the groups I belong to.

I also attended a meeting of the Melville Chamber of Commerce, which we belong to, and the Huntington Chamber of Commerce had their legislative breakfast, and I went out there.

Again, I'm networking as much as possible. Then yesterday Senator Gillibrand had a meeting in Huntington talking about historic

preservation, cultural tourism funding, and different grant opportunities. Again, it was nice because there were probably about 40 people there.

That was an opportunity to network and also talk a little bit with Senator Gillibrand – well, she wasn't there herself, but her staff was there. It was good to touch base with the staff. We asked them to get our letter in in support of our federal grant that we just put in.

I'm out there more and more now that we have a little bit of help on site, so that frees up some of my on-site duties. We're really past the worst of some of our crisis that we've been dealing with the past couple of years. There's a lot going on.

**MS. ANKER:**

I think that's great, though, because it just shows that the Vanderbilt is on that brochure, right, for the Gold Coast Mansions?

**MR. GISH:**

Yes.

**MS. ANKER:**

So that's happening; we're all able to pool our resources for promotion all over, which is great.

**MS. GHIORSI-HART:**

I'll pass these around. There's a whole stack.

We also met with Konica/Minolta, who is going to be manufacturing our star projector. I had some of their tech people from Japan visiting. They wanted to come up and visit us. They flew in from Florida, Georgia and Japan. Noel was at that meeting. They wanted to see the dome. They are very, very excited. They explain that this is a very important project for them. Their north-east location is very attractive to them. We had a really good meeting with them.

Just to give you an update on where we are with our star projector, the contract has not been signed yet. It's moving along, though, like all the contracts we deal with ever so slowly. As long as there's progress, the contract went through the attorneys. It's gone through DPW, I believe. I think it needs one stop, one sign-off, and then it's going to be going to Konica/Minolta to review. So we expect within the next week that it will be going off to Konica/Minolta. They will

review it, and then it will come back and then it needs a series of signatures.

Realistically best case scenario, the end of the year maybe – assuming nothing holds it up.

**MS. ANKER:**

So where is it now? It went to DPW and then it has to go back to the attorneys?

**MS. GHIORSI-HART:**

It's through the County Attorney's Office right now. It just needs certain signatures. It should be mailed out to Konica/Minolta I think within the next week.

**MR. GISH:**

All the glitches are dealing with the payment schedule I think have been resolved. That was the only problem. Now it's just a matter of –

**MS. GHIORSI-HART:**

There are no surprises in the contract. Konica will probably turn it around real quickly when it gets back.

**MS. CAMBRIA:**

And when it gets back, where does it go?

**MS. GHIORSI-HART:**

It needs several signatures through the County Executive's Office.

**MS. CAMBRIA:**

When it leave Konica, it goes directly to the County Executive's Office?

**MS. GHIORSI-HART:**

I think there might be – there are a few departments it goes through. That's the final one, though.

**MS. CAMBRIA:**

But it doesn't still have to be reviewed by the County Attorney's Office, does it?

**MS. GHIORSI-HART:**

No, I don't think so. Unless there's some problem or a change, but I don't believe that would be the case. Everything just takes time with

the County. There's nothing really slowing it down. You have to just assume it's just going to take a couple of weeks to hop desks.

**MS. ANKER:**

Nudging always helps.

**MR. GISH:**

Just to let Ralph know the first meeting began in May of 2009 on the star projector, so don't feel alone and abandoned in the process.

**MS. ANKER:**

The wheels of government.

**MS. CAMBRIA:**

Can I ask a question about the grants? We are applying for a federal grant or we're getting a federal grant?

**MS. GHIORSI-HART:**

We have applied. We hope to get it, but we never know.

**MS. CAMBRIA:**

How many grant applications do we have out there?

**MS. GHIORSI-HART:**

Right now there – there's this one big federal grant out there. We have received the New York State NYSCA Grant. There are a number of foundations, smaller grants, under \$15,000 that we have out there. We have a few requests into some of the State officials.

For example, one of our local State Senators did approach us for \$5,000 but then there's no funding available.

**MR. GISH:**

We met all the requirements, but we just don't get the money.

**MS. CAMBRIA:**

There is no money.

**MR. GISH:**

Right, but we're still going to make the applications. Where there is a grant out there, we're going to make the applications.

**MS. GHIORSI -HART:**

We were actually awarded back in May \$5,000, but unfortunately there's no money. That was Music Council on the Arts.

One of the reasons why I'm very excited about this is because it's a small grant but the New York State Council on the Arts, if you get three years running a grant, then the fourth year you can apply for operating support. This is number two. This is our second year. We have never gotten the operating support. We have never been able to do that. I'm very confident with that one.

We're looking more and more at the different family foundations and different banking foundations. One of the things I put in people's packets was a list of some companies and the people that we would love to have entrée to.

So if anybody knows these people or anyone else in these particular companies, that always helps. We have Elizabeth – when we go to a Development Meeting, she has a list of at least ten foundations or banks or corporations that we applied to. We have that. She is tracking that. I don't want to take a lot of time, but if you come to a Development Meeting, we'll start going over some of that so you can see.

Particularly with the big companies and the banks you need an invitation to apply. It helps to know someone on the Board. In the current economic climate, it's very difficult to start anew. Unfortunately, we don't have a long track record with any of these foundations. They're just trying to keep the people that they have funded in the past. It's hard to break through. We're out there, though.

I don't want to overwhelm people, but any other contacts anyone has, Elizabeth and I will start – she's starting to make appointments. We're going to start going out there and knocking on doors. Noel also – it's helpful to have the Director and the President be there making the ask, along with you. So if you have any contacts, we're ready to go at a moment's notice.

**MR. GISH:**

Just for the knowledge of the new Trustees, Elizabeth who is our Grant Writer, was just put on recently. When I say recently, she was an addition to the staff just specifically to manage the grant writing, because that is really a study in and of itself. Even though she is part-

time, she is doing an outstanding job in just rounding up and going through the process of getting grants. Just to know that you need to get three grants before you can get the big one, or that you should have a strategic plan in place if you're going to go for a Federal grant. She's giving us sort of the blueprint to follow, so that grants may be available to the Vanderbilt on down the line.

They have not been in the past. We have not had an aggressive grant writer. Although I'm not going to downplay the National Treasurer's Grant that restored the whale-shark and the dioramas that Stephanie Gress was so important in getting. That was a few years ago, but again, that wing was closed for ten years prior to that Saving America's Treasurer's Grant. That was a biggie, but we'd like to try and improve our grant writing and possibly move into the operating expenses. That would help us, obviously, to build up revenue.

**MS. ANKER:**

I just want to comment.

**MR. GISH:**

Sure.

**MS. ANKER:**

Relating to the grant, I also use the interns that I have to look into grants, which has been pretty successful. Also with the grant situation, you have to maintain them.

**MS. GHIORSI-HART:**

We have been doing that, which is why in the past small grants – often institutions won't even go for a small grant because it costs more in time by the time you go through everything. You have to ask, is it worth it? The philosophy right now is let's just get what we can to get the relationship – and I'm sure you heard this, but it's relationship building.

We have a relationship with Bank of America, for example. They're there for us. We don't have too many other places that we have that long-standing relationship for any number of reasons. We do have to consider most Federal and State grants have to be matched. Unless you can figure out where you're going to match the money, they'll give you a dollar, but you have to spend a dollar. You have to be really careful.

We've been lucky with the Save America's Treasurer's Grant. We were able to match a capital project. We try to find grants that we can match to capital projects or something that essential in our operating. It's very, very difficult to get operating. There's very little out there for Operating, although the Bank of America is for operating.

We have to think also – when you call, you talk about your idea, and they'll say, "We'll fund 3 percent of the grants we get in this year." We have to figure we have limited resources, is it worth spending three weeks for a 3 percent chance of getting a grant? So sometimes you don't do that.

**MS. ANKER:**

One other comment relating to funds, this is great. I like this Museum Development Donor List. I was listening NPR on the way over here and they mentioned the top 1 percent of wealth is actually a quarter of the United States money. One percent -- and there's a lot of wealth in this area of New York, especially New York City, the Financial District. I'm just wondering if Elizabeth could focus on that one percent that lives here.

**MS. GHIORSI-HART:**

We're trying to. Part of the thing is, we don't have the tools that big non-for-profits have. There's software out there that if you wanted to find out everyone who made over \$2 million and had a subscription to National Geographic – I mean, that's what I'd love to have, but you've got to have – it costs money to get those.

**MS. ANKER:**

Don't they publish those in that financial magazine?

**MR. DELUISE:**

Forbes?

**MS. ANKER:**

Yes, Forbes. There's a list of the top 100 --

**MS. GHIORSI-HART:**

We get the top 100 companies. We look at –

**MR. GISH:**

They want to know who you know. You have to know someone. If don't give to an institution. They give to an individual.

**MS. GHIORSI-HART:**

Any other tricks of the trade we're also looking at -- other institutions, nine nineties, for example, to see who gave money to who. That's public information. Again, it takes time. It takes relationship building. It's very hopeful. The Board often is the core of who donates.

**MS. ANKER:**

Okay, who plays golf? I don't. You have to go after the golfers. We'll find out their interests.

**MR. GISH:**

If you remember correctly, in the spring, that was the purpose of the Evening with Friends. I believe Kevin was there for that night. That was the attempt. Invitations went to everybody we could think of in the Huntington area, bankers, business people and givers to other institutions. We tried to cull them that night with some success but not immediate success. There was hope that we could sort of generate some friendship and some good will and maybe on down the line it will come our way.

Everybody says, "Just go hit those people who are millionaires." To the general public and to all people who are here tonight, if you give me a name, I'll go. But everybody just tells me to just, "Hit those individuals who have a lot of money." That's very easy to say. It's a lot tougher to do.

**MS. ANKER:**

Are we going to give -- I know Ron had this list, but he mentions the corporate giving brochure.

**MR. GISH:**

I think I gave you my notes. That was the Development Report I was supposed to give before. But, yes, we're working on the corporate brochure. We're working on a take-away. Gretchen already mentioned that we're working on a card that every student will get. That has gone to the County printer where every student who leaves will get a card. If they come back with their parents, then the student gets in free. We're going to try to get some returns that way. That was a suggestion that was made. We're going to try to do it there. We're working on every single end to try to make that happen. Anyplace we can possibly see to improve revenue, we are attempting to do that.

All done, Carol?

**MS. GHIORSI -HART:**

Yes.

**MR. GISH:**

Great. Okay, President's Report. I just wanted to let you know that the cell tower contract is on the hands of Suffolk Wireless. It has been for the last two weeks. I was waiting for a response from them, and then we'll sit down and do a pow-wow on the cell tower contract.

As I mentioned before, the catering contract, you all received that through email. I asked you if you wanted to revise anything to get back to me on any concerns you had dealing with the catering contract. I did not receive anything from the Trustees. Carol and Gretchen had given me some – I'm sorry, I did receive something from a Trustee, Gretchen. Carol also put some input into that. I am meeting with a representative from Thatched Cottage tomorrow, Toni Ann, and I'm sure Ralph will be there also since he knows about it. It's at 1:30 at Thatched Cottage.

We'll see if we can move that along also. I will tell you that in the October meeting we did talk about purchasing a laser unit for the planetarium. We did have some problems with the star projector. We wanted to give ourselves a little bit of safety valve for that. That has been purchased. We did, however, look at another outfit that came in. Carol and I sat in, along with Dave and Lorraine. We didn't just go out and pick up one. We actually had a number of them come in, and we looked at what they had to offer.

I believe that the laser projector from AVI – our auditors are ABZ and the laser unit is AVI. Sometimes we have the auditor doing laser programs. But the laser package has been delivered. Dave is going to be in the process of getting that up and running. Hopefully that will be up for the holidays. We'll have new laser units. Should there be a problem with the star projector on down the line, we'll have a little bit of a fill there to work with.

I did discuss all of this with Terry Pearsall, Chief of Staff for Bill Lindsay, last week. I met with him on Monday to discuss exactly where we were with our development and strategic planning and our laser units. They are very much aware of where we are at this stage in the game and our needs based on our three payroll payments in December, which we're going to need some help on down the line.

I believe we received the September payment for Hotel/Motel Tax. We are waiting on October. Hopefully that will be in relatively shortly.

Any old business?

**MR. PETERMAN:**

Old business? At the last meeting you asked me if I would work on the Nominations Committee.

**MR. GISH:**

Yes.

**MR. PETERMAN:**

What I will be doing is sending out an email to all the Trustees asking anyone who is interested in any one of the positions – I believe the positions are President, 1<sup>st</sup> Vice President, 2<sup>nd</sup> Vice President, Treasurer and Secretary. I'll send out the email. If you're interested in any of those positions, please let me know. I think according to the bylaws, that the election is held in January.

**MR. GISH:**

Yes, January. I was incorrect at the last meeting. I thought it was December.

On that note, I will tell you that I received an email. I will read it now since it does involve our Secretary of the Board. It says, "Dear Noel, due to professional and family obligations, I must reluctantly step down as Trustee of the museum. I am deeply sorry for this decision, but I believe it to be in my best interest. I want to sincerely thank you and the fellow Trustees for your dedication and commitment to this most outstanding museum and planetarium. Please also convey my thanks to the employees and the grounds crew for their true caring for the Vanderbilt. It is my hope that at some point in the future, I will have ample time to assist the Trustees in some capacity in advancing the goals and missions of the museum. Again, thank you for all that you do to support this beautiful place. Very truly yours, Don McKay"

Don has offered a letter of resignation. He is presently the Secretary of the Board of Trustees. I will tell you that there will be an opening in that. He is also the Chairperson of Buildings and Grounds. Since I'm the only other person on that committee, I will chair the Building and Grounds until someone chooses to take that over. Peter and I seem to get along real well, so there's no rush, but I'd really like at least two people on that committee.

Any other business before the Board of Trustees? Can I have a motion to adjourn?

**MS. OLDRIN MONES:**

Motion.

**MS. CAMBRIA:**

Second.

**MR. GISH:**

All in favor? Opposed? **Motion carries. (Vote: 8/0/0/7 Absent: Mr. Beattie, Mr. Glascock & Mr. Hahn. Four vacancies.)**

Thank you very much. I believe our next meeting is December 15. I just want to announce that now so that everybody knows. Unless there are any changes, I'll meet you all here at 7:00 on December 15.

**(Mr. Noel Gish adjourned the meeting at 8:30 p.m.)**

**NG:ap**

**Attachments**



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

AGENDA

- |       |   |                 |
|-------|---|-----------------|
| I.    | Introduction of Guests                  |                 |
| II.   | Approval of Minutes of Previous Meeting |                 |
| III.  | Treasurer's Report                      |                 |
| IV.   | Audit Report and Approval               |                 |
| V.    | Development                             | C. G. Hart      |
| VI.   | Education Committee                     | G. Mones Oldrin |
| 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

September 2010

	Actual September	Budget September	Variance
<b>Revenue</b>			
Admission	\$ 35,861	\$ 36,000	\$ (139)
Membership	\$ 2,425	\$ 3,830	\$ (1,405)
Museum Store	\$ 4,213	\$ 3,000	\$ 1,213
Special Events	\$ 17,713	\$ 50,000	\$ (32,287)
Suffolk County Funds	\$ 48,090	\$ 57,791	\$ (9,701)
Endowment	0	20,833	\$ (20,833)
Site Use	\$ 3,453	\$ 18,000	\$ (14,547)
Donations & Gifts	\$ 11	\$ 5,000	\$ (4,989)
Other General	\$ 161	42	\$ 119
<b>Total Revenue</b>	<b>\$ 111,927</b>	<b>\$ 194,496</b>	<b>\$ (82,569)</b>
<b>Expenses</b>			
Salaries & Wages	\$ 74,519	\$ 77,333	\$ (2,814)
Benefits	\$ 24,108	\$ 21,625	\$ 2,483
Maintenance & Equipment	\$ 2,458	\$ 8,583	\$ (6,125)
Insurance	\$ 6,850	\$ 6,833	\$ 17
Professional	\$ 8,174	\$ 20,416	\$ (12,242)
Museum Store	\$ 1,988	\$ 2,000	\$ (12)
Telephone	\$ 3,034	\$ 2,500	\$ 534
Utilities	\$ 17,105	\$ 19,000	\$ (1,895)
Supplies, Programs, Gala	\$ 19,696	\$ 23,000	\$ (3,304)
General Expenses	\$ 3,861	\$ 4,205	\$ (344)
<b>Total Expenses</b>	<b>\$ 161,793</b>	<b>\$ 185,495</b>	<b>\$ (23,702)</b>
<b>Excess / Deficiency</b>	<b>\$ (49,866)</b>	<b>\$ 9,001</b>	<b>\$ (58,867)</b>

# SUFFOLK COUNTY VANDERBILT MUSEUM

## Treasurer Report

**AUGUST 2010**

	Actual August	Budget August	Variance
<b>Revenue</b>			
Admission	\$ 65,056	\$ 74,500	\$ (9,444)
Membership	\$ 2,850	\$ 3,830	\$ (980)
Museum Store	\$ 6,538	\$ 6,000	\$ 538
Special Events	\$ 16,394	\$ 20,000	\$ (3,606)
Suffolk County Funds	\$ -	\$ 57,791	\$ (57,791)
Endowment	0	20,833	\$ (20,833)
Site Use	\$ 14,561	\$ 14,000	\$ 561
Donations & Gifts	\$ -	\$ 5,000	\$ (5,000)
Other General	\$ 205	42	\$ 163
<b>Total Revenue</b>	<b>\$ 105,604</b>	<b>\$ 201,996</b>	<b>\$ (96,392)</b>
<b>Expenses</b>			
Salaries & Wages	\$ 89,854	\$ 77,333	\$ 12,521
Benefits	\$ 16,565	\$ 21,625	\$ (5,060)
Maintenance & Equipment	\$ 2,393	\$ 8,583	\$ (6,190)
Insurance	\$ 7,100	\$ 6,833	\$ 267
Professional	\$ 16,277	\$ 20,416	\$ (4,139)
Museum Store	\$ 3,270	\$ 3,000	\$ 270
Telephone	\$ 2,093	\$ 2,500	\$ (407)
Utilities	\$ 18,836	\$ 18,000	\$ 836
Supplies, Programs, Gala	\$ 4,352	\$ 13,000	\$ (8,648)
General Expenses	\$ 4,071	\$ 4,210	\$ (139)
<b>Total Expenses</b>	<b>\$ 164,811</b>	<b>\$ 175,500</b>	<b>\$ (10,689)</b>
<b>Excess / Deficiency</b>	<b>\$ (59,207)</b>	<b>\$ 26,496</b>	<b>\$ (85,703)</b>

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

	January	February	March	April	May	June	July	August	September	October	November	December	Year End	Balance	Total
<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	40,000	57,000	37,000	628,847	660,000	(31,153)
Membership	1,065	10,299	510	2,592	1,310	1,910	3,980	2,850	2,425	3,830	3,830	3,870	38,471	46,000	(7,529)
Museum Store	2,269	6,037	5,558	4,919	8,231	2,889	6,048	6,538	4,213	3,000	3,000	5,000	57,702	60,000	(2,298)
Special Events	1,403	18,376	4,236	2,314	1,304	2,511	16,247	16,394	17,713	4,000	8,000	8,000	100,498	150,000	(49,502)
Suffolk County Funds	0	0	0	0	115,416	192,361	48,090	0	48,090	57,791	57,791	57,799	577,338	693,500	(116,162)
Endowment	0	20,000	55,000	0	35,000	0	0	0	0	20,833	20,833	20,837	172,503	250,000	(77,497)
Site Use	6,520	6,947	2,091	3,363	19,730	9,931	16,768	14,561	3,453	6,000	8,000	5,000	102,364	140,000	(37,636)
Donations & Gifts	0	485	0	356	0	0	998	0	11	5,000	5,000	5,000	16,850	60,000	(43,150)
Other General	116	98	204	175	112	97	920	205	161	42	42	42	2,214	500	1,714
<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>140,496</b>	<b>163,496</b>	<b>142,548</b>	<b>1,696,787</b>	<b>2,060,000</b>	<b>(363,213)</b>
<b>EXPENSES</b>															
Salaries & Wages	67,211	60,571	68,086	71,782	76,408	77,021	94,275	89,854	74,519	77,333	77,333	77,337	911,730	928,000	(16,270)
Benefits	17,362	15,648	19,226	15,455	16,773	20,465	23,068	16,565	24,108	21,625	21,625	21,625	233,545	259,500	(25,955)
Maintenance & Equip.	4,987	2,523	3,736	5,762	4,344	4,915	2,398	2,393	2,458	8,583	8,583	8,587	59,269	103,000	(43,731)
Insurance	6,800	8,129	6,982	6,982	5,800	6,900	7,100	7,100	6,650	6,833	6,833	6,837	83,146	82,000	1,146
Professional	11,628	14,355	13,153	8,057	14,257	10,933	14,213	16,277	8,174	20,416	20,416	20,424	172,304	245,000	(72,696)
Museum Store	340	3,247	3,554	2,986	2,291	1,244	2,497	3,270	1,988	2,000	2,000	3,000	28,417	35,000	(6,583)
Telephone Communic.	2,883	2,386	2,358	2,362	2,296	2,391	2,182	2,093	3,034	2,500	2,500	2,500	29,485	30,000	(515)
Utilities	13,875	11,382	15,865	9,601	14,092	12,159	20,457	18,836	17,105	19,000	15,000	17,000	184,372	200,000	(15,628)
Supplies, Pgram., Ball	1,554	12,614	3,451	6,988	853	10,623	9,126	4,352	19,696	15,000	11,000	14,000	109,257	127,000	(17,743)
General Expenses	1,178	5,947	3,478	12,691	2,089	3,272	9,198	4,071	3,861	4,205	4,205	4,205	58,400	50,500	7,900
<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>177,495</b>	<b>169,495</b>	<b>176,515</b>	<b>1,869,925</b>	<b>2,060,000</b>	<b>(190,075)</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>(36,999)</b>	<b>(5,999)</b>	<b>(32,967)</b>	<b>(173,138)</b>	<b>0</b>	<b>(173,138)</b>