

Suffolk County Vanderbilt Museum Board of Trustees

A regular meeting of the Suffolk County Vanderbilt Museum Board of Trustees was held in the Auditorium, William H. Rogers Legislative Building, Hauppauge, New York, on February 2, 2011.

The following were in attendance:

Mr. Noel Gish – President
Michael B. DeLuise – 1st Vice President
Gretchen Oldrin Mones – 2nd Vice President
Ronald A. Beattie – Treasurer
Betsy Cambria – Secretary
Christopher Hahn – Trustee
Sarah Anker – Trustee
Dr. Steven Gittelman – Trustee
Kevin Peterman – Trustee
Thomas Glascock - Trustee
Rodney Rodriguez – Trustee
Joseph Dujmic – Trustee
Duncan Armstrong – Trustee
Carol Ghiorso-Hart – Executive Director
Terry Pearsall - Chief of Staff, Presiding Officer Lindsay Office
Lora Gellerstein – Aide to Legislator Cooper
Nancy Armstrong – Aide to Legislator Cooper
John Pokorny – Vanderbilt Museum Employee
Beverly Pokorny – Vanderbilt Museum Employee
Colleen Haefling – Vanderbilt Museum Employee
Lorraine Vernola – Vanderbilt Museum Employee
Inger Dzewlewicz – Vanderbilt Museum employee
Ralph Colamussi – Thatched Cottage
Dr. Ray Ann Havasy – President, Dinosaur Society
Frank Borracci
Joseph Borracci
Robert & Barbara Pilnick
Eryn Deblois – Campolo, Middleton & McCormick, LLP
John Mulligan
Joanne DiGraziano
Joe DiGraziano
Daniel Schrafel – Long Islander Newspapers
Ann Marie Pastore - Stenographer

Absent:

Dr. William Rogers – Trustee
Tanya McKay - Trustee

(Mr. Noel Gish called the meeting to order at 7:05 p.m.)

MR. GISH:

I'd like to call the Suffolk County Vanderbilt Museum Board of Trustees to order. I would like everyone to rise for the Pledge to the Flag.

(Salute to the Flag)

Thank you. Since this is sort of a new venue for most of the new Board of Trustees, when you speak there is a microphone in front of you. You must push that little half moon section. The green light will go on and you are then officially being recorded. For anyone in the audience who comes up, if you would come up and please state your name if you going to address the Board. You can sit at the table right here.

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

MS. PASTORE:

Yes.

MR. GISH:

Thank you. Can I have a motion to approve the minutes from the December meeting?

MR. GLASCOCK:

I'll make a motion.

MR. DELUISE:

Second.

MR. GISH:

All in favor? Opposed? **(Vote: 11/0/0/4 Not Present: Dr. Gittelman & Mr. Armstrong. Absent: Dr. Rogers & Ms. McKay.)**

I'd like to just take this moment to thank Terry Pearsall and the Legislature for allowing us to use the room tonight. As you know, we've been sort of in a weather crisis stemming from last week and then it looked like it was going to be bad this week, so we made the move to at least get on flat territory in Hauppauge rather than Little Neck Road going up to the Planetarium or dragging all their equipment from the Planetarium over here. So I'd like to thank the Legislature and Terry Pearsall for this privilege.

I'd like to introduce some of the new members to the Board of Trustees to everyone tonight. We have two new members here. One new Trustee was not able to make the change in meeting. We have Rodney Rodriguez up first. If you could just say a few words about what your interest is in the Vanderbilt.

MR. RODRIGUEZ:

Good evening. My name is Rodney Rodriguez. I joined the Board to see if we could help make some positive changes and to see if we can all be on the same page and get the museum moving. The museum is a beautiful place. I don't think the community takes enough time to appreciate what we have there. Hopefully we'll get some good things going on this year and maybe we can get into the black rather than being in the red.

MR. GISH:

Good thoughts. Joseph.

MR. DUJMIC:

Good evening, everyone. My name is Joseph Dujmic. I'm one of the newest Trustees. I'm very happy to be here this evening.

My main interest with being on this great commission is first and foremost to look out for the interest of the Suffolk County taxpayers and also to advocate on behalf of the Vanderbilt Museum, as well, and to make it the best place it possibly can be.

As Rodney just stated, we're looking forward to making it a money making opportunity rather than a money draining opportunity, which it has been seen as in the past. We're going to bring some new ideas to the commission. We're going to work along side with every member here to try to move forward and, again, bring out the best for the Vanderbilt, especially first and foremost, most importantly for the best interest of the Suffolk County taxpayer, as well as the employees of the Vanderbilt, who I see here tonight. You can always feel free to contact me if you have any issues that you'd like to have addressed. Thank you.

MR. GISH:

Thank you. We have one member who was not able to be present tonight, Tonya McKay. For those of you who want to attend next month's meeting, I'm sure she will be here and be able to introduce herself, as well.

Is there anyone in the audience who would like to address the Board at this time? Yes, come on up, please.

DR. HAVASY:

My name is Dr. Ray Ann Havasy. I'm President of the Dinosaur Society. Thank you for giving me the opportunity to speak.

I guess you could say that this is the story of David and Goliath, but in this case Goliath is the Vanderbilt and David is the small not-for-profit called the Dinosaur Society. This is also a story of theft and how Goliath wants to make money by selling the assets belonging to David.

Over ten years ago Don Wohlberg was the President of the Dinosaur Society. He took the assets of the Dinosaur Society, the dinosaur models you have at the Vanderbilt, and just like you, used them to his benefit instead of the benefit of the Dinosaur Society.

At about the same time Steve Gittelman, who had served as the President of the Dinosaur Society before Wohlberg, was trying to get the Suffolk County Legislature to pay for some renovations of the seaplane hangar to use it as an exhibit hall.

So, being the friends that we were at the time, Steve asked me if I would help him get the dinosaurs back and create a new exhibition on Long Island. He convinced Wohlberg that he should resign as President of the Dinosaur Society by threatening lawsuit. I asked NYIT, where I worked, if they would like to host the new exhibit and they did. I was voted in as the new President with Steve and Bill Rogers as Board Members. I thought the Dinosaur Society was going to be active again and I was excited.

Then Steve's plan really began to unfold. He kept saying that he wanted Bill Rogers to see the dinosaurs set up before he died so that he would get excited about them. He would tell Suffolk County that the dinosaurs belonged to him and that Bill would give \$1 million for the renovation of the seaplane hangar if Suffolk County would pay the rest. Then the new exhibit hall could host the dinosaurs. He was leveraging the assets of one not-for-profit, the Dinosaur Society, to help the Vanderbilt, another not-for-profit.

9/11 came and a new Provost at NYIT demanded that the dinosaurs be removed immediately. The Vanderbilt was able to move them there and they have been there ever since. The Dinosaur Society went

dormant for a while but now I have revived it, doing all the necessary filings, which, by the way, has taken me years to do.

Steve's true plans were revealed in a *Newsday* article in which he said he wanted to dissolve the Dinosaur Society and give the assets to the Vanderbilt so that they would be able to sell them and make money because the Vanderbilt has been in financial straits.

That's the brief history and now let's bring things up to today. In November 2010, the Dinosaur Society was given an opportunity to gain financially by displaying the dinosaurs as part of new project on Long Island. So, of course, I agreed. I sent a letter -- actually my attorney did -- to Carol Hart requesting that I pick up the dinosaurs by the end of December because the designer needs them. Here we sit.

Steve maintains that since he and Bill are two-thirds of the vote on the Dinosaur Society and they want the dinosaurs to remain at the Vanderbilt, they will stay. But this is problematic. Firstly, in New York State it is against the law for a person to sit on two boards involved in any issue or that may have any dealing with each other. It's called conflict of interest. So how can Steve and Bill sit on two boards? They should have recused themselves. Simply put, I have the lone vote, and I vote for them to be out of the Vanderbilt, not sold for funding for the Vanderbilt.

Secondly, the Board Member of a not-for-profit is supposed to watch over it. A Board Member has a fiduciary responsibility to maintain it. So how is it that Steve and Bill are maintaining the Dinosaur Society when it has an opportunity to gain financially and they vote no by preventing me from removing the dinosaurs.

In the most recent back and forth discussions, Steve promised Legislator Cooper more than three weeks ago that he would call me so that we could sit down and reach a compromise. Did he call me? Are you kidding?

The Vanderbilt has had the dinosaurs for ten years. You have done dinosaur birthday parties and all kinds of things. You could have made a boat load of money in addition to the extra admission you have charged and kept not giving any to the Dinosaur Society.

This is my last plea before I make things happen. I am one of those people who is so upset I cannot guarantee where this takes me. I am giving you a copy of the emails between Noel and I where he says a

meeting is top priority. Yet in two weeks he could not schedule one? Some top priority. I hope he doesn't work for a company that depends upon his speedy work.

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

I have also given you a copy of the letter sent to Steve and Bill Rogers warning them of their responsibilities as Board Members of the Dinosaur Society.

Is the Vanderbilt in such desperate shape that it wants to keep these as its only plan to raise revenue? We could have made a positive out of this. Vanderbilt helps the Dinosaur Society get back on its feet.

You have decided to make this ugly, not me. I told the County Attorney, Mike DeLuise, Noel Gish and Legislator Cooper that I am willing to meet anywhere, anytime. So where's the Vanderbilt? I must tell you that procrastinating won't help because this time I'm not going anywhere.

You, as the Board, has governance over the Vanderbilt. The County Attorney was in favor of the meeting, the Legislature was in favor of the meeting, and Noel said he was in favor of the meeting, but now you're all here, so this can be our meeting. You must do what's right. Thank you.

MR. GISH:

Thank you Ray Ann. There will, in fact, be a discussion among the Trustee in executive session at the end of this evening where we will handle this.

I'd like to just make a few comments very, very quickly. The first knowledge that I had of the Dinosaur Society came in a letter that was dated December 21, 2010. At that stage, I believe we received it on the 23rd or the 24th – I'm going to say the 23rd to give the extra day. That was December 23, and I think it was around four o'clock when I received that letter.

There was no mention of Ray Ann Havasy in that letter but only a request from an attorney that I allow the dinosaurs to be removed on December 27, Monday. I thought it prudent, having only been President of the Board of Trustees for a mere 18 months and having

no knowledge of the dinosaurs, that I should not give them away to someone I had not met, nor an attorney who hadn't proven their case.

I called the attorney in question. I was told by his secretary that he was not available for the holidays. I left a phone message on the tape informing him that there was not sufficient time for me to weigh in on the issue, since it was the holidays. I then asked Carol to send a registered letter to the attorney's office stating that, number one, on December 27, I believe, we were closed. The immediate removal of the dinosaurs would not be possible.

I only learned of Ray Ann Havasy's involvement in the Dinosaur Society about two weeks later. Upon doing so I made the phone call to Ray Ann Havasy. The phone call did not come from Ray Ann. The phone call came from me. I expressed at that time that the Vanderbilt would do whatever we could to deal with the issue.

When I was informed that the Vanderbilt was the one involved, that the Board wasn't acting, you immediately trigger a legal response. Which means that the Board itself – and I'm glad we have new members who will probably be sued within the hour – that the Board had to be protected and that we immediately notified the company that indemnifies the Board. The indemnification company – and I don't think we have to give the name – advised us to find out exactly who were the individuals who owned the dinosaurs.

There was an immediate call to the County Attorney who advised us at that stage of the game to try to get the parties together. I have made numerous calls to the parties involved. I have sent emails.

MR. HAHN:

Can I ask a question, Mr. Chairman? Who are the parties involved?

MR. GISH:

I'll discuss that executive session, if that's okay.

DR. GITTELMAN:

You don't have to.

(Mr. Duncan Armstrong entered the meeting at 7:30 p.m.)

MR. GISH:

I would choose to – let me just finish my remarks and then we can come back and deal with that if we can. I informed all the parties of

the issue. I informed the County Attorney. We informed the indemnification company. I have spoken to Ray Ann Havasy as shortly as today, this afternoon, 4:45 today. I told her that I would send an email to her as soon as I could reflecting a meeting in which she gave me four days where she could meet next week, Monday, Tuesday, Thursday or Friday but not Wednesday. We would be meeting with the County Attorney, which I then emailed the County Attorney's Office to set up that meeting and I did email that. I cc'd that to the other parties involved. That was today at approximately five o'clock. I can get you a copy of that email if you didn't get it.

MR. HAHN:

One note on the parties, Mr. Chairman. If one of the parties sits on this Board, that party needs to be excluded from the executive session conversation. If that is the case, we need to disclose that now.

MR. GISH:

One of the parties involved in the Dinosaur Society is Steve Gittelman. The other individual, as was mentioned by Ray Ann, is William Rogers. There are two people, I believe, who were involved in the Dinosaur Society – those are the three.

DR. GITTELMAN:

There is nothing secret about what's going on with the Dinosaur Society. There is no reason to go into executive session. We can certainly go over the background and if there's anything you'd like to know, just ask. I think it's important that the public and you know everything there is to know.

MR. GISH:

That's fine, but I'm just letting you know that we will, on the advice of the County Attorney, go into executive session to produce a resolution. So I will follow that. But please feel free to give us any other information you think is necessary.

DR. GITTELMAN:

The Dinosaur Society was established decades ago to raise funds for the dinosaur science. It also has an education mission. It is something that was very active during the 90's. It had the support of Universal Studios at one point. There were two traveling exhibits that were constructed. Ray Ann Havasy was the Director at one point. I was the President for four years.

During those years, we ran two large very successful exhibits, which what you have at the Vanderbilt is the residual of what's left of those exhibits. The components that belong to Universal Studios went back to Universal Studio. We opened the exhibit on the day – many of you might remember a movie called Jurassic Park. I think it was almost the same night. It was a lot of work. It was a lot of fun. It was a good thing. At the end, what happened was that the exhibit – I left as President somewhere around 1996. The exhibit ended up in storage somewhere in the mid-west. It was in cooling storage.

Ray Ann approached me or Ray Ann and I came up with the idea. We decided to bring the exhibit back from the mid west. Bill Rogers contributed the money to bring the exhibit back. I remember it was something like \$45,000. I'm not exactly sure of the numbers.

In 2001, if my memory is correct, we did an exhibit in partial partnership with the museum, but on the grounds of – what's the name of the college in Central Islip? New York Tech. As you all remember, sadly 2001 September was one of the saddest months in our history. It was also one of the months that the exhibit was opened. It was a temporary exhibit. We eventually had to take down the exhibit after its term was completed. We had to find a home for it.

We proposed in this room that Bill Rogers would contribute a million dollars and that that million dollars would go toward building a dinosaur – taking the dinosaurs and putting them on the waterfront in the newly restored waterfront in the seaplane hangar. The County agreed to do that and appropriated the funds to build the building and to restore the seaplane hangar and to fix the waterfront. The idea was to have the dinosaurs in the seaplane hangar as a permanent exhibit.

On an interim basis, Bill Rogers contributed part of his million dollars. I think the total, plus or minus something like \$300,000 of which I would say \$150,000 of it went toward various components of the dinosaur exhibit between transportation, setting it up and building the temporary building that they're now in so that the museum and the children could see this exhibit. It's been on exhibit ever since then.

In the Dinosaur Society Ray Ann was President at that point. She was voted President by – the Board consisted of Ray Ann, Bill and myself. She was voted in as President by Bill and I. I think she voted for herself. It was a happy thing and a good thing.

To my knowledge the society went dormant because there certainly was no activity that I knew of. I don't think that the proper tax forms were filed. The last that I knew, the society's bank accounts had been taken by the State. I can only go by what I found out and what I knew. I hadn't really heard much about the Dinosaur Society, hadn't seen anything. We hadn't held any meetings, nothing like that. The exhibit is where it is at the museum serving children.

Then this past couple of months Ray Ann has expressed interest in taking the exhibit. Now something did happen in between. I received a memo from Jon Cooper's office saying that there was somebody interested in buying the exhibit. You never turn down a potential buyer, but I said if that was the best way to serve children, then we'd have to consider it.

Allow me to express to you that one of the main driving forces of the Dinosaur Society is to raise funds for dinosaur science – to raise funds to support the scientists themselves that keep providing information and excitement for the imagination of children. It's not insane to say that the residual components of an exhibit be sold to raise money for dinosaur science.

MR. HAHN:

Can I ask a question? Is it a 501(c)3, the Dinosaur Society?

DR. GITTELMAN:

Yes.

MR. HAHN:

Are you still a member of the Board?

DR. GITTELMAN:

I would presume that I am since nobody has ever told me I'm not.

MR. HAHN:

These dinosaurs are residing at the Vanderbilt for ten years.

DR. GITTELMAN:

Yes, ten years. Children see the exhibit whenever it's open.

MR. HAHN:

Was there ever an agreement filed between the Dinosaur Society and the Vanderbilt?

MR. GISH:

Not that I know of. But, again, remember my institutional knowledge memory is 18 months as President and probably going back another six months as a member of the Board. But I have not seen two things. There has been no agreement that I saw between the Dinosaur Society and the Vanderbilt. And I have not seen in two years any money that has been delineated – in other words, there have been no extra admission fees for seeing the dinosaurs. That was part of the Vanderbilt entrance for that time period. So there were no extra fees that time period.

Ray Ann, if you're going to speak, you're going to have to come up to the microphone.

DR. HAVASY:

There was an extra charge of \$2 admission at the Vanderbilt --

MR. GISH:

The person with the greatest institutional memory – I would defer to Steve to maybe enlighten us of when there was an extra charge and when you can remember –

DR. GITTELMAN:

I believe there was a charge at times. I'm not sure when it was absorbed into the admission, but we didn't charge an extra admission fee. I think it was a nominal charge of \$2. The question was, was there an agreement? I think that if there was no written agreement, Bill and I and Ray Ann would be glad to provide one because Bill and I still constitute the majority of the Board. As far as we're concerned –

MR. HAHN:

We can't take a written agreement from you.

DR. GITTELMAN:

You can take it from the Board of the Dinosaur Society.

MR. HAHN:

But you're also on the Board of this institution so you would have to resign from one of them.

DR. GITTELMAN:

What we could do, okay, is keep me on the Board and you guys can decide whether we can follow the trail of the Dinosaur Society to see if

it stayed in existence. Let me ask you a question. What makes you feel confident that I have to resign?

MR. HAHN:

I don't think you have to resign from the Board. But if you're going to take an agreement from the Dinosaur Society in which you and Bill constitute the majority of the Board, there would be no Board of the Dinosaur Society. You can't be on both boards and enter into a contract. It seems to me from the testimony from both you and Ray Ann was the case ten years ago. We don't have anything to prove that, but you were President of the Vanderbilt and the you were President of the Dinosaur Society. I don't know if anything went on that shouldn't have gone on, but that doesn't sound right to me.

DR. GITTELMAN:

Okay, so here's a solution. I can act as a member of the Dinosaur Society irrespective of my role on the Vanderbilt. Bill and I can say that one of the missions, and this is separate from the Vanderbilt, and, Ray Ann, if you take out the history of the Society, will have to tell you that we gave grants out. So the history of the Society is very clear. It raises money for dinosaur science, so we will auction off the dinosaurs.

DR. HAVASY:

Except that the dinosaurs now have an opportunity to be used in other projects, which would bring in funding. I have all the paperwork to keep the Dinosaur Society up and running. This project needs to continue for the goodwill of the Dinosaur Society, so we could give grants for dinosaur science and dinosaur education; so that we could do all the things we need to do. The Dinosaur Society's desire is to make money for dinosaur science. Your desire is to sell the dinosaurs to make money for the Vanderbilt. That is not serving the Dinosaur Society.

DR. GITTELMAN:

No, I said to you - and this is really something that we can take up as part of the Dinosaur Society separately.

DR. HAVASY:

I wish you would have called me as you said you would. You told Legislator Cooper you would get in touch with me. I haven't heard a word from you.

MR. BEATTIE:

Mr. Chairman, can I make a motion? This is clearly not a Vanderbilt Board issue. There's a dispute between parties about who owns them. The Vanderbilt never said that they owned them. I believe we've been advised by Counsel and the information I have is that we get represented by the County Attorney on this.

DR. HAVASY:

I thought the Board doesn't want them anymore.

MR. GISH:

As I mentioned to you originally, when people were going to come and pick up the dinosaurs, the Vanderbilt has somewhat of a responsibility, as I'm sure you know, to make sure that the person who receives the dinosaurs is the person who owns them. We do not make any claim for the dinosaurs.

I can tell you that the Vanderbilt will not sell the dinosaurs to make any money. Let's make it very clear to all the people in the audience. The Vanderbilt will never, ever sell the dinosaurs to make money for itself, never. We do not own the dinosaurs.

What we are trying to do is make sure we are not apart of a legal claim against the Board, the Director, and the institution. We are turning it over to the County Attorney to adjudicate this and find out exactly who owns it.

If it is found that you own them, you can come and take them away. If Steve owns them, he can come and put them on his lawn. We talked about that. It's okay with me. It's just a matter of making sure that it's being done properly, above board and legally. The Vanderbilt is not going to run away and sell the dinosaurs before you get them.

I have never known of any admission charges in which we made any amount of money during the time that I'm here. I can be blamed for everything for the last 18 months. We will let you know and when you get home and check your email, you will find one from me tonight opening up Monday, Tuesday, not Wednesday, and Thursday and Friday of next week for a meeting.

In the email I had I was going to hand this over to the County Legislature.

MR. HAVASY:

But you said you were going away for three weeks.

MR. GISH:

In the email it said I would be leaving. I would not be available and to call Carol Hart at the Vanderbilt to make sure that an officer from the Board was present with the County Attorney, yourself and the remainder of the Dinosaur Society to find out exactly what the finality of the dinosaurs were so that we could be advised.

MR. HAHN:

But I would suggest, Mr. Chairman, that the two members of the Board of the Vanderbilt who are also members of the Dinosaur Society need to resolve that conflict before they are in any meeting concerning these dinosaurs or any meeting concerning the Vanderbilt. That is a serious conflict of interest. We have conflict of interest forms that we must fill out by the State of New York. I don't know if this Board has done that. But if we attested that we do not have a conflict of interest when we sign that form, we did not tell the truth on the form. We should correct that immediately.

MR. GISH:

I would expect that Ray Ann has been counseled to that meeting. I would expect that the other two members of the Dinosaur Society bring Counsel to the meeting. I would expect that the County of Suffolk represent the Trustees and the Director from any harm that would come from that altercation between the Dinosaur Society. This is a Dinosaur Society problem, not a problem for the Vanderbilt. Any other questions on pterodactyls or stegosauruses?

MR. BEATTIE:

I had a motion that we agree to be represented by the County Attorney for this.

MR. GISH:

I'm going to ask that you withdraw that motion until we go into executive session.

MR. BEATTIE:

Withdrawn.

MR. GISH:

Thank you. Is there anybody else in the audience who would like to address the Board at this time? Okay, I'd like to begin with committee

reports. The first one I would like to deal with is if Kevin Peterman would comment on the Election Committee for the new year.

MR. PETERMAN:

Certainly. According to the constitution and bylaws of the Vanderbilt we have to have an election of officers at our first meeting. Theoretically it was supposed to be in January, but I guess we're close enough.

As Chair of the Elections Committee, I did send out emails to every Board Member asking people who would be interested in running for office. What I got back is the following: Noel Gish as President, Mike DeLuise as 1st Vice President, Gretchen Oldrin Mones as 2nd Vice President, Ron Beattie as Treasurer and Elizabeth Cambria as Secretary. Unless there is anyone else that is going to self nominate at this point, that's all I have.

MR. GISH:

Are there any other nominations? If not, I will ask that the nominations be closed.

DR. GITTELMAN:

Motion.

MS. OLDRIN MONES:

Second.

MR. GISH:

We are minus a Secretary so I wonder who would cast the one vote for the officers? We usually have a Secretary, so can a Board Member decide to cast one vote? Sarah will make the motion to cast one vote for the slate of officers as stated by Kevin Peterman. All in favor? Opposed? **(Vote: 13/0/0/2 Absent: Dr. Rogers & Ms. McKay.)**

Committee Reports continuing. Education and Exhibits, Gretchen.

MS. OLDRIN MONES:

Staff has been preparing for the typically busy winter break in February. One of the popular activities is a scavenger hunt for anything that has presidential or royal connections. We have a surprising number of these items in our collection. Even the mummy has a presidential connection because she was transported on the U.S. President Harrison. An oil portrait of George Washington done "After

the Gilbert Stuart" style will be on display in the Portuguese sitting room.

This year the original Lincoln Letter will be exhibited during the day and locked away every night. If you're not familiar with the Lincoln Letter, here's some information regarding it. It will likely be displayed in the butterfly case where it can be readily available to children and others who normally don't do mansion tours. Photocopies of this historic letter written to Fernando Wood by Abraham Lincoln will be available. There will be a display of background information and photos. One possible connection to the Vanderbilt is that Lincoln requested help moving troops by train through New York.

Also coming up is the annual "Take your Valentine to a Unique and Romantic Setting for a Special Dinner" in the mansion on February 12. If you haven't seen any kind of information about that, here's some background. On February 14 preschoolers will get a chance to make Sailor's Valentines. Winter Recess Workshop flyers are going out to schools and are being attached to Pat's press releases. Let's hope for good weather so that all activities planned can be enjoyed daily by crowds of visitors. This is a copy of the flyer that's going out regarding the Winter Workshop.

Snow and its aftermath hurt attendance for the Candle Light Tours that started December 26. Now the mansion has been de-decorated and all are preparing for the spring. Our Spring Education programs are quite popular. We have five educators and practically every day in February is booked. Even so, plans are in the works to push for new registrations by contacting schools who haven't yet booked. Elizabeth is trying to get grant money to fund under-privileged groups.

A volunteer named Lovely Elysee will start working with Stephanie next week. She's an anthropologist and artist who has already been published and will be a great asset in the marine and other collections, as she fulfills her 400 hours of service to enhance her application for a grad school conservation program.

A curatorial apprentice has been hired out of the 60 applicants for the job. Nina Sangimino has a Masters in Art History from Pratt. She starts this week, and she's funded by the second part of the NYSCA grant. She'll continue the work in progress on the Yellin ironwork and catalogue and document unaccessioned items for the five or six months, and she'll be here for 15 to 20 hours a week.

The very impressive Yellin booklet is now available on-line through links on the Vanderbilt website. Stephanie is looking into the cost to publish it for sale in the book store. This is a copy of what it looks like on our website. It's very beautiful.

A while ago, Dave Schwendeman, George Dante, and Stephanie Gress were filmed for a segment of "Animal Planet." That segment is titled "Weird True and Freaky – Eternally Stuffed." It covers the process and art of the history of taxidermy. Willie the Whale-Shark is featured. It was scheduled to air between December and February. A dvd of the segment was sent to Stephanie.

Chris Collora, a freelance videographer, plans to work with Kerriann Flanagan Brodsky, author of "Ghosts of Long Island," to explore the Vanderbilt for ghosts. This was scheduled to take place last Friday. If you're not familiar with those two authors, this is a bio.

On January 11, 35 people from C.W. Post Long Island Studies Teaching America History Project were here for six hours. Noel gave a lecture putting the Vanderbilt in the broader context of Long Island history. Carol gave a brief talk about how museums can work with educators. She showed samples of archival materials and made suggestions about the use of archival documents in the curriculum. Guests enjoyed a regular tour of the mansion, as well as the Living History Tour. Teachers saw how popular the mummy program is as they kept crossing paths with 60 school children here for the mummy.

A glowing thank you note was received, and Carol tried to plant the seeds of how things at the Vanderbilt can be used for high school students. Among the many positive comments, it was expressed that we have a lot more going on here as compared to other places. There is still a lot more for them to see and do, like the Stoll Wing and the Planetarium. It's hoped they will return.

Thanks to Ken Anderson and Dave Bush, there's a new display case in the Planetarium Lobby. Ken sculpted the bust of people who discovered the sun was the center of our universe. Those four people are Galileo, Aristarchus, Kepler and Copernicus.

Dave has resumed the "Long Island Skies" program every Friday night with observing afterwards.

The star projector is holding on. Soon the rugs will look better thanks to Inger who brought over a professional rug cleaner and will assist Peter and Tim in cleaning the Planetarium.

The new laser projector is working out. There was lots of good publicity for New Year's Eve and consequently lots of reservations. Other pluses are it requires half the staff to run, as compared to the old system. It functions as a back-up to fill in education programs if there are other equipment failures, and it entertains people who enjoy the latest laser shows.

Marketing through Groupon is planned for after the February break.

Sunday's "Our Night Out" program was its usual success with 150 reservations. Those reservations were taken and more attended as walk-ins. Next month's "Our Night Out" theme is Chinese New Year, and in March it's "Fractured Fairy Tales." It's included in this email that was sent out along with all of the other winter programs.

Plans are being finalized for Bella Gaia to be here in March for a special equinox celebration.

Finally the powerhouse was briefly discussed in terms of long-term use as a new exhibit and educational programs. It a fascinating place that's full of potential, which can be said of most things at the Vanderbilt.

MR. GISH:

Thank you, Gretchen. For the new Board Members, the Yellin study that's on-line was actually put together – this is all the ironwork that's on the estate. We hope to have it in print at some future date. It's going to require a little bit of money, but with the little bit of the study that was done, it's in a wonderful format. If you get a chance to take a peak at it, it's really neat, to take a look at the ironwork.

MR. DUJMIC:

One quick question. What type of advertising, if any, has taken place with regarding to these wonderful programs and exhibits that have just been explained to us here?

MR. GISH:

I don't know whether the new Trustees are on-line yet to receive Pat's—

MR. DUJMIC:

If I may, Mr. Chairman. Whether I've been put on a list or whatever the case may be, actually it's probably better that I haven't been put on the list because I'm just a regular Suffolk County resident and not really sure of what is taking place at the Vanderbilt, which was one of my main frustrations and one of the reasons why I want to be apart of the Board.

I think that the Vanderbilt can be something so much more. However, if people don't know about it or know about what's going on there, how do we expect them to come and raise the revenue that we need? That's why I think it's an important question to ask.

Beside the website, which I think needs to be updated a bit more – I was looking on the website about two weeks ago, and we still had things from before Christmas on there, like the hours that we were open and things like that.

If we're going to have a website and that's going to be our main focal point or our main engine to advertise things, it needs to be updated. That not withstanding, a website alone is not going to cut it if we want to bring the people in the community out.

That's why it's an important question. What have we done outside of the website and this email list that you mentioned to let the general public know what's going on at the Vanderbilt?

MR. GISH:

Within the last six months we placed a – I guess Pat has been on about six months, maybe a little bit more, April 1. We brought on a consultant to deal with publicity. We have improved publicity through *Newsday*, *New York Times* and *The Patch* have all had good publicity about the Vanderbilt. In fact, *if you read Newsday* with some regularity, we are regularly in *Newsday*. We were in there for New Year's Eve and for the Holiday Tours for the Holiday Tour dinner. There was a big spread in *Newsday* and *New York Times*.

We've done very, very well in improving the level of PR that we had before. Again, to sort of belabor the point – and most of the Board Members will understand this very, very quickly – we only have 11 full-time staff members that are at the Vanderbilt. There is no full-time PR person. There is no full-time grant person that's available. We are very understaffed.

Some of the points that you made are right on. We have to make those changes. The question is, who is going to get to do them and what is it going to cost?

We are at present trying to improve our website. We have been in touch with an outside agent who is coming in to work on the website to improve it to make sure that its updated and it can function better for admissions, sales, tickets, and that type of information on a regular basis.

Yes, do we have to improve it? Absolutely, positively. But if you are aware of what we were a year ago and where we are now, we're miles ahead.

MR. DUJMIC:

With regard to where you were and where you are, I know exactly where you are because before I was a member of this Board, I was the Deputy Chief of Staff to the Suffolk County Executive. I am very familiar with it. I am familiar with staffing.

I understand that there is limited staff. However, perhaps it's a matter of how the staff is being utilized and the delegation of the work. Unfortunately, I think that some of that responsibility rests here right around this horseshoe tonight.

We need to take a good look at how resources are being utilized. That's why the simple question as to how we are advertising – publicity is great. Getting publicity after an event is all well and good, but people need to know about the event before it takes place. That's my big concern.

If we want to make the Vanderbilt Museum somewhat of a revenue generating facility, we need to get the word out there. I live in Huntington. I'm a life-long Suffolk County resident. For a long period of time I had no idea what was going on at the Vanderbilt Museum until I became a member of the Suffolk County Executive's Office. That's my concern. My concern is that, yes, we're getting publicity after the fact, but we need to get the word out before.

MS. CAMBRIA:

May I say something?

MR. GISH:

Sure.

MS. CAMBRIA:

I have complimented the individual who was hired for PR because I think he does a great job. You probably read articles that he's written. Have you?

MR. DUJMIC:

Who are you referring to?

MS. CAMBRIA:

The individual that is hired –

MR. GISH:

Patrick Keefe.

MS. CAMBRIA:

Yes, Patrick Keefe who was hired in April. I noticed a tremendous difference. His articles are terrific, and they're everywhere. But I get your point. There is a difference between writing articles and advertising and marketing. You would like to see more advertising and marketing directly.

MR. DUJMIC:

I'd like to see more advertising and marketing directly. I'd like to see more of a long-term plan. I sent an email to the President about a month ago talking about an Events Committee. Do we have an Events Committee? If so, how come we don't have an Events Calendar? You need to have an Events Calendar for at least six months in advance of any event. It should be posted on the website. It needs to be marketed properly.

That's one of my issues. I think that the advertising is important. We need to have things in place. We can't be changing events last minute, which is something that I heard when I was just a guest at the last meeting. I heard that an event was supposed to be for adults and then it was changed to children. It cannot be. Things need to be put in stone. If that was the case, things need to be put in stone long in advance. Then we need to get the information out to the people.

That's one of my main goals in being here. I think we share a common goal. We want to make the Vanderbilt self-sufficient. We shouldn't have to rely on Hotel/Motel Tax, which is coming out of the pockets of Suffolk County residents. This is something we need to do. We need to be self-sufficient. We need to start building toward that goal now with some of these ideas for advertising and marketing.

I think we should, if we don't have one, implement an Events Committee to have a calendar set in stone for at least six months in advance. There should already be a calendar on the Vanderbilt website indicating what's taking place for almost up until December, in my opinion.

MR. GISH:

I appreciate your ideas. If we don't have an Events Committee, which I know we don't, I know where we can get a Chairperson almost instantaneously. Thank you, Joe, for that idea.

Treasurer's Report.

MR. BEATTIE:

I think everybody has a copy of the Treasurer's Report. The only thing that I'd like to say is I'd like to form a Finance Committee so that we can review and come up with a contingency budget. The budget that was passed and redeveloped last year in June had a lot to do with the assumptions that we were going to have a new projector in place in October. That's obviously not going to happen. We are happy that the projector paperwork is finalized and is in motion. But the budget plans that we put together were assuming that in October we would have had the new projector and that's not the case.

Does anybody want to be on the Finance Committee to help revise or create a contingency budget?

MR. GISH:

I will be.

MR. GLASCOCK:

Me too.

MR. DELUISE:

Yes.

MR. BEATTIE:

Thank you.

MR. DELUISE:

To the new Trustees and the folks who are around, one of the important parts about being a Board Member, as Board Member for any non-profit, especially something like the museum, is our participation.

As you get to know more about the budget, you will see that we have been running this institution on a shoe string. If you work at the County Executive's Office you know that we don't have a lot of money.

Some of us have been spending a lot of time here. We have limits to what we can do. Our job is to raise money, to go out and to support – if we're on a committee – and again, I'm not blaming anybody or whatever, but in the last few months a number of us have spent hours and hours each week in order to make this place work. Carol will tell you, 24 hours a day sometimes, at least it feels like seven days a week. We need your help.

Yes, advertising is very important. We don't have the money to pay for it. If somebody wants to sponsor something, we beg borrow and steal. We have people from Long Island who are here who have been very supportive of us. We have had Cablevision very supportive of us. They do whatever they can. They do it for free. You don't need to tell that to your readers or to your advertisers, but people have been very good and generous to us.

I think us, as Board Members, we have to get out there. We have to do what we can to have our Legislators know what's going on. This is our responsibility as Trustees to do the best we can. I think we need to do more than just come to a meeting and say, what are we doing?

MR. DUJMIC:

With all due respect, this is my first meeting.

MR. DELUISE:

Absolutely. And you will be given a tour of the place and background or whatever. But I think there are some folks who are willing, if you want to be a Trustee and make this place work, taking your shovel into the ground and helping it build, it will give you results. We could use your help. We really could.

MR. DUJMIC:

That's why I'm here.

MS. GHIORSI-HART:

I just also want to make sure everyone understands that cash flow is a huge problem. For example, in looking at our November Treasurer's Report, we didn't receive any Hotel/Motel Tax money in November or December. Luckily two weeks ago three days before payroll we received November and December. But four days before payroll, we

weren't sure if we were going to make payroll. We didn't know if that \$100,000 was going to come through. We had \$100,000 in payables. We were saving whatever money came in for payroll.

We're now in the same kind of situation. Last year we didn't start receiving Hotel/Motel Tax money until June. We were in a position every two weeks sweating it out, "Are we going to make payroll?" In fact, we had to go to the Legislature and say, "We're not going to make payroll unless some of our endowment money is released." They did release during that first half of the year about \$100,000 to make payroll.

Right now we're in that same situation. We're saving money now anticipating that it might take three more months for the Hotel/Motel Tax to start going. A year ago we did take an ad out in "Parent Life," for example, for our summer programs. This year we couldn't release a dollar. Luckily "Suffolk Parent" did a nice "Meet the Director" thing for free for us.

We're not in the position right now until I have a better idea of when to expect that Hotel/Motel Tax money or if we can expect some endowment money to start coming. If we can't, we're just going to be getting by and that's one of the things we have to really sit down and look at our budget as we go forward.

If, in fact, no endowment money is going to be released, if we're not going to get Hotel/Motel Tax for another three months, there is going to have to be some big changes. We can only go a month or two and get behind in our bills. Cash flow is a big concern.

MR. RODRIGUEZ:

Can I ask a question? Do you have any fundraisers planned or set up for this year? Are there any scheduled?

MS. GHIORSI-HART:

We do have a schedule for some events. I think we need to sit down and talk about some other ideas. The museum traditionally has had a major fundraiser in September in the fall. It hasn't raised as much money as it really should. Not-profits all over are rethinking those kinds of dinner/dance kinds of things. I think we have to look at that.

There are events that we do that do raise money. For example, our Valentine's Day dinner, February 12, we do make money from that. The first seating has sold out. We're out at the tipping point for the

second seating. We expect *Newsday* to have an article on Friday regarding that. We will make money from that.

There are a number of smaller events that we do but make smaller amounts of money. But the kind of events that have sponsorships we really can fundraise. We need a committee to get together and see what kind of events we should do. We do have an idea for a Monopoly Event in the summer.

MR. RODRIGUEZ:

Is there something set up if somebody wants to donate, they would know that they could just donate? Is there anything on the website?

MS. GHIORSI-HART:

We have a big button right on our home page to donate.

MR. RODRIGUEZ:

How effective has that been?

MS. GHIORSI-HART:

With that particular button randomly we have not gotten a major donor. However, in December we got a \$10,000 donation completely out of the blue from a neighbor who likes what we do. He was there in December. That was wonderful. From time to time we do have a Development and Grant Writer. We have had some cocktail kinds of events inviting prospective people in. We have to do more of those kinds of things and associate our new Trustees. Potentially there are other people that you might want to invite in also.

These dinners, the Valentine Dinner is a wonderful opportunity. It's \$100 per person. There are some really great events to introduce the Vanderbilt Museum. In March we're going to have an event called Bella Gaia. Again, these are smaller events. We're talking \$5,000 or \$10,000 net, but we would love to do a major fundraiser that we can get sponsorships from banks and things like that. But we have learned that without active Board participation it's very hard in this economy to make those kinds of events successful.

MR. RODRIGUEZ:

Well, if you want to set up a committee, I'd be more than happy to help with that.

MS. GHIORSI-HART:

Wonderful. Thank you.

MR. GISH:

Any more comments on the Treasurer's Report? Sarah.

MS. ANKER:

I just wanted to mention that we have a Development Committee. I would like to go ahead and try to do a little bit more with that. I know we've been not as active as we really should be. That's something else you might want to consider for the new Members. We could really go after that private or commercial money to get the donations that we really need. We might want to consider that. Thanks.

MR. GISH:

Building and Grounds, Kevin.

MR. PETERMAN:

On January 12, Noel, Carol and I met with representatives from DPW out in Yaphank. We spent about two and a half hours going over all the potential capital projects that we feel we need. We got very good cooperation from DPW. They really seem to be trying to work with us, trying to prioritize the needs. If you've ever gotten a real tour, which I'm hoping the new Trustees do, so you can see some of the real needs that we do have. We will be putting forward some capital projects and trying to get them into the capital projects budget and hopefully we'll get some funding.

On a positive note, we did have one of our projects passed the other day at the Legislature. It was about \$300,000 to fix the facades at the Vanderbilt, which is really needed because it was a safety issue. I'm just really glad that we got those funds passed.

MR. GISH:

Any comments on Buildings and Grounds? I do want to reiterate what Kevin said on the override on those two issues relating to the façade. 2016 and 2017 were not cosmetic. I made the point of going to DPW and pushing for only those issues that were safety oriented. In no way, shape or form did I want to tax Suffolk County to make them pay for things that were not necessary, but the tower is the main entrance way into the mansion itself.

It's also the way in which we can get emergency services and you can get fire equipment in there. Also if you have pieces of the façade falling off – young people are coming to the mummy program or adults on a mansion tour, that's not really too conducive to large amounts of

admission. Those two programs that went through are going to be critical in keeping us open long term.

Anything else on Buildings and Grounds? Much like New York City, we are totally out of our snow removal budget. With two people we have been moving snow on 46 acres.

Development Committee, Ron.

MR. BEATTIE:

Thank you. We did have the Development Committee. Not the full one, I apologize for that. It was actually two-thirds of the committee. We got a presentation that we were asked to get after the last Board Meeting from Bob Pilnick. We did receive that. So if you don't mind, I have a little power point presentation to talk about the Plan for Sustainability.

In our Plan for Sustainability and where we are today, these are the obvious. Our revenue is down. Our endowment is down. Our staff is cut to the bone. Our infrastructure is in disrepair. We've become a ward of the State, and we've become a political hot potato as well.

Kevin mentioned this veto that was overridden yesterday, I believe. Part of the interesting thing in the message from the County Executive is that he brought up that we really didn't have a plan for self-sufficiency. That's what I'm hoping this is right now.

Toward that end, this was just in today's paper that with Governor Cuomo's budget message, he is reducing Parks budget by 10 percent. That is only going to mean that we're going to have to take a harder look at private/public partnership.

In the Plan for Sustainability where do we want to be? We want to be a sustainable entity. We want to be a destination location, as many of the new Board Members have said. We want to have a multi-faceted diverse appeal.

How do we get there? We need a dramatic comprehensive plan. We need to create a win/win for the Vanderbilt, the County Executive and the Legislature. We need to add new venues. We need a destination restaurant, which we're hoping to be the seaplane, the boathouse to become a bridal suite. We want to create an amphitheater. We want waterfront access with the boardwalk.

The financing, we want to create a private/public partnership. We want to free up the preapproved funds that were discussed. We want to go for naming rights, line of credit and other corporate funding. We want to establish and define an objective. We need a mission statement, set up a strategy, physical property upgrades and concentrate on the educational goals and community.

The mission statement essentially is to create a permanent durable plan for building an endowment fund. We need to assess the inventory of our current physical structures. We need to identify potential improvements. We certainly know what they can be. We need to develop a prioritized list of improvements. Also, in this regard for the strategy we need to set up a strategic plan of action and recommendations. We need to address continuing and future safety and marketing issues and any future issue. We need to develop a list of ideas to add service, markets and revenue.

We need to assess inventory and evaluate current educational programs. We need to expand the programs that we have. We need to create access by individual educational materials.

We also need to identify potential improvements to increase the exposure of the resources and maximize teaching opportunities. Toward that end, we need to develop a prioritized list of immediate opportunities to add improvements. We need synergy with other on-site improve facilities with an eye toward adding value and return. We need to set up strategic plan of action and recommendations for marketing to obtain goals and objectives. We also need to concentrate on future development and build a wish list for added services.

In terms of the community, it was real interesting this week. We really didn't talk about it at all, but we had a public meeting with our neighbors the other day. It was pretty enlightening to us in terms of what their concerns were. Their concerns were that we were becoming more of a catering facility and less of an educational institution. They want us to succeed. We don't have the NIMBY problem of not in my backyard. We have the opposite. They want us to succeed.

We need to reach out to that community. To do so we really think we should create a Vanderbilt Conservancy Club where our neighbors are given free memberships, free shows, admissions and discounts. Also we make it that they have to visit the Vanderbilt periodically. They have to keep coming to our events and give us feedback.

We need to expand. We do get a lot of international visitors, but certainly from an advertising point of view, we don't really reach out to people outside of Suffolk. But for educational trips, via bus, train and ferry, provide access to the archives for academia, create closer links to Suffolk County Community College and expand opportunities for special exhibits.

Willie K's directive and priority was that the Vanderbilt must be kept open to the public for the mission of educational – really education and enjoyment for the people of Suffolk County. If this isn't done, the property reverts back to the heirs of the Vanderbilt estate.

The directive has two parts. Keep the Vanderbilt open to the public and our education mission. We can't achieve the education mission without keeping the doors open.

Why a public/private partnership? Here's a note. Suffolk County will always own the property, museum, grounds and the entire estate. That is, unless it's closed down and reverts back to the heirs. A public/private partnership is very beneficial for public entities because it allows us to tackle and complete projects and meet objectives that their own bureaucracy and funds would make impossible to successfully accomplish.

An early example of a public/private partnership is the Pacific Railway Act of 1862, which bound the Country together. It's an old example but certainly germane in our particular situation.

County Executive Levy expressed and continues to express public/private partnership to help New York State. This was about two years ago.

On the County Executive's website itself he urges the private sector to help out and keep parks open. I have an example here where Levy said, "State officials must act quickly to prevent the following proposed park closures and service reductions this year," which was two years ago. There is a list of some of the parks.

The County Executive also talks about the advantages of public/private partnerships. This is a page directly from the County Executive's summit. This particular example is for waste water facility. Not that I want to compare the Vanderbilt to a wastewater facility, but it's a similar kind of situation.

A public/private partnership benefits and challenges – the benefits are faster delivery time of new facilities, access to alternate financial solutions, cost and operation efficiencies, access to expertise and technological solutions and upfront payments to municipalities.

The Vanderbilt Conservancy will take over responsibility of repairs, grounds, maintenance, marketing, sales, promotion and other operations outside of the educational mission, funding to enhance and grow the educational mission and would have a mission to build the endowment to over \$20 million, a little more than double what we have today.

The Vanderbilt Conservancy would also set up a management of additional endowment as a self-sufficient trust with an independent outside major financial management firm. It would also structure and revitalize and ensure that the Vanderbilt become completely self-sufficient, eliminating costs, expenses or subsidies from Suffolk County.

The Vanderbilt Conservancy will also work in conjunction with the County Executive's Office and the Legislature to achieve complete and continued self-sufficiency.

The Conservancy shall ensure that the Vanderbilt and grounds are continuously maintained, preserved and accessible to the public in accordance with terms specified in the bequeathment of the property in accordance with the education mission of the Vanderbilt Museum.

The Vanderbilt Board of Directors shall oversee the mission of the Vanderbilt Museum.

Action must be taken now. By taking action tonight and voting to move forward on this, we will forever provide the underpinning of William Vanderbilt's vision and endow with it, the curative action to ensure sustainability.

We have no other comprehensive plan or even another viable idea of how to address complete self-sufficiency. If we take action today, even though public/private partnerships are a successful and proven mechanism supported by our County Executive, Suffolk County cannot institute it themselves. They can only assist us if we initiate it.

We must come to the reality that we are out of time and a comprehensive solution is our only viable solution. We know the Legislature tells us the County Executive won't release funds. We know the County Executive tells us that the Legislature won't release funds.

We know the County Executive and the Legislature tell us we have to cut funding. That's the reality of the times we're in. All these statements are true. We also know, like some of the exhibits at the Vanderbilt, the Vanderbilt itself is nearing extinction.

This property was given to Suffolk County in February 1944, 67 years ago. Two years ago Suffolk County tried to close down the Vanderbilt. We accepted the appointments to this Board with the full knowledge that we have the responsibility to save this valuable institution. I believe that by us voting to go ahead with this plan, we are presenting the Legislature and the County Executive the opportunity to remove the Vanderbilt from being a constant fiscal responsibility and drain to the taxpayers of Suffolk County.

This Board is going to be remembered for what we put forth tonight. Who among us does not want to see the Vanderbilt restored to its original grandeur and brought back from the brink of total ruin and its protracted fatality.

This should be an institution that raises surrounding property values and not one that raises eyebrows wondering what will happen if we fail.

The conclusion -- all of us as Members of this Board owe it to the position for which we have been appointed by the Legislature to act in the best interest of the Vanderbilt and taxpayers of Suffolk County. We need to face the fact that this is not just a plan for sustainability but it is, in fact, a plan for survivability. This is a plan that allows us to focus on the big picture as the plan is designed to view the institution as a whole. This is a plan to take the tarnished gem this crowned jewel of Suffolk County and restore it to its grandeur for the enjoyment and education of the people of Suffolk County, as William K. Vanderbilt bequeathed.

Accordingly, I am calling for the members of this Board to not just approve this plan for sustainability but in addition show unity and purpose in saving this institution by voting unanimously to approve this plan and then send it to the Legislature so that they may see we are working for them what they entrusted us to do.

I call for a vote that will send this plan for a public/private partnership to the County Executive and the County Legislature.

MR. DUJMIC:

Second.

MS. ANKER:

I have questions.

MR. HAHN:

Yes, there's a lot in that plan to digest. It's great. You did a great job putting something together. I'm very happy that you took the time to do it. I'm just not exactly sure what you're asking us to vote on.

There are so many components to the plan, including one to create a Conservancy, which is a separate LLC. I don't know that we, as a Board, can do tonight without notice and without really understanding what the make-up of that Conservancy is going to be. I think it's a great idea. Don't get me wrong. I don't want to sound, even for a second, like I'm downplaying it. There are a lot of great ideas in that plan. But there is a lot in that plan.

I think that rather than vote on implementing the plan, that we should vote on perhaps accepting the plan and putting together and sending it back to the Development Committee to create a proposal for the actual implementation of the plan.

The plan is not a self-implementing plan. There are many stages to it that it might take years to accomplish. I believe it's a great first step, but I don't think we can create the Conservancy tonight without really understanding what goes into that.

MR. BEATTIE:

That's not what I'm asking. What I'm asking is that we put the concept of a public/private partnership in a three-way negotiation, for lack of a better term, between the County Executive, the Legislature and ourselves as a Board.

MR. GISH:

Just for future examination, for them to look at the plan and make comments, criticism and critique it. We'll come back and try to mull it over time.

MR. HAHN:

So can we put on top of this plan – can we alter the name of the plan and call it the Draft Plan for Sustainability?

MS. ANKER:

I also want to comment. I'm on the Development Committee, and I didn't see this plan.

MR. BEATTIE:

We had two-thirds at that meeting. I apologize. It was short notice, and I know when I've called meetings on short notice people don't really like that that much. We have been kind of bogged down with a lot of issues right now so I can do it when I could do it.

MS. ANKER:

Yes, two days notice is a little tough. I don't feel comfortable sending this to the Legislature until our Development Committee looks at this. Like you said, this is legal group or a legal business, the LLC, so to even propose that I personally don't feel comfortable because I haven't been included in the conversations. That's just my two cents.

MR. BEATTIE:

We're not asking to form a legal group right now. All I'm calling on is to send this to the Legislature as a Board and as the Development Committee that we continue with the negotiations. That's all I'm asking.

MR. GLASCOCK:

Are you asking us to send the concept of a public/private partnership to the Legislature?

MR. BEATTIE:

Yes.

MS. OLDRIN MONES:

So would you be comfortable, as Chris suggested, putting "Draft" on it?

MR. ANKER:

If we give this to the Legislature and a Legislator is actually going to submit a resolution for public/private partnership, I don't have details on that. This plan to take it to the Legislature I don't feel comfortable at this point without further review.

MR. GLASCOCK:

To have a public/private partnership, you have to have more than one party. As far as I know right now, there is no private party to have a partnership with. All we could really vote on and support on right now

is the concept of trying to pursue a public/private partnership. I think we're pretty uniform in thinking that that's the way to address the needs of the Vanderbilt.

I personally am comfortable with pursuing that concept. However, as was said by others, there was a lot in that presentation. It was very comprehensive. It's something that I think needs to be defined and understood, but I don't think that should dissuade us from individually and collectively being supportive of the concept of a public/private partnership. That said, I'm not exactly sure what we would be – other than conveying as a Board that we want to pursue that concept – I'm not sure specifically what vote or deliverable we would be sending to the Legislature.

MR. DELUISE:

Can I add something? Ron, I think you did a great job on it. I would suggest as we present it or pass it to the Legislature and the County Executive, that we also want their assistance in putting this together. As you said, you need partners in this. There's a lot we need to know and a lot to discover on it. I think if we work with them, we might be able to come up with a workable solution that would help us.

MR. GISH:

In the past, we have normally gotten the County involved at the last second, where we said, "This is what we're doing." Then they come in and say, "Well, that's not possible." The attempt here is to try to have an idea to put out there. If you like the word "Draft," we can. Maybe we can get a legal ruling from the Legislature or the County Executive on whether a LLC is possible at that stage of the game. Kevin?

MR. PETERMAN:

The fact that we're all just seeing this for the first time, I really would like as a Trustee to have this power point emailed to us. I really think I need to see this before I can take any action on this.

MR. BEATTIE:

The only problem I have is that we're not approving a plan. We're just—

MR. PETERMAN:

I would feel much more comfortable –

MS. ANKER:

There's a lot of language in there. How many slides is that, Ron?

MR. BEATTIE:

Thirty-two.

MS. ANKER:

And every Legislator and Steve Levy are going to be looking at this. They may have questions, and I can't answer those questions. I haven't even read it, debated it, discussed it or thought about it. Again, it's a great idea. A public/private partnership is where the Vanderbilt needs to go. I have absolutely no problem with that, but to give them a document that I'm not familiar with, I don't feel comfortable with.

MR. GISH:

We have a motion on the floor to place a draft to the County Executive and the Legislature in the form that Ron presented. Do I have a second on that? Okay, there's no second. That motion fails in and of itself. Can I have a motion that this presentation be sent to the entire Board for review within the next 30 days?

MS. ANKER:

I'll make that motion.

MS. OLDRIN MONES:

Second.

MR. GISH:

On the question, all in favor? Opposed? **(Vote: 13/0/0/2 Absent: Dr. Rogers & Ms. McKay.)**

So this presentation by Ron will be sent to all of the Trustees for their review. We will try to address this at a later date with a lot more detail.

MR. GLASCOCK:

I think that presentation can be the building block toward development of a plan. I think the presentation itself is not a plan, as evidenced by people throwing out ideas about limited liability companies. Unless you work with a limited liability company, you form them, you deal with tax issues, most of us don't really know what a limited liability company is. We're just sort of casting out words.

I think that can be the building blocks of developing something and looking at endowment issues, public/private partnership issues, and I'm very supportive of that. I'd like to thank you for your efforts here.

MR. GISH:

Yes, I would, too. When we talk about long-range planning, long-range planning is very, very difficult. It has to start somewhere. Ron made the effort to try to get something down on paper, which we can then begin to discuss. I think that's a positive. So let's take the opportunity to look at that proposal and then come back with some creative suggestions and maybe amend it based on legal expertise and what you think would work.

What I would like, again, is to get a long-range plan or proposal to at least the Legislature or Executive so that they can look at it and say, "This has potential," or "No, this isn't going to work." Then we can go to plan B. I am in favor of making this a cooperative effort between Suffolk County government and the Vanderbilt Board of Trustees and getting them involved early on in the process. That was the aim of this from the beginning.

MR. GLASCOCK:

While this may be the purview of the Development Committee, might it be an idea for either group in addition to the Development Committee to work on this to help refine it so that we have progress for future meetings?

MR. GISH:

Sure.

MR. GLASCOCK:

I would offer myself to help with that, if anyone would like to join me.

MR. DELUISE:

I think on any of these committees that we have, we're always looking for participation. If anybody wants to help at any level, it's very important. Again, I was aware when you sent out the Development Committee meeting. We all get announcements to a lot of these meetings. I know we can't always be there, but sometimes give a call if you have a question. Don't worry about formalities. We have to do stuff. If you feel you want to be involved on anything, please get involved with it.

MR. GISH:

On that note, I'll announce to the new Board Members, and, Duncan, I'll catch you at the end of the meeting, on the contact list so that that can take place very quickly. If you have a meeting you can make or

we can get in touch with each other relatively quickly, that would aid in this very, very rapidly.

I also ask the new Trustee to pick a committee. We would love to have you part of either the Audit Committee, the Finance Committee or the Education Committee. Kevin and I are very much alone on Building and Grounds. So if you'd like to do that –

I also offer the new Trustees and as I think should be on the record that any member of the Legislative Branch or the Executive Branch who wants a tour of the Vanderbilt to see what we're talking about, please let me know. We talked about capital projects. I would be glad to take any of you around the property as soon as the snow clears. Duncan?

MR. ARMSTRONG:

I'd like to volunteer for your Buildings and Grounds Committee.

MR. GISH:

Thank you very much. I will be in touch with you at the end of the meeting.

I might as well give you an update on cell towers, since I am the only one on that committee. If anyone would like to join the Cell Tower Committee, please let me know.

MR. ARMSTRONG:

I will also join the Cell Tower Committee.

MR. GISH:

The cell tower issue, we are in the process of doing EAF, Environmental Assessment Forms, with Suffolk Wireless. That will result in going to planning with DPW for the SEQRA review. I am trying to coordinate all of the planning to be done and combine that with the contract signing.

I will tell you at the present time, I did offer the Suffolk County Police, the Centerport Fire Department and the Marine Unit in Centerport a position on top of the tower. That was disseminated in a letter by Donna Cumella from the Office of Information Technology. I have only gotten a response from the Police Department.

I will attempt to try to make contact with the other emergency services because I think they should take advantage of it. But they

must do it within 30 days of signing so that Suffolk Wireless can give them a position on the tower.

If they do not do that, then Suffolk Wireless will not be able to provide them with that free access, and they would have to come in and pay for it.

We're sort of in a little bit of a limbo situation here. We are proceeding with the cell tower. We hope for it to be signed within the month. I keep saying that because there's always something that comes up from DPW or Planning where I've missed something along the way.

MS. GELLERSTEIN:

Did you say that you haven't heard from the Centerport Fire Department?

MR. GISH:

No, I haven't heard from the Fire Department.

MS. GELLERSTEIN:

They were very eager.

MR. GISH:

For the tower to be constructed there is a late element there, and we want them on the top of the tower. I think the tower is 140 feet. Suffolk Wireless does not want them to interfere with the tower height -- that they're going to manage to get.

MS. GELLERSTEIN:

Who should they get in touch with to move this along?

MR. GISH:

The letter went out from Donna Cumella from Information Technology. They are waiting for a response from that. Again, I gave them 30 days from the time we sign the contract. That will be the real deadline routine to get them on board to know exactly what they need on the top of the tower.

Director's Report.

MS. GHIORSI-HART:

As Kevin mentioned, I think I have informed you all that it's finally happened. The Goto replacement project is a go. The contract was

fully executed last week by the County Executive and received by Konica/Minolta. They immediately made their reservations and will be here Monday and Tuesday, six people from Konica/Minolta, including the President from Japan of Konica/Minolta Planetarium. This is a really exciting project for them. They will be meeting also with DPW.

At that time, by Tuesday I should have a better idea. Right now I think we're probably looking at June 2012 for the Grand Opening. Again, we'll find out a little bit more. We will have to decide if the museum would want to schedule that delay to maybe July or whatever. It's around June, give or take a couple of months for the installation.

Again for those of you who are new, it takes 12 to 14 months from the signing of the contract to build the equipment, which is not an off-the-shelf model. It's something that needs to be built. Then probably to be safe, it will take three months for installation and checking things out. So total, we're probably talking about a good 16 months from now. That's best case scenario.

It is exciting. It took us a long time to get here. It's not just the new Planetarium projector. It's also a new audio system, which we desperately need. This past Saturday we had problems with our current audio system. We had to cancel a couple of our Planetarium shows, but we put in laser shows, so people who came out in the cold didn't go away disappointed. But these are the kinds of problems we deal with on an ongoing basis. It's a very big deal.

In addition, in the last couple of years when we have talked to potential major donors and funders about donating to the Museum and the Planetarium possible naming opportunities, they ask, "When is this going to open?" It's very hard to give them a firm date.

Again for some history here, July 2008 this was passed out of the Vanderbilt's hands and into DPW's. It took that long to get consultants on board, to get contracts signed and to move things along. It's been a long time in coming.

A number of different potential funders said, "Come back when you can tell me exactly when this thing is going to be in place." Now we know. Now part of our development team is going to be looking very closely at the different plans -- we have to buy a seat in the Planetarium for exhibits. We can leverage this big capital project for some matching funds, hopefully.

We have talked about naming opportunities for the whole Planetarium, for the dome and for classrooms. There is a great opportunity now that we have this firm date. It's really a transformation moment for the institution once this comes into play. That is very exciting news. We thank everybody in the County Executive's Office and the Legislature that made this happen, especially right now.

I also just want you to know that we did meet with our neighbors, and it was a very positive meeting. Again, people are trying to help us by giving us suggestions. They also have their concerns. I have been in contact with them and did notify many of them that there was a change in venue. I did get a few emails back with people who couldn't make the meeting but had some ideas.

I just want to, again, as we're moving forward with getting contracts, to let you know about some of the concerns. I think traffic was an issue, as well as alcohol. Those are two of the big concerns; noise as well. Some of the members sent that message along.

I also had an idea from one of the neighbors who suggested we look at a different sound system. Instead of big speakers by the band, if you put little speakers all around, that might work better.

We are getting participation. I think the neighbors were pleased to know that they were going to be taken seriously and part of any plans moving forward.

Also I've been busy meeting with different alliances that have formed. Since the stock market crash, non-profits, museums, art organizations have all been faced with really difficult times. One of the good things that came out of this is the re-energizing in some alliances that had sort of fallen off, one being the North Shore Promotion Alliance. This is primarily marketing. We have been getting together doing joint marketing. It's something that would be nice to have a higher profile on. I'd love to be one of the banner names on the website. It's \$500. I'm looking at our cash flow. It's worth \$500, but do I have it? But it's the kind of thing we're looking at.

Gold Coast Mansion Alliance is another one. We're one of the big five. I'm on the Board of that. We decided \$1,000 per Gold Coast Mansion to have that place was reasonable and would help pay marketing costs. I'm going to go to that meeting tomorrow. I don't know that I can commit \$1,000 when I don't know if we're going to make payroll in two weeks. So just be aware of some of the considerations, but we

are looking at these alliances to cross promote, help to market each other and to pool our resources. Those are two of the ones that are really working out well.

We just want to let people know we're participating in Bank of America's Museums On Us program. We are getting promotions through that program. For that program Bank of America card holders get free admission to the museum, general admission for the first weekend of the month. Planetarium and Mansion tours will be extra.

We have a small grant that we're getting to go along with that. Those kinds of programs bring people to this site so they will spend more money when they are here. That's a good kind of a thing.

It's going to be a long night, so I think I will end my report there.

MR. GISH:

That was very good. That meeting was held on January 13. By the way, that was with the neighbors on the catering contract. We did place a neighbor on the committee as an advisory member of that committee. The next time we have that meeting, we will include her on that and get input from her.

MS. GHIORSI-HART:

One other thing. I have been in discussion – as many of you know, our gift shop has been an area of concern for a period of time. We felt it was under performing. We tried different strategies. The most recent one was to have an outside consultant come in. We did run into some issues with that. In our conversations with the outside consultant, it was agreed that it was best that we terminate the agreement and relationship at this time.

They won't be coming back. However, I think, again, and whether we handle this in development or whatever, we need to address the issue of our gift shop. That's something that we really want to look carefully at.

MR. GISH:

Any comments for the Executive Director? Okay, very quickly, again, I want to thank everyone for their letters to the Legislature on 2016 and 2017. It was rewarding to see. I think the vote on one of them was 17-1, and I think the other one was 15 with 2 abstentions, which was remarkable. For those of you who made that contact, I appreciate it. Joe?

MR. DUJMIC:

Do you have a list of those who either abstained or opposed?

MR. GISH:

No, I do not have that.

MR. PEARSALL:

The votes should be up on our website shortly.

MS. PASTORE:

I believe they're already up on our website now.

MR. GISH:

Ann Marie says they are up there now. That's great.

Again, I remind the new Trustees about committee assignments. I would urge you all – I'd like to handle the majority of the business that we do here in committee first and then meet and know that a lot of it has been ironed out.

Again, a visit to the Vanderbilt I would recommend not only for the new Trustees but all for Legislators. I will tell you that I did walk Tom Cilmi through the Vanderbilt for about three hours. He was tired after three hours and wanted to go home, so he did not complete the tour. We still have to do the Marine Museum.

He kept smiling as I kept walking him around. But he got a good tour of the seaplane hangar, the boathouse, Normandy Manor, the Mansion, the Memorial Wing, and the Stoll Wing. I think he has a good understanding of the size of the Museum and the problems that we have. It's good to have people who have a personal knowledge of what's going on when a capital project comes up.

Again, I urge not only for our Trustees but any member of the Legislature and any member of the Executive Branch who wants to come in, I'd be more willing to walk you around the facility and answer any questions that you might have.

I want to let you know also that although I do not need a vote on it, I'm notifying you that we are going to sell our old laser projector. It was not purchased with County money, so that doesn't require a resolution from the Legislature, but the old laser projector, which I think is 1969 –

MS. GHIORSI-HART:

No, I think it's much more recent than that.

MR. GISH:

It's much more recent than that. The old laser unit which has been replaced by the new ABI Unit we can sell it. I would urge the Board to pursue it now and see whether we can get someone from a planetarium that wants to buy it. Our new laser unit is much better and will actually fit into the new unit that we're going to have installed. It's not going to be sort of make-shift. The new laser projector will fit in very well when the new unit is installed in about 16 months.

I'm just letting you know that we're going to sell that and hoping that will get back into revenue generation.

That's all I have to say on that. Any questions or comments? I'd like to have a motion to go into executive session.

MR. HAHN:

Again, if we're going to discuss the dinosaurs, I would ask that Mr. Gittelman recuse himself voluntarily. If not, we need a motion to do that.

DR. GITTELMAN:

On the issue of conflict, you mentioned disclosure forms. The New York State disclosure forms are financial forms only, as I'm sure you know. In addition to that, the issue of conflict is to a great extent, it's not completely resolved by the fact that if there was no transferring of money, there is no personal financial gain –

MR. HAHN:

I'm going to cut you off for a second.

DR. GITTELMAN:

No, you will not.

MR. HAHN:

There is a conflict present here.

DR. GITTELMAN:

Excuse me, you will get all the time you want –

MR. GISH:

Chris –

DR. GITTELMAN:

Excuse me, but –

MR. GISH:

Civil discourse, please. I know this is an emotional issue but civil discourse, please.

DR. GITTELMAN:

The disclosure is the first remedy for conflict. If you check the minutes from the timeframe we're talking about, there was complete disclosure. I leave that for you to do.

The second thing is, whether or not there was a financial interest, there is an important element in conflict. Before you make the statement that there is an obvious conflict, I recommend that you check the code. By checking the code you might find – and I don't think Ray Ann should be the source of your information. I think you should check the code before making allegations.

When I served as an Ethics Commissioner for four years, I ruled on conflict many times. One of the things was that I was the President of the Vanderbilt, and I served as an Ethics Commissioner. There were Legislators coming before us for decisions that could have impacted on the Vanderbilt. One would have thought that represented a conflict. I served four years. I was never challenged on conflict. I suggest that you just get an opinion on the code before making allegations.

MR. HAHN:

I've witnessed many conflicts in my career as well. I have disclosed them and moved on. However, disclosure is only part of it. The second part of it is isolating the conflict. As President of the Vanderbilt and of the Dinosaur Society, you are incapable of isolating the conflict. You are incapable in this instance of isolating the conflict. You are a party of interest in this matter –

DR. GITTELMAN:

You have to get a proper definition of conflict. Conflict is a matter of law, and you should find out what the law is.

MR. HAHN:

I am a lawyer, and I happen to –

DR. GITTELMAN:

Then why don't you get the Suffolk County Code and cite it.

MR. HAHN:

Steve, there are two parts of conflict resolution.

DR. GITTELMAN:

Why don't you get the Code and cite it because when you read the Code –

MR. HAHN:

I'm going to ask the Board for a motion that he be excluded since he won't do it voluntarily. I would like a motion to exclude Steve Gittelman from the executive session to discuss the dinosaur issue.

DR. GITTELMAN:

Mr. Chairman, before you make a decision, you should get an opinion from the Ethics Commission.

MR. HAHN:

I think this Board is capable of making this decision.

MR. GISH:

There's a motion on the floor to exclude one of the Trustees from the executive session dealing with the dinosaur issue.

MR. DUJMIC:

I second the motion.

MR. GISH:

On the question, all in favor? Opposed? **(Vote: 10/1/2/2
Opposed: Dr. Gittelman. Abstained: Mr. Gish & Ms. Cambria.
Absent: Dr. Rogers & Ms. McKay.)**

MS. ANKER:

The reason I voted for this is to protect Steve. Again, I'm not a lawyer. I just wanted to make sure that it is in your benefit that this is done.

MR. GISH:

There are two issues to be discussed in executive session. First we will discuss the Dinosaur Society. Steve will be brought in on the second.

MR. PEARSALL:

What is the second issue to be discussed in executive session?

MR. GISH:

The second issue deals with the Executive Director.

(Executive Session 9:00 p.m. – 10:30 p.m.)

MR. GISH:

The Board of Trustees are now back in session. I would like to make the following motion. I recommend to the Board of Trustees that the County Attorney will take the position that the Vanderbilt is making no ownership claim to the Dinosaur exhibit reserving all defenses it has in our directive to the County Attorney to remove the liability of the dinosaur exhibit from the museum. Can I have a second?

MR. GLASCOCK:

Second.

MR. GISH:

On the question?

DR. GITTELMAN:

Can you tell me what "remove the liability" means?

MR. GISH:

"Remove the liability" would mean that the Vanderbilt Museum will not in any way, shape or form be held liable for the dinosaurs. All in favor? Opposed? **(Vote: 13/0/0/2 Absent: Dr. Rogers & Ms. McKay.)**

MR. HAHN:

Mr. Chair, one further motion. I'd like to make a motion that we accommodate the stenographer who gets paid by the page for what she would have been paid – I mean, average pages she would have done during almost an hour and a half that we were in executive session. I was told that we would have to accommodate her because she gets paid by the page not by the hour. If that is the case, I would like to move that we accommodate that.

MR. GISH:

Seconded by Ron. On the question?

DR. GITTELMAN:

I didn't know that all these years.

MR. GISH:

All in favor? Opposed? **(Vote: 13/0/0/2 Absent: Dr. Rogers & Ms. McKay.)**

The next issue is that Carol has informed me that she is looking for a new position teaching Anthropology at an institution of higher learning in the very near future. She has been offered that position. I have directed the Board to begin a Search Committee for a new Executive Director. The position that Carol serves will, in fact, hold until March 1 2011.

I would, as President of the Board of Trustees, like to thank Carol for her years of service. I would say that in the midst of economic downturn she was willing to take a position as Executive Director at my behest. She has served us through some very difficult times. She has been loyal, dedicated and hard working. I know very few captains of the ship who could have steered a better course. I wish her well in her future endeavors and hope that she can come back and take a tour of the unknown parts of the Vanderbilt at a future date. Thank you, Carol. Steve?

DR. GITTELMAN:

May I add comment to that, please? I served on this Board now under five different Directors. I think that Carol deserves every accolade we could give her. She has been working – she puts in more hours and effort than any of them that I worked with, that I had the privilege to work with. She is a true professional. I wish her the best of luck in her chosen future. Anybody would be glad to have her. She’s just wonderful.

MR. GISH:

Gretchen?

MS. OLDRIN MONES:

I would just like to thank Carol. I know you’re going to be a wonderful teacher because you are such an excellent communicator. I would just like to say that I appreciate all that you did for the Education and Exhibits Committee. Thank you and good luck.

MR. GISH:

Any new business? Any old business?

MR. COLAMUSSI:

Can I make a comment?

MR. GISH:

Sure. Come on up.

MR. COLAMUSSI:

I'm Ralph Calamussi with Thatched Cottage. Tonight we didn't hear much about the catering contract. I heard Ron's proposal today. I know I sat with him at many meetings with the Catering Committee since I have been selected, and we have been negotiating for over a year.

This proposal, the public/private partnership, this \$50 million project, is this the same project that Mr. Pilnick presented a couple weeks ago or is this your project, as you presented it today? If I'm the exclusive caterer in the restaurant and catering, it seems like there's been another agenda while operating with me. I have been negotiating in good faith. I have invested a lot of time, money and everything into this. I don't understand what's going on.

MR. BEATTIE:

I think the main thing is you don't have an exclusive agreement with us as a caterer now. We have been negotiating in good faith. My plan was to take the institution as a whole and come up with a plan for economic sustainability.

Quite frankly, the deal that we were discussing, those revenues aren't going to save us. My plan is to look at a way that we can get off the taxpayer's roll, that we are economically viable going forward, and quite frankly in a larger picture I think it's the way to go.

MR. COLAMUSSI:

But you do have an RFP where you selected many caterers. You selected me as the exclusive caterer. We're negotiating the final contract. You're acting like this never happened.

MR. HAHN:

This plan tonight was not approved. It was a plan that was brought to the Board. There's lots of discussion about this plan that has to take place, things like contract of caterers are obviously things that need to be considered before any plan is approved. If there is indeed an exclusive contract with you, that obviously needs to be considered before the Board approves any plan of a public/private partnership.

MR. COLAMUSSI:

I believe I was selected as the exclusive caterer.

MR. HAHN:

We just chose to look at the plan in depth and come back at a later time to discuss it. This is obviously one of the things that needs to be addressed.

MR. COLAMUSSI:

I know a lot of the Board Members haven't been here at every meeting, and there are some new Board Members. There is a lot of history behind this. It seems like I was just taken and thrown out the door today.

MR. GISH:

You are right. I was remiss in not talking about the catering contract, only because there have been so many other things I've been involved in. I apologize. In no way, shape or form have I terminated my relationship with you or Toni Ann in our negotiations with that contract. I'm still working on it. I'm the only one working on it.

I can tell you that when the catering contract is signed, you will be sort of melded into the entire proposal that Ron put together because it is more extensive than just catering. It involves a lot of restoration and capital project funds being released from the County. The public/private partnership, you're a part of that private end.

I'm sure it wasn't mentioned in Ron's statement either, but I'm also working on a cell tower contract. The cell tower contract was going to be part of that also. The gift shop contract that we worked on was part of that long-range plan. All of which is an effort to try and make the museum sustainable. We will do whatever we have to do. This was just an idea. We're looking at a lot of diverse issues that are up here. We all have ideas on what we think should take place to make this institution function effectively. We know we have to raise money.

People might be going in different directions. But you should know that I'm still working with you on finalizing that contract for catering. Any catering that you can schedule at the Vanderbilt right now as of this moment, you know that you can come down and talk to us to set the date and come in and make an arrangement.

MR. COLAMUSSI:

It's been a pleasure working with everybody in here, and I'd like to get to know all the new Members of the Board also.

MR. GISH:

You are not being left in the wilderness. It's just my mind going to jello.

MR. COLAMUSSI:

Thank you.

MR. GISH:

Thank you, Ralph. Any other new business? Can I have a motion from Rodney to adjourn?

MR. RODRIGUEZ:

Motion.

MR. DUJMIC:

Second.

MR. GISH:

All in favor? Opposed? **(Vote: 13/0/0/2 Absent: Dr. Rogers & Ms. McKay.)**

We stand adjourned. Thank you for coming.

(Mr. Noel Gish adjourned the meeting at 10:50 p.m.)

NG:ap
Attachments

Attn: Ann Marie Pastore X34849

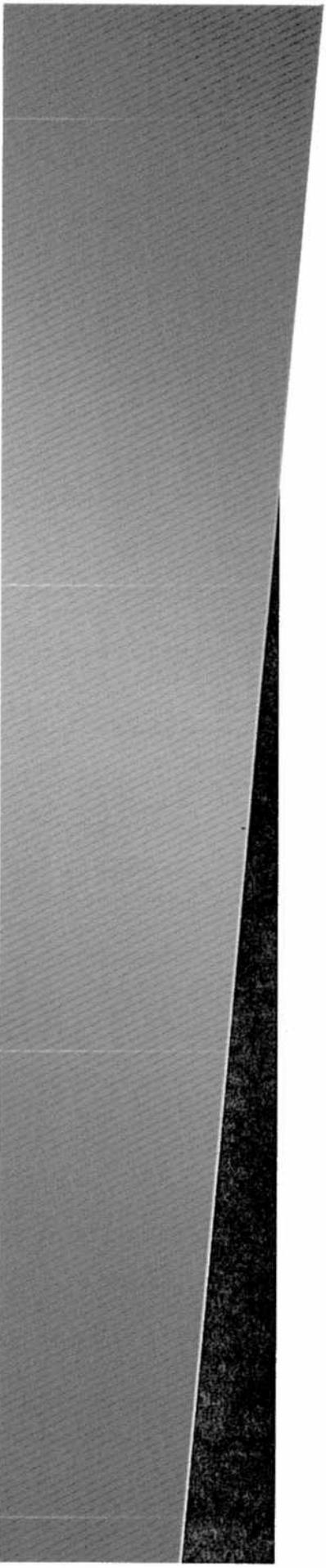
**SUFFOLK COUNTY VANDERBILT MUSEUM
TREASURER REPORT FOR THE YEAR ENDING 2010**

	REVENUE												Budget	Project	Business	Dollar
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual				
	January	February	March	April	May	June	July	August	September	October	November	December	Year End	Plan	Variance	
EARNED INCOME																
Admissions	42,185	55,980	55,539	61,151	60,904	46,141	72,030	65,056	35,861	45,073	42,035	37,000	618,955	660,000	(41,045)	
Membership	1,065	10,299	510	2,592	1,310	1,910	3,980	2,850	2,425	2,220	1,160	3,870	34,191	46,000	(11,809)	
Museum Store	2,269	6,037	5,568	4,919	8,231	2,889	6,048	6,538	4,213	2,038	4,133	5,000	57,873	60,000	(2,127)	
Special Events	1,403	18,376	4,236	2,314	1,304	2,511	16,247	16,394	17,713	4,969	5,896	8,000	99,363	150,000	(50,637)	
Suffolk County Funds	0	0	0	0	115,416	192,361	48,090	0	48,090	144,271	0	57,799	606,027	693,500	(87,473)	
Endowment	0	20,000	55,000	0	35,000	0	0	0	0	0	0	20,837	(30,837)	250,000	(119,163)	
Site Use	6,520	6,947	2,091	3,363	19,730	9,931	16,768	14,561	3,453	24,173	3,295	5,000	115,832	140,000	(24,168)	
Donations & Gifts	0	485	0	356	0	0	998	0	11	200	9,917	5,000	16,967	60,000	(43,033)	
Other General	116	98	204	175	112	97	920	205	161	225	61	42	2,416	500	1,916	
Total Earned Income	53,558	118,222	123,138	74,870	242,007	255,840	165,081	105,604	111,927	223,169	66,497	142,548	1,682,461	2,060,000	(377,539)	
EXPENSES																
Salaries & Wages	67,211	60,571	68,086	71,782	76,408	77,021	94,275	89,854	74,519	77,522	73,437	77,337	908,023	928,000	(19,977)	
Benefits	17,362	15,648	19,226	15,455	16,773	20,465	23,088	16,565	24,108	14,581	20,350	21,625	225,226	259,500	(34,274)	
Maintenance & Equip.	4,987	2,523	3,736	5,762	4,344	4,915	2,398	2,393	2,458	2,393	3,971	8,587	48,467	103,000	(54,533)	
Insurance	6,800	8,129	6,982	6,982	5,800	6,900	7,100	7,100	6,850	6,850	6,850	6,837	83,160	82,000	1,160	
Professional	11,629	14,355	13,153	8,057	14,257	10,933	14,213	16,277	8,174	10,145	17,676	20,424	159,295	245,000	(85,705)	
Museum Store	340	3,247	3,554	2,986	2,291	1,244	2,497	3,270	1,988	2,227	1,601	3,000	28,245	35,000	(6,755)	
Telephone Communic.	2,883	2,386	2,358	2,362	2,296	2,391	2,182	2,093	3,034	2,749	2,756	2,500	29,989	30,000	(11)	
Utilities	13,875	11,382	15,865	9,601	14,092	12,159	20,457	18,836	17,105	11,182	9,498	17,000	171,052	200,000	(28,948)	
Supplies, Prgm., Ball	1,554	12,614	3,451	6,988	853	10,623	9,126	4,352	19,696	10,250	3,030	14,000	96,537	127,000	(30,463)	
General Expenses	1,178	5,947	3,478	12,691	2,089	3,272	9,198	4,071	3,861	3,616	14,609	4,205	68,215	58,500	17,715	
Total Expenses	127,819	136,802	139,889	142,666	139,203	149,923	184,514	164,811	167,793	141,515	153,779	175,515	1,818,229	2,060,000	(241,771)	
Excess / Deficiency of Revenue	(74,261)	(18,580)	(16,751)	(67,796)	102,804	105,917	(19,433)	(59,207)	(49,866)	81,654	(87,282)	(32,967)	(135,768)	0	(135,768)	



SUFFOLK COUNTY
VANDERBILT
MANSION • PLANETARIUM • MUSEUM

The Plan for Sustainability

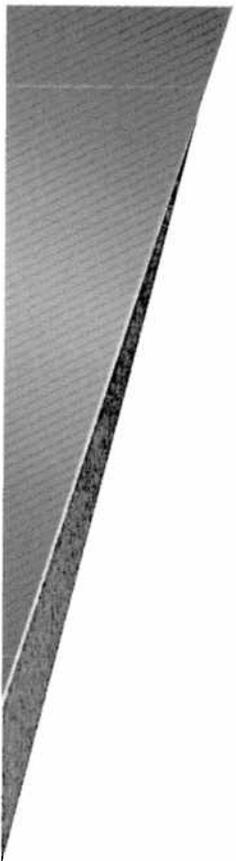


Where We Are

- ▶ Revenue down
- ▶ Endowment down
- ▶ Staff cut to the bone
- ▶ Infrastructure in disrepair
- ▶ Have become a “ward of the state”

- ▶ Result:

We have become a political “Hot-Potato”



COUNTY OF SUFFOLK



Where We Are

Plan for
Sustainability
SUFFOLK COUNTY
VANDERBILT MANSION • PLANNETARIUM • MUSEUM

OFFICE OF THE COUNTY EXECUTIVE
Steve Levy
COUNTY EXECUTIVE

January 6, 2011

Copy of letter we received this month

Presiding Officer William J. Lindsay and
Members of the Suffolk County Legislature
William H. Rogers Legislative Building
725 Veterans Memorial Highway
Smithtown, New York 11787

RE: RESOLUTION NO. 1216, 1217 – 2010, APPROPRIATING FUNDS IN CONNECTION WITH RESTORATION OF FACADES AT THE SUFFOLK COUNTY VANDERBILT MUSEUM (CP 7441)

Dear Presiding Officer Lindsay and Members of the Legislature:

I am returning herein Resolution Numbers 1216, 1217 – 2010; APPROPRIATING FUNDS IN CONNECTION WITH RESTORATION OF FACADES AT THE SUFFOLK COUNTY VANDERBILT MUSEUM (CP 7441) vetoed in its entirety.

While many 2010 budgetary line items have been drastically reduced in order to provide necessary government services and hold the line on property taxes during a fiscal crisis, providing funding to repair facades within a currently unsustainable facility is not a smart use of taxpayer's dollars. The Vanderbilt Museum was directed to establish a concrete plan towards becoming a self-sufficient facility, yet we still find the museum in perilous financial condition. We must maintain control over our spending in this area.

For these reasons, I strongly urge the Legislature to sustain my veto of this resolution.

Sincerely,

Steve Levy

Steve Levy
County Executive of Suffolk County

APPROVED
\$300,000
VETOEED

COUNTY EXECUTIVE OF SUFFOLK COUNTY
JAN 06 2011

Date:

MAILING ADDRESS
P.O. BOX 6106
HAUPPAUGE, NY 11788-6099

OFFICE (631) 853-4000
FAX (631) 853-3418

January 6, 2011

Dear Presiding Officer Lindsay and Members of the Legislature:

I am returning herein Resolution Numbers 1216, 1217 – 2010; APPROPRIATING FUNDS IN CONNECTION WITH RESTORATION OF FACADES AT THE SUFFOLK COUNTY VANDERBILT MUSEUM (CP 7441) vetoed in its entirety.

While many 2010 budgetary line items have been drastically reduced in order to provide necessary government services and hold the line on property taxes during a fiscal crisis, providing funding to repair facades within a currently unsustainable facility is not a smart use of taxpayer's dollars. The Vanderbilt Museum was directed to establish a concrete plan towards becoming a self-sufficient facility, yet we still find the museum in perilous financial condition. We must maintain control over our spending in this area.

Steve Levy

Steve Levy
County Executive of Suffolk County

Where We Are

VANDERBILT
MANSION • PLANTARIUM • MUSEUM

Plan for
Sustainability
SUFFOLK COUNTY

Newsday

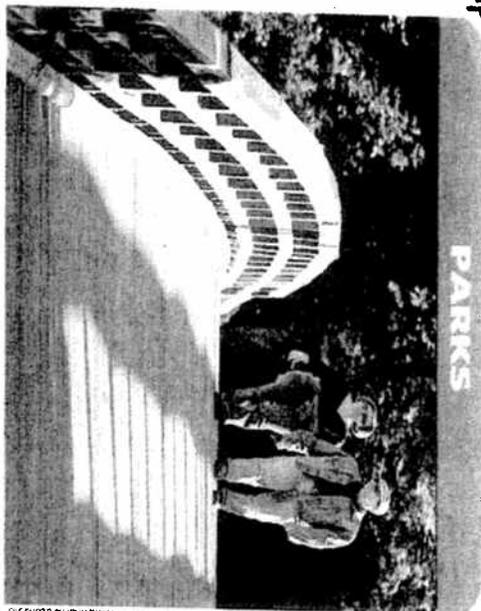
THE BUDGET: THE LOCAL EFFECT

page A22

How Cuomo plan will affect LI and the city

February 2, 2011

In today's
newspaper



FILE PHOTO BY JOHN DUNN

WITH the Office of Parks, Recreation and Historic Preservation dropping to \$209 million from \$228 million, advocates said closures may be inevitable, but state officials suggested the gap can be bridged without shuttering facilities.

10% Budget cut to parks agency

The cuts include a 10 percent agencywide budget reduction, much of which had already been achieved through cuts made by former Gov. David A. Paterson. Additional savings would come from eliminating reimbursements to local governments for expenses from enforcing state boating laws. The program totaled \$2.4 million last year. And \$1.5 million would be cut from the Empire State Games.

"How can parks not close this year with a \$19-million reduction in the budget?" asked Robin Dropkin, executive director of Parks & Trails New York, a statewide advocacy group. Dropkin said the parks budget has been cut 18 percent in the past three years, significantly more than most other agencies.

— BILL BLEVER

February 2, 2011

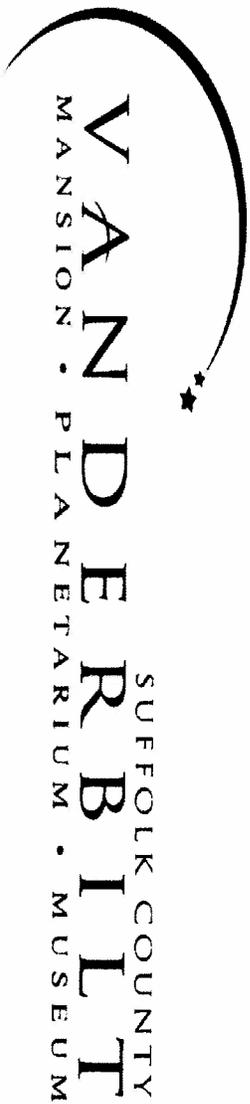
WITH the Office Of Parks, Recreation and Historic Preservation-budget dropping to \$209 million from \$228 million, park advocates said closures may be inevitable, but state officials suggested the gap can be bridged without shuttering facilities:

The cuts include a 10 percent agencywide budget reduction, much of which had already been achieved through cuts made by former Gov. David A. Paterson. Additional savings would come from eliminating reimbursements to local governments for expenses from enforcing state boating Budget cut to parks agency laws. That program totaled \$2.4 million last year. And \$1.5 million would be cut from the Empire State Games.

"How can parks not close this year with a \$19-million reduction in the budget?" asked Robin Dropkin, executive director of Parks & Trails New York, a statewide advocacy group.

Dropkin said the parks budget has been cut 18 percent in the past three years, significantly more than most other agencies.

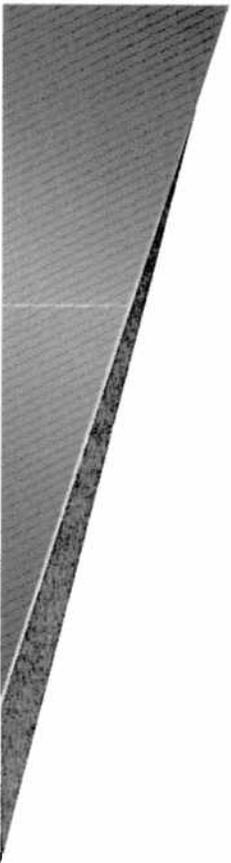
"I'm very disappointed to see a disinvestment of this magnitude for yet another new year," said Assemb. Steven Englebright (D-Setauket), chairman of the parks committee. He said the cuts will put additional emphasis on the agency to generate money from public-private partnerships.



Plan for
Sustainability

Where We Want To Be

- ▶ Sustainable entity
- ▶ Destination location
- ▶ Have a multifaceted, diverse appeal



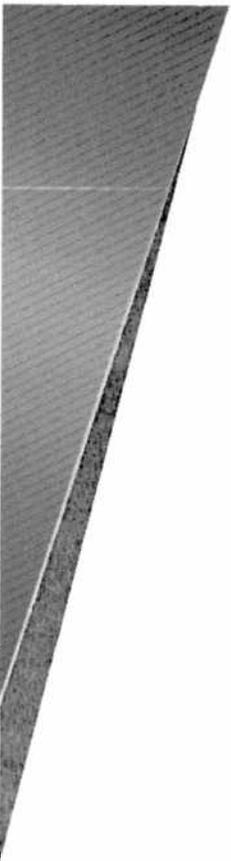
How We Want To Get There

- ▶ Dramatic, comprehensive plan is needed
 - ▶ Create “win-win” for the Vanderbilt, the County Executive and the Suffolk County Legislature
- ▶ Add new venues, i.e.:
 - ▶ Destination restaurant / catering facility
 - ▶ Bridal suite in boat house
 - ▶ Amphitheater in gully
 - ▶ Waterfront access complete with boardwalk

Financing

Create Public--Private Partnership

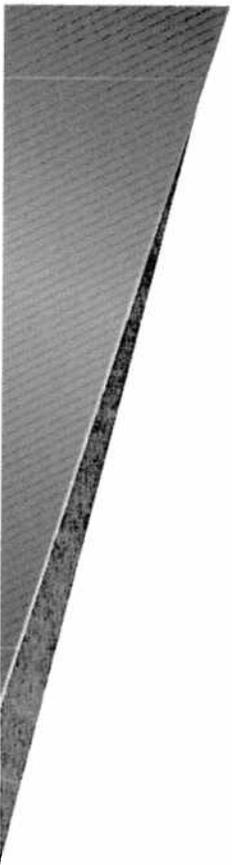
- ▶ Free up pre--approved county funds
- ▶ Create naming rights opportunities
- ▶ Line of credit
- ▶ Other corporate funding



Plan Execution & Implementation

- ▶ Establish & Define an Objective
 - ▶ MISSION STATEMENT

- ▶ Setup a strategy
 - ▶ PHYSICAL
 - ▶ Property, site upgrading, maintenance
 - ▶ EDUCATIONAL
 - ▶ COMMUNITY



MISSION STATEMENT

To provide the necessary and desired assistance to enable the Vanderbilt Museum and Estate in establishing a permanent durable plan for building an endowment fund in concert with the development of permanent and enduring independent, self-sustaining economic and management plans.

To professionally address the Vanderbilt Museum and Estate's continued prominence 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.

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

Strategy setup – PHYSICAL

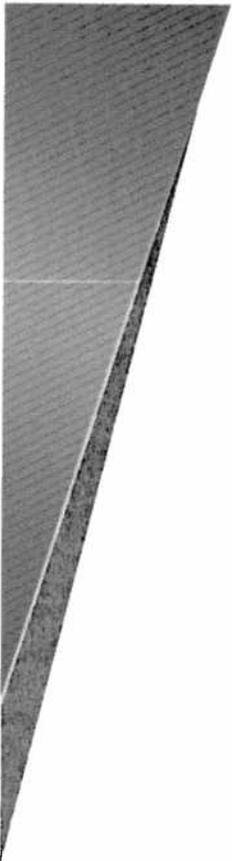
Property, site upgrading, maintenance

- ▶ Assess and inventory current physical conditions
 - ▶ Existing structures, facilities, roads and grounds
- ▶ Identify potential improvements
 - ▶ Existing issues of concern and reasons for concern
- ▶ Develop prioritized list of improvements and issues
 - ▶ Safety, synergy with other facilities, cost, value, and return.

Strategy setup – PHYSICAL (con't)

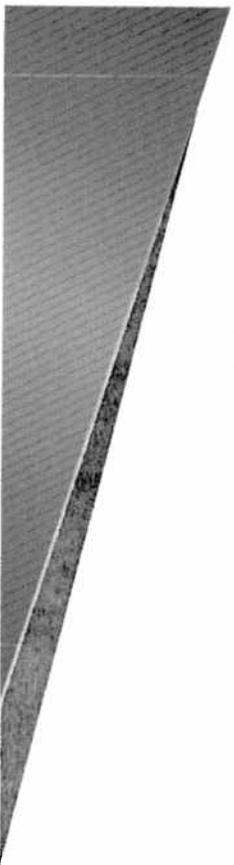
Property, site upgrading, maintenance

- ▶ Setup strategic plan of action and recommendations
- ▶ Address continuing and future safety, economic, and marketing issues
- ▶ Future issues
 - ▶ Develop list of ideas to add services, markets and revenue



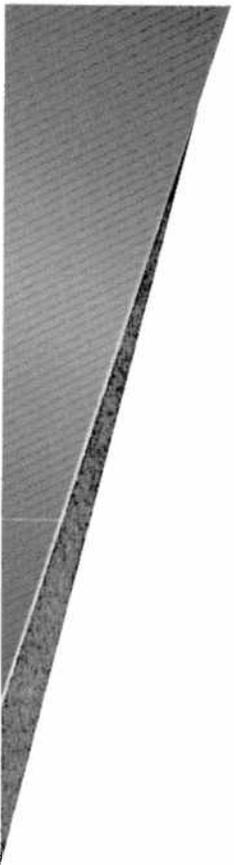
Strategy setup – EDUCATIONAL

- ▶ Assess, inventory and evaluate current educational programs mission to set base–line
 - ▶ Existing programs, tours, materials, experts, etc.
 - ▶ Access and usage of individual educational materials, programs, facilities, etc.
- ▶ Identify potential improvements and increased exposure of resources
 - ▶ Existing resources used to maximize teaching opportunities



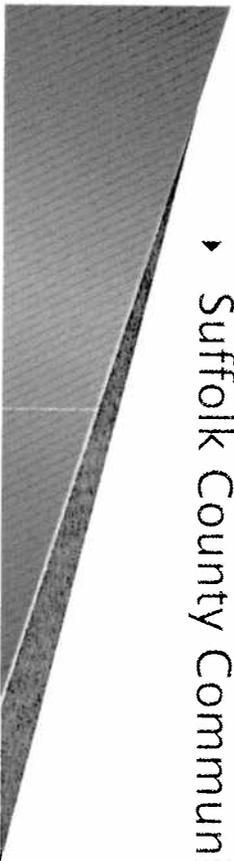
Strategy setup – EDUCATIONAL (con't)

- ▶ Develop prioritized list of immediate opportunities to add improvements
 - ▶ Synergy with other on site improved facilities with eye toward adding value and return.
- ▶ Setup strategic plan of action and recommendations for marketing to attain goals and objectives.
- ▶ Future development
 - ▶ Build a wish list of ideas to add services, markets and revenue



Strategy setup – COMMUNITY

- ▶ Vanderbilt museum’s surrounding community
 - ▶ Centerport’s local community (Vanderbilt area)
 - ▶ Centerport’s extended community (Presidents area)
- ▶ Immediate next-door neighboring hamlets
 - ▶ Northport, Huntington, Huntington Bay, etc.
- ▶ Immediate next-door neighboring towns
- ▶ Suffolk County
 - ▶ Towns and hamlets
 - ▶ Suffolk County Community Affairs Department

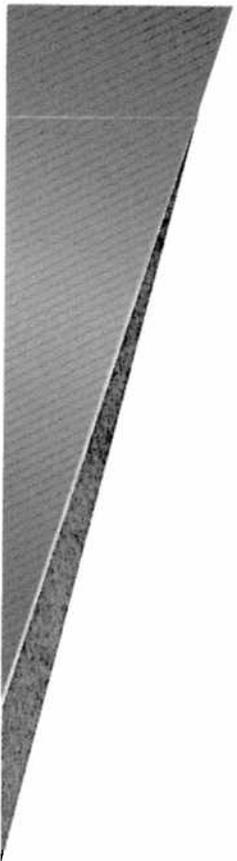


Strategy setup – COMMUNITY (con't)

- ▶ Vanderbilt museum's local Centerport Community Club
 - ▶ The Vanderbilt Conservancy Club
(for the Centerport Vanderbilt and Presidents areas)
 - ▶ Complimentary year membership to the Vanderbilt Museum
 - ▶ Free show admissions
 - ▶ Discounts
 - ▶ Rewards program
 - ▶ The catch:
 - ▶ Must visit the Vanderbilt periodically
 - ▶ Optional Feedback
 - ▶ Report potential issues, make recommendations, and suggestions

Expand Education Opportunities

- ▶ Suffolk, Nassau, NYC, Connecticut
- ▶ Educational trips via bus, train & bus, ferry
- ▶ Provide access to archives for academia
- ▶ Create closer links to Suffolk County Community College
- ▶ Expand opportunities for special exhibits



The Vanderbilt Museum's Priority

- ▶ William K. Vanderbilt's directive and priority was:

The Vanderbilt must be kept open to the public for the mission of educational purposes.

(If this is not done the property reverts back to the heirs of the Vanderbilt estate.)

- ▶ This directive has two parts in order of importance.
 1. Keep the Vanderbilt Open to the public
 2. Education mission

We must meet the 1st objective to be able to meet the 2nd

Why a Public-Private Partnership?

- ▶ Note:
 - ▶ Suffolk County will always own the Vanderbilt property, museum, grounds and the entire estate, that is, unless the museum is closed down and the property reverts back to the heirs of the Vanderbilt estate. Only Vanderbilt's heirs are allowed to sell it.
- ▶ Public-Private Partnerships are very beneficial for public entities. They allow them to tackle and complete projects and meet objectives that their own bureaucracy and funds would make impossible for them to successfully accomplish.

An early example
of a Public-Private Partnership

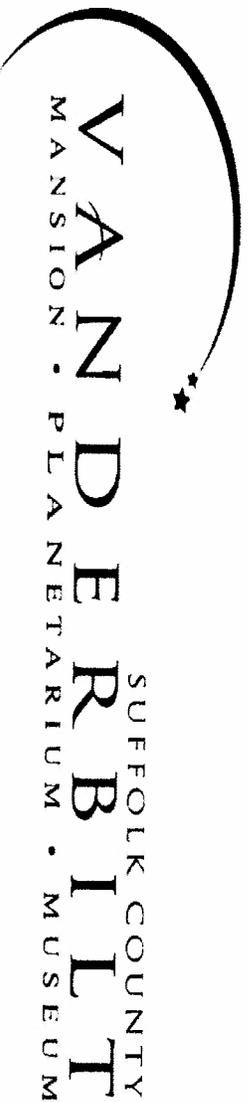
▶ The Pacific Railway Act of 1862

[a Public-Private Partnership]

Formed the backbone and provided funds for the
Transcontinental Railroad that would link the
United States from east to west.

The Pacific Railroad Act, passed by Congress in 1862 (12 Stat. 489), authorized the construction of the first transcontinental railway line connecting the east and west coasts. The need for a transcontinental railway to facilitate transportation of persons and products across the United States became increasingly clear in the 1850s due to the acquisition of California and the resolution of the Oregon boundary dispute.

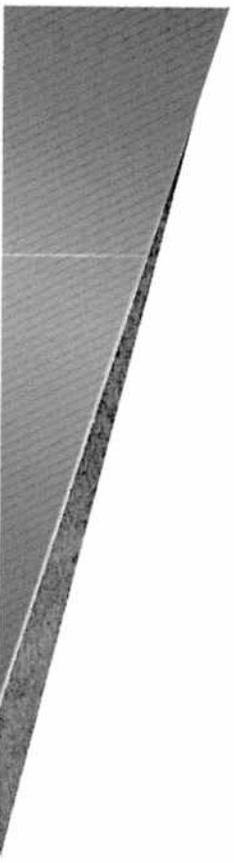
Pacific Railroad Act - Railway, Union, Central, Construction, Congress, and California
<http://new.jrank.org/pages/0984/Pacific-Railroad-Act.html#ixzz1Bps3WwV7>



Plan for
Sustainability

Livy Urges NY Officials to Keep Parks Open
via Private Partnerships

In 2009, the Suffolk County Executive
pressed for
Public-Private Partnerships
to be formed to help save New York State
parks.



Levy Urges NY Officials to Keep Parks Open via Private Partnerships

Says Proposed Closure of State Parks Can be Avoided through Private-Sector Role

Hauppauge, NY – Suffolk County Executive Steve Levy is urging New York officials to enlist the private sector to ensure that proposed closures of state parks are averted so that residents can enjoy the full benefits of all state parks facilities.

The State Office of Parks, Recreation, and Historic Preservation today released its recommended list of closures and service reductions "in order to achieve its 2010-11 agency savings target and help address the State's historic fiscal difficulties." (See list of targeted Long Island parks, at bottom.)

Levy said state park closures may be able to be avoided if the New York brought in the private sector to run parks facilities. Accordingly, Levy is urging the state to issue a Request for Proposals seeking private-sector bids to operate jeopardized parks.

"The closure of pristine and immensely valued state parks could possibly be averted by allowing private interests to bid to operate these parks," said Levy. "Such an opportunity could enable these private operators to set admission and concession fees as a way of balancing their financial objectives and ensuring their success."

(continued)



VAN DER BILT
MANSION • PLANETARIUM • MUSEUM

Plan for
Sustainability

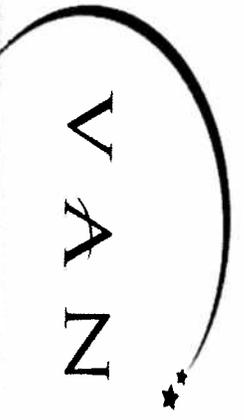
Levy Urges NY Officials to Keep Parks Open via Private Partnerships (con't)

As an added attraction, Levy said, private-sector parks operators could be allowed to consider parks sponsorship/naming opportunities as a potential revenue source or to advertise their own name as they choose during the period of operation.

In 2009, state parks and historic sites across the U.S. cut back hours, staffing and services because of state budgets squeezed by the economic downturn. In New York, 100 of the state's 178 state parks and 35 historic sites reduced services, from closing pools and beaches to shortening hours of operation. But none of the parks or sites closed entirely.

Levy said state officials must act quickly to prevent the following proposed Long Island park closures and service reductions this year, as announced today:

- Brookhaven State Park, Suffolk -- Close Park
- Caleb Smith State Park Preserve, Suffolk -- Close Park
- Cold Spring Harbor State Park, Suffolk -- Close Park
- Nissequogue River State Park, Suffolk -- Close Park
- Orient Beach State Park, Suffolk -- Close Park
- Trail View State Park, Suffolk -- Close Park



**Levy holds Suffolk County Summit where he promotes
Advantages of Public-Private Partnerships**

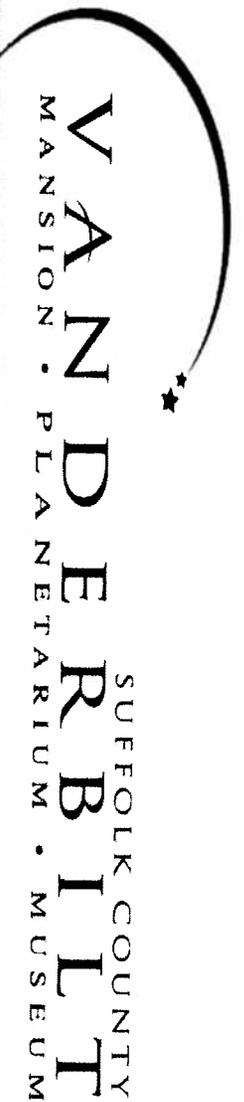
- Public-Private Partnerships (PPP)
- Public entity contracts with a private sector partner to plan, finance, design, construct, and/or operate a wastewater facility

*A page from
directly from
the County
Exec's summit*

- Types of Public-Private Partnerships

Extent of private sector role	Type of PPP	Private sector role
Greater private sector role	<ul style="list-style-type: none"> • Design-build-finance-operate • Lease • Design-build-operate • Design-build 	<ul style="list-style-type: none"> • Design, construct, and operate and maintain the infrastructure capability of utility franchise • Finance, construct, and maintain the infrastructure • Design, construct, and operate and maintain the infrastructure • Design and construct the infrastructure
Lesser private sector role	<ul style="list-style-type: none"> • Operate-maintain 	<ul style="list-style-type: none"> • Operate and maintain the infrastructure

Suffolk Co.



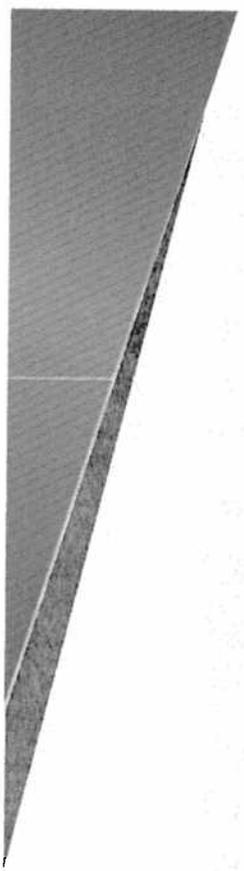
Plan for Sustainability
Plan for
Sustainability

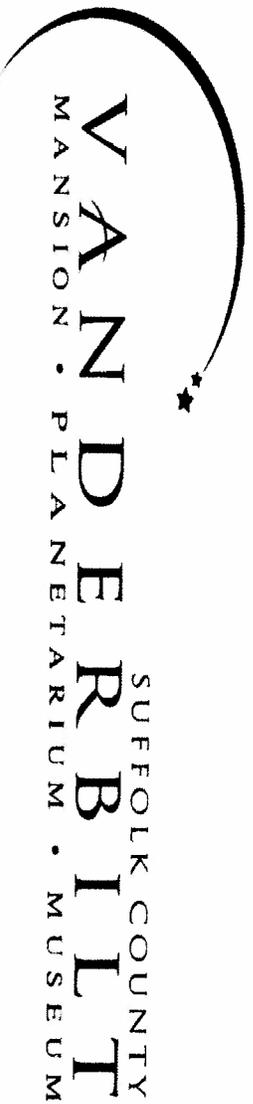
Levy holds Suffolk County Summit where he promotes
Advantages of Public-Private Partnerships

PPP – Benefits and Challenges

*An excerpt from
directly of the
a page of the
County Exec's
summit*

- **Benefits**
 - Faster delivery time of new facilities
 - Access to alternative financing sources
 - Cost and operational efficiencies
 - Access to expertise and technological solutions
 - Up-front payment to municipalities





Plan for Sustainability

Services provided by the

Vanderbilt Conservancy, Llc will include:

- ▶ Taking over the responsibility of repairs, grounds maintenance, marketing, sales, promotion and other operations outside of the educational mission.
- ▶ Funding to enhance and grow the educational mission.
- ▶ Building up the Vanderbilt endowments to over \$20 million.



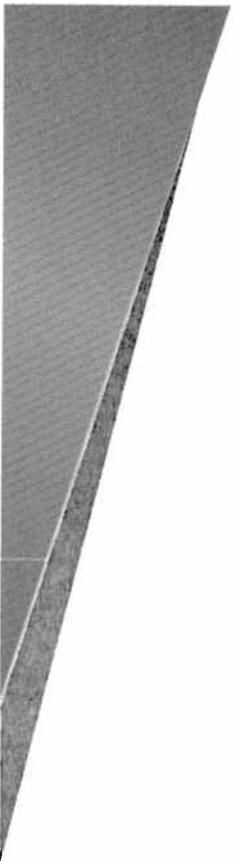


Plan for Sustainability

Services provided by the

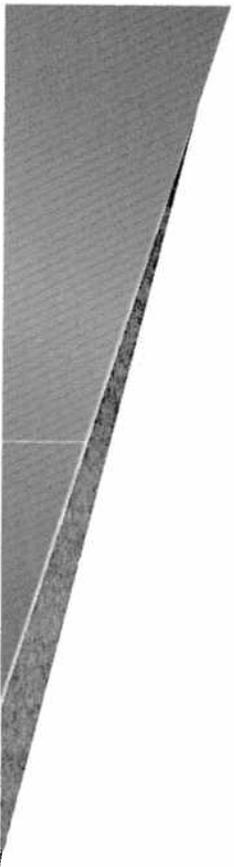
Vanderbilt Conservancy, Llc will include:

- ▶ Setting up management of an additional endowment as a self-sufficient trust with an independent, outside major financial management firm.
- ▶ Structure revitalization and ensure that the Vanderbilt becomes completely self sufficient, eliminating costs, expense or subsidies from Suffolk County.



The Vanderbilt Conservancy

- ▶ Will work in conjunction with the Suffolk County Executive's office and the Suffolk County Legislature to achieve complete and continuing self-sufficiency.
- ▶ The Conservancy shall ensure that the Vanderbilt Museum and grounds are continuously maintained, preserved, and accessible to the public in accordance with terms specified in the bequeathment of the property in accordance with the education mission of the Vanderbilt Museum.
- ▶ The Vanderbilt Board of Directors shall oversee the education mission of the Vanderbilt Museum.

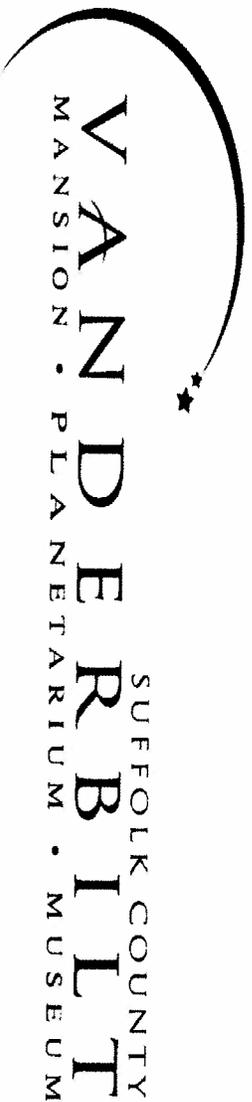


Action must be taken now

- ▶ By taking action tonight, and voting to move forward on this, we will forever provide the underpinning of William Vanderbilt's vision and endow with it, the curative action to ensure sustainability.
- ▶ We have, no other comprehensive plan, or even another viable idea of how to address complete self-sufficiency if we take no action today. Even though Public-Private Partnerships are successful and proven mechanisms supported by our County Exec, Suffolk County cannot institute it themselves, they can only assist us if we initiate it.
- ▶ We must come to the reality that we are out of time and a comprehensive solution is our only viable solution.

Action must be taken now (con't)

- ▶ We know the Legislature tells us,
“The County Exec won’t release funds.”
- ▶ We know the County Exec tells us,
“The Legislature won’t release funds.”
- ▶ We know the County Exec and Legislature tell us,
“They have to cut funding.”
- ▶ We know, “All of these statements are true.”
- ▶ We also know, like some of the exhibits at the Vanderbilt,
“The Vanderbilt itself is nearing extinction.”



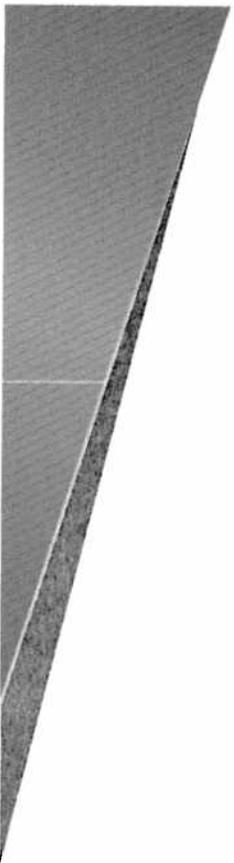
Plan for Sustainability

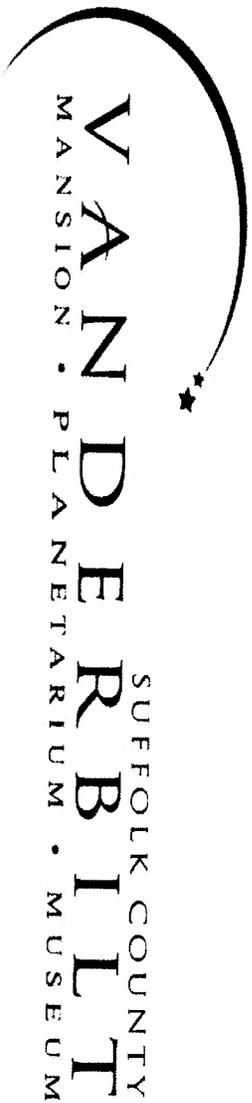
Action must be taken now (con't)

- ▶ This property was given to Suffolk County in February 1944, 67 years ago.
- ▶ Two years ago Suffolk County tried to close down the Vanderbilt.
- ▶ We accepted appointments to this board with the full knowledge that we have the responsibility to try to save this valuable institution and I believe that by us voting to go ahead with this plan, we are presenting the Legislature and the County Exec the opportunity to remove the Vanderbilt from being the constant fiscal responsibility and drain to the tax payers of Suffolk County.

Action must be taken now (con't)

- ▶ This board will be remembered for what we put forth tonight.
- ▶ Who among us does not want to see the Vanderbilt restored to its original grandeur and brought back from the brink of total ruin and its protracted fatality?
- ▶ This should be an institution that raises surrounding property values not one that raises eyebrows wondering what happens if we fail.





Plan for Sustainability

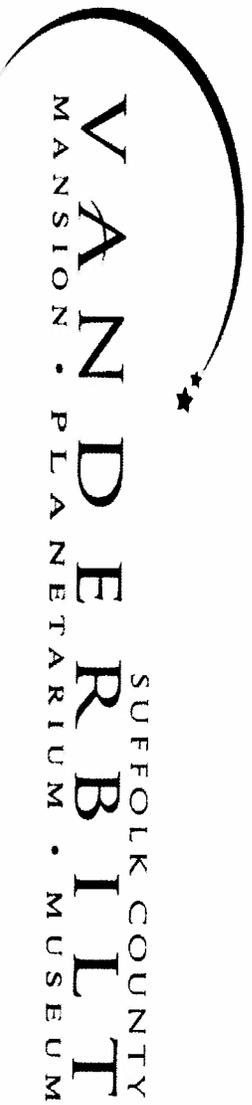
Conclusion

All of us, as members of this board, owe it to the position for which we were appointed by the Legislature, to act in the best interest of the Vanderbilt and the taxpayers of Suffolk County. We need to face the fact that this is not just a plan for **sustainability** but it is, in fact, a plan for **survivability**.

This is a plan that allows us to focus on the big picture as this plan is designed to view the institution as a whole.

This is a plan to take this tarnished gem, this Crowned Jewel of Suffolk County and restore it to its grandeur for the **“enjoyment and education of the people of Suffolk County”** as William K, Vanderbilt bequeathed.

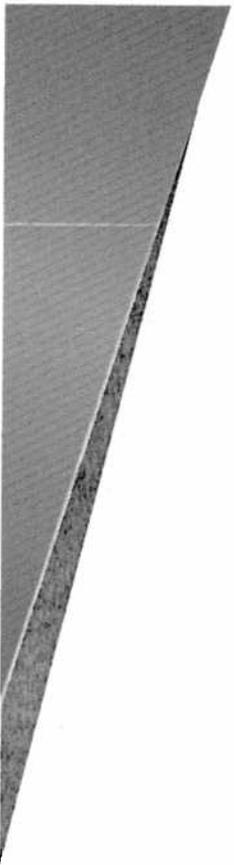




Plan for Sustainability

The Plan for Sustainability / Approval

Accordingly, I am calling for the members of this Board to not just vote to approve this plan for sustainability, but in addition, show unity of purpose in saving this institution by voting unanimously to approve this plan and then send it to the Legislature so they may see we are working for them by doing what they entrusted us to do.





VANDERBILT
SUFFOLK COUNTY
MANSION • PLANETARIUM • MUSEUM

The Plan for Sustainability



Thank you!

