

## **Suffolk County Vanderbilt Museum**

### **Board of Trustees**

#### **Minutes**

A regular meeting of the Suffolk County Vanderbilt Museum Board of Trustees was held in the Vanderbilt Museum Lobby, Centerport, New York, on April 27, 2011.

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

Mr. Noel Gish – President  
Michael B. DeLuise – 1<sup>st</sup> Vice President  
Gretchen Oldrin Mones – 2<sup>nd</sup> Vice President  
Ronald A. Beattie – Treasurer  
Betsy Cambria – Secretary  
Christopher Hahn – Trustee  
Kevin Peterman – Trustee  
Thomas Glascock - Trustee  
Joseph Dujmic – Trustee  
Duncan Armstrong – Trustee  
Tanya McKay – Trustee  
Rodney Rodriguez – Trustee  
Lance Reinheimer – Interim Executive Director  
Lora Gellerstein – Aide to Legislator Cooper  
Nancy Armstrong – Aide to Legislator Cooper  
John Pokorny – Vanderbilt Museum Staff  
David R. Reisman  
Claudia Dowling – Design House  
Ann Marie Pastore - Stenographer

#### **Excused Absence:**

Dr. Steven Gittelman – Trustee  
Dr. William Rogers – Trustee

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

**MR. GISH:**

Welcome to the Suffolk County Vanderbilt Museum and Planetarium Board of Trustees meeting for the month of April. I would ask everyone to rise for the Pledge to the Flag.

(Salute to the Flag)

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

**MS. PASTORE:**

Yes.

**MR. GISH:**

Until we have a quorum, I'll refrain from getting the minutes accepted. We'll hold off on that. I will announce – obviously, this is not a surprise that we have received an email from Sarah Anker tendering her resignation as a Trustee on the Board. She has picked up a new position and now will be representing the 6<sup>th</sup> District in the County Legislature. We all wish her well and thank her for two and a half years that she gave to the Board as an unofficial photographer and PR adviser for the Vanderbilt.

I'd now like to ask if there's anybody from the public who would like to address the Board. I believe Lance has a guest here.

**MR. REINHEIMER:**

Yes, Claudia Dowling is the Designer and Producer of The Design House for Normandy Manor. I asked Claudia to be here so that you can meet her and see the face behind the program. Claudia has been in the interior design business for over 20 years. She's local. She has a store in Huntington on Main Street.

She's had some experience working in County facilities before. She worked in Coindre Hall and worked in Deepwells as a designer. Rich Martin, Director of Historic Services, knows Claudia through her work in his capacity as the Director of Historic Services.

I asked Claudia here to just give you an overview of what her plans are. She also did produce the "The Design House" last year at Caumsett State Park, the winter cottage there. I went through the winter cottage in March to see how the house was left. I talked to the people that were involved with "The Design House," and the house

was left in excellent condition. I was very impressed with all the recommendations I received for Claudia. The woman I met was –

**MS. DOWLING:**

Lynn Gunderson.

**MR. REINHEIMER:**

Yes, she's friends of the –

**MS. DOWLING:**

She's on the Caumsett Foundation Board.

**MR. REINHEIMER:**

She conducted the tour for me with the winter cottage. I will let Claudia speak and address you.

**MS. DOWLING:**

Hi, I guess he has already spoken of my history, some of it. I have also worked for Nassau County. I did the Malcolm House with Doreen Banks. She worked with Souzzi, the Parks Commissioner at the time.

I have had a long history of this. I also have done 18 Design Show Houses that I wasn't producing. I felt last year that I would like to get involved in only restoration projects. I don't want to do someone's home who is selling it and reproduce it. I want to get involved – I belonged to the National Preservation Society for Historic Preservation for 20 years. I no longer belong to that. I belonged to so many organizations for a while. I cut them out.

I love preservation and I want to keep the things on Long Island – I live in Centerport. I have lived here for 23 years and Huntington for 38 years. I want to keep the beautiful mansions and parks going as much as we can possible do.

**(Mr. Joseph Dujmic entered the meeting at 7:10 p.m.)**

That's my theme when I do this. I'm getting 12 to 13 designers in the house, and four or five landscape architects outside to do the work. Then I have artisans that are working with us, which would be faux finishers, muralists, that type of person. We're all getting together to restore the cottage. A lot of this is donation work. I have to keep that in mind. It's harder and harder to get people to donate to us. In the old days, it was a given, but now people don't have the funds. But we

are working on it, and we're going to make this house beautiful and in keeping with the integrity of the park and home.

If there are any questions -- I'm sure there are lots of questions. Most people don't know how these things are run. It runs for six weeks. Then we let the public in. It should be money producing for both the designers, hopefully, and myself. There is a fine line I walk between the designers and whatever I'm producing because I have to keep in mind they also are here donating and want to profit from this in some way or another.

I don't want to say they can't do something creatively, but I can't also let them go crazy and ruin the house. I stay on top of it. Lynn I'm sure told Lance that I did that. Some days it was harder than others, but it went through and the house is in very good historic condition. We left it over \$120,000 worth of reconstruction at Caumsett.

**MR. GISH:**

Just as a quick review, the Executive Board sat through with Lance on a review of this project earlier. A review has taken place. If anybody has any questions on exactly what's going to take place or how this is going to work, this is a good time to ask.

**MR. REINHEIMER:**

I'd like to just add to what Claudia has said. The Design House is going to start Labor Day weekend, and it runs for six weeks through October 16. Labor Day weekend we would have an opening party that would be held in the Vanderbilt tent on Friday, September 3. That would act as our fall gala. We would use Claudia's data base and the people that she has contacts with and the people that we have contacts with and group together.

Claudia expects somewhere between 150 and 250 people who would attend this. We're looking at a price point of \$125. The proceeds, the net proceeds from the show house, which the party would be part of, we split 70 percent for the museum and 30 percent for the Show House Producer.

We will also have our accountant review the proceeds and the procedures. I spoke to him today, and he would be doing that. We would have open access to all the books and records, as the show is going on. I sent the contract out to all the Board Members. If you have any additions or concerns, I'd like to get that wrapped up by Monday. I'd like to ask one of the attorneys on the Board to look at it

from an attorney perspective, whether it's Tom Glascock or Joe or both of you to look at it from a legal perspective.

I met with the Suffolk County Historic Trust Committee, which is part of the CEQ, which is the Citizens on Environmental Quality, last week. They passed a resolution endorsing the Show House. It's not something necessarily we have to get their approval on, but I think it's important to establish relationships and bridges with other groups and organizations within the County so that we can use their resources. They did help with adding things to the contract to make sure that Normandy Manor was protected.

**(Ms. Tanya McKay entered the meeting at 7:15 p.m.)**

I'm working on relocating staff. We have to be out of there no later than June 15. I have a plan where I'm moving staff, mostly into the powerhouse. Part of that plan is to get internet service into the mansion, which will be done through FIOS. They were here today to look at it from an engineer's perspective.

I have internet access in the Carriage House. All the buildings will have internet access. I'm moving Stephanie, our Curator, from the powerhouse – and she's there only because she has internet access there – into the mansion, into the archives. She will have internet access there. That's where she should be in the archives anyway. She has been running back and forth, which is an inefficient way to run an office. That's part of the whole plan for the design house.

I'm open to questions concerning the Design House.

**MR. RODRIGUEZ:**

Who is going to have oversight as to what they are able to do in there to make sure they can keep it in line within the historic –

**MR. DOWLING:**

It can't be historic, as far as – we have spoken to Richard, and he has told me the things that can't be changed. We're going to make a list of that. We're going to hand that to the designers. We're going to go over it with them. I have to watch them. I have to literally watch them.

A lot of the house has already been taken down quite a few notches from the history of the house because five different families lived in there over the years.

The floors have been – they did a special finish on them. They bleached them. Stenciling work has been done. We're going to try to take that back. There's one room in the house that has the original color. We're going to keep that throughout the house. I have to get floor people to come in and do that.

There's some moldings that are historic. There are some things that are questionably historic. The banister is no longer historic. They took out the beautiful banister that was there. Now it's wrought iron, which is not historic. I'm going to try to get somebody to do that, but that's a lot of money for somebody to donate. I'll work on it.

We oversee it, and each designer within the next two to three weeks has to have a plan of the room that I okay and that we're going present. We're going to have a meeting. I prefer to have it at the house, to tell you the truth, so we can walk around and see the rooms as we're talking about them. We're going to do that.

Then I have a meeting before that to see what they're doing, so you won't all pass out when it's done. I can eliminate some things in the beginning. We keep careful track of that. We have to go through lists.

At the other house, we had an issue with front stairs because the State said we could only buff and wax the floors, we couldn't strip them. But somebody had already put epoxy glue on all the stairs with commercial carpet and treads, the plastic treads. We couldn't get it off. We literally could not get it off, so we had to take it down and that was a big deal. It's better than having people falling over chunks of epoxy glue. There are some things that you have to just logically say, "I can't save this, but I have to make it better."

Mine is the hardest part because I'm doing the kitchen. I'm going to move the appliances. I'm moving the sink. I have to get that all approved. I have to do the plans on that. We're coming in tomorrow to make holes in all the walls to see what's back there, and then we follow through. We have to follow it.

**MR. REINHEIMER:**

A lot of these things are already wrapped into the contract. They are preserving the moldings, the color of the wood for the floors. When Claudia mentioned Richard, that's Richard Martin. He's the Director of Historic Services. He walked the property. Claudia, Richard and myself, went over the parts that we need we protect. A lot of that will

be in the contract. We are going to be on site, whether Peter, our restoration carpenter or myself, we're right here. We're not going to let them go on without walking through and keeping our eye on the work that's being done.

In addition, which Claudia didn't mention, she will have landscapers also in this program. She has I think two landscapers right now that will do various parts of the yard. We're protecting the two giant beech trees in the front. We're protecting the vegetable garden that the gardeners have put in and also the herb garden, which is to the east of the house. Those are written into the contract that they are off limits to the designers.

Also the garage will not be part of the design program because we have plans for the garage. They know they won't have access to that. There will be a lot of supervision.

**MS. DOWLING:**

Reasonable supervision.

**MS. CAMBRIA:**

I have a question.

**MR. REINHEIMER:**

Yes.

**MS. CAMBRIA:**

My question has to do with staffing. How do people – where is it proposed that people buy tickets?

**MS. DOWLING:**

The front living area, the living room foyer, we're putting a desk in there. It's part of the design. I have spoken to the designer who is doing it and myself. My daughter is co-producer. She did the last show with me. There are four people that are going to man that part of the house and collect the money. We get the tickets right up there.

**MS. CAMBRIA:**

So that's part of your paid staff.

**MS. DOWLING:**

Yes, that's my paid staff. I like to watch the money. I take it out periodically. She or I will take it out and put it somewhere else. We move it. If it's a day we can go to the bank, we will go to the bank.

But Labor Day weekend was my hardest problem the last time because we brought in a few thousand dollars. I'm lucky I live right down the block here too, five minutes away, I can move some money around. I just hide money all the time.

**MR. REINHEIMER:**

We also have a safe here that you could use.

**MS. DOWLING:**

I had no safe there. I had a little box.

**MR. REINHEIMER:**

So we have a safe here you can use.

**MS. CAMBRIA:**

So at the time that they pay, they also get your brochure.

**MS. DOWLING:**

They get the journal. We're making a journal. The correct terminology, right, they will be getting our journal. What I did at the last one, which was a great idea and great for PR, the ticket they get if they hold on to it, they can come back a second visit, if they bring a paying guest. So they get two visits for the price of the ticket, but they do have to bring a paying guest.

**MR. RODRIGUEZ:**

What are you charging for admission?

**MS. DOWLING:**

\$20 probably, \$15 for seniors. I'm still playing with that. The other Show Houses charge \$30 to \$35, but people pass out at every price these days. Lance and I are working on a combination ticket, too, that we send them over to the museum before or after. Some of the restaurants also give us coupons –

**MR. RODRIGUEZ:**

Is the museum going to participate in receiving part of that money?

**MR. REINHEIMER:**

Yes, we receive the gross proceeds or the net proceeds 70/30 split. If we have a link between the Show House ticket and the museum admittance, and I'm looking at \$5 for a couple for a tour of the mansion, that \$5 is 100 percent museum revenue.

**MS. DOWLING:**

I have to separate that daily.

**MR. DELUISE:**

Are you going to sell anything there, tee shirts or posters or anything?

**MS. DOWLING:**

No. What we're going to do, though, all the items in the house – not all but 90 percent are for sale. Some designers bring their own things in. We sell and we're supposed to get 10 percent of that. It's very hard to keep track of that. Sometimes they make deals in the back. That's not a big money maker.

What we are going to do, and of course, we have to discuss this, I wanted to have an antique fair Labor Day weekend on the Sunday where they pay for spaces in the front. We will designate certain areas. We did an art show last time there. We had a few different shows going on to bring more revenue in. I don't take any of the profits from what they sell, but I do charge them a fee to be in the show. If we get five or six of them, you can get a couple thousand dollars more out of them, I will go for that.

We had a fashion show one day, Reckson Park did live models walk through while things were going on. That was nice. I'd like to do a wine tasting event. I couldn't do that last time because of the state. I don't know why, but it never went through. The state has all kinds of regulations, but that would have been a nice money maker. I keep thinking of things – maybe having another art show. I'm always thinking.

**MR. RODRIQUEZ:**

I can certainly help you with the wine.

**MS. DOWLING:**

There's my connection. I didn't have that before.

**MR. BEATTIE:**

Obviously, I think it's a great idea, but there's also the exposure for the Vanderbilt and I believe, and correct my if I'm wrong, Lance, that you guys would also be able to sell memberships in the Vanderbilt –

**MR. DOWLING:**

Well, why not? I didn't know that, but absolutely. It's good for me.

**MR. REINHEIMER:**

I talked to Risk Management about the insurance, so that's taken care of.

**MS. DOWLING:**

Each designer has their own insurance for their product for whatever they put in there. If somebody steals your lamp, that's the designer's problem. We had no theft in the other house, which is a miracle because I've been in many of them, and I usually lose things. We tie everything down with fishing tackle. We're very careful. Some people bring scissors now. Over the years they've learned.

We had such a small house – some of the mansions I did were 35 rooms. It's really hard to be watching 35 rooms. I need volunteers, if anyone would like to volunteer. That was a short point. I ended up paying some of the staff myself because I can't leave the house. I have to have five people a day easily, plus the desk. I'm trying from my clients and I'm trying from everybody for volunteers. Vanderbilt must have a strong volunteer organization or not?

**MR. GISH:**

We're building.

**MS. DOWLING:**

We can get some more.

**MR. GISH:**

Did you have any role in the Deepwells in Smithtown/St. James area?

**MS. DOWLING:**

No, I only did the Show Houses there a couple of times.

**MR. GISH:**

But you were involved in that.

**MS. DOWLING:**

Yes.

**MR. GISH:**

I'm just making mention of that only because of the fact that that also is a Suffolk County property, and that was approved. That was very, very well received. Any changes that were made in Deepwells, if they didn't match up with what they wanted at the end, they were changed back. There was a safety valve there. I can tell you that Suffolk

County has already approved this in the past. It worked well for them, and I think it can do the same for us.

**MS. DOWLING:**

It's in the contract now. It was in the contract with Caumsett, also, and we did have to change two rooms. One of the designers sat on the stairs and cried. They let him go.

**MS. CAMBRIA:**

It would be nice – I would really like you to consider – we have an ornament that we commissioned. I think there are quite a few left.

**MS. DOWLING:**

A Christmas ornament?

**MS. CAMBRIA:**

It's a Vanderbilt ornament. It isn't specific to Christmas. It doesn't say Christmas or anything. But it's beautiful. We seemed to have ordered more than we –

**MS. DOWLING:**

Okay, that will be in one of our shows. We will put that out there.

**MS. CAMBIRA:**

It would be nice if they could sell them.

**(Mr. Duncan Armstrong entered the meeting at 7:25)**

**MS. DOWLING:**

I can't put anything in the house that sells constantly in a designer's room.

**MS. CAMBRIA:**

I was just wondering if we could sell them at the door.

**MR. GISH:**

I think that could be something we could work on.

**MS. DOWLING:**

It can't be in the designer's room. That's the door. That's where we have to come in, but we can work on that on the weekends or something. Maybe we could put a little table out with some of those things.

**MS. CAMBRIA:**

We have a lot left.

**MS. DOWLING:**

You'll have to show it to me because maybe we could put one of them in the rooms, and then have a little bitty discreet table – we want to make the house feel as if it's a home when people come in. I have to be somewhat careful of what we're putting in there. The designers are only allowed to have their cards out. They are not allowed to put everybody and their cousins' brochures all over. We're very careful about that.

**MR. GISH:**

Any other questions before Claudia exists stage left?

**MS. DOWLING:**

I guess I don't need to hear all the minutes of every –

**MR. GISH:**

Well, you can stay if you'd like. There are seats in the back.

**MS. DOWLING:**

I never sit very long. If anybody has any questions, Lance has my phone number. I will always call you back. I'm in my store or here or at a client's house. I'd be happy to answer anybody's questions or anybody can come in and say hello and see my store and see my portfolio, which I've done, as I said 18 Show Houses. You can see all my work or you can go on my website.

**(Mr. Christopher Hahn entered the meeting at 7:28 p.m.)**

**MR. GISH:**

We will be in constant contact. I will guarantee that. Thank you very much.

**MS. DOWLING:**

Thank you very much.

**MR. GISH:**

I just want to make mention that there are two absences this evening that are excused, Steve Gittelman and Bill Rogers, as Trustees. If you could just take note of that, Ann Marie, that would be great. Is there anyone else from the public who wants to address the Board at this time?

Okay, we will move to the meeting agenda. Committee reports, the Treasurer Report, Ron.

**MR. BEATTIE:**

As Claudia said, I like to keep an eye on the money, too, except we don't have any. Everybody has a copy of the Treasurer's Report. The only two notable things is that we took a distribution of \$50,000 from the endowment in lieu of Hotel/Motel Tax money.

In June we're going to start to take a look at making any revisions that we need to make for the unanticipated closing of the planetarium in August, which we initially slated for next year. So the Finance Committee will have to start to take a look at revising those numbers based on the closing of the – it's probably about 65 percent of our admissions. Anybody have any questions on the Treasurer's Report?

**MR. GISH:**

Moving on to the Development Committee, Ron.

**MR. BEATTIE:**

Development Committee, I've been kind of struggling with how to be more consistent in terms of Development Committee meetings. We had one last week on Wednesday. The usual suspects have showed up.

I'm not sure if it's just because of the influx of new Trustees that we've had and if there's been some confusion as to who is on the committee, so I wanted to start with that.

In terms of the Development Committee today, I chair it. Noel is on it. Gretchen represents the Education Committee and our coordination between Development and Education. Mike DeLuise and Chris Hahn are on it. Sarah Anker was on it, but now congratulations to her. She's no longer on it since she's a Legislator.

Some of the other things, though, since we formed, Joe mentioned in his first meeting that he wanted to be involved in fundraising, which would obviously be part of the Development Committee. Rodney mentioned that he wanted to do an event, which would also be on the Development Committee. I think based on that, would you guys be willing to head up sub committees for those two?

**(Mr. Thomas Glascock entered the meeting at 7:30 p.m.)**

**MR. DUJMIC:**

I would, sure.

**MR. RODRIGUEZ:**

Yes.

**MR. BEATTIE:**

To form other sub committees, that kind of makes sense. I would like to have Public Relations, Grant Writing, and Membership and Corporate Giving Sub Committees. If anybody could volunteer to head up those sub committees, I think we could have a lot more of a functional Development Committee.

We try to have the meetings at least once a month. We try to have them the Wednesday before the Board meeting. I've also kind of had a hard time gauging what times are good for everybody. We have done morning meetings. We've done weekend meetings. We've done day meetings, and we've done evening meetings. I still get the same –

**MR. GISH:**

The last one was eight o'clock in the morning.

**MR. BEATTIE:**

Yes, and two of us brought Dunkin Donuts. We're all afraid of Gretchen's wrath if we don't bring donuts.

**MS. OLDRIN MONES:**

And tea.

**MR. BEATTIE:**

What's the consensus in terms of the time of day that we could have the meeting or the time of week? Is it better on weekends? Anybody?

**MR. RODRIGUEZ:**

I would say late mornings.

**MR. DUJMIC:**

There's always that conflict because as a family law attorney and a criminal defense attorney, I can get pulled in at eight o'clock in the morning all the way until four or five o'clock, so for me the evenings are better.

**MR. GLASCOCK:**

I'm the same way. Either early morning or evenings are better. I work in Uniondale. For me to be at a late morning meeting or early

afternoon or any time during the day is really not feasible. I'd have to drive back, an hour here, be here for the meeting, drive an hour back, it really takes a good chunk of the day.

**MR. BEATTIE:**

We have two attorneys agreeing on something. That's really something.

**MR. HAHN:**

I prefer early mornings, but I have a lot of control of my schedule. I just need to know a little bit more advance notice. I don't know if we had quite a week last time. It's also hard to get down here in the morning. I'm all over the map with my schedule. Coming down here means I have to build in two additional hours to be here. If we could figure a place that's a little bit more on the beaten path, maybe that would be a good thing for me.

**MS. MCKAY:**

At the last Trustee's meeting, I'm on board with this committee meeting, and I'd like to talk to you about one of the sub committees. But eight o'clock in the morning is not good for me. Preferably evenings would be better for me. As Chris said, a little bit more notice would be great. I think I knew about this meeting the morning of.

**MR. BEATTIE:**

No, I sent this at least a week before.

**MR. GISH:**

Yes, we tried to do an early morning. That was a suggestion.

**MR. BEATTIE:**

I've been really trying to do that. I know last minute is trouble, but it was a week before.

**MS. MCKAY:**

Is it a set day, set time?

**MR. BEATTIE:**

I would love to do that. If we can reach a consensus, it seems to me that it's better for evenings. I've heard late mornings, evenings, early mornings and a central location. I don't know where else we could get together.

**MR. DELUISE:**

The only thing I could suggest –

**MR. HAHN:**

How about a diner? We're only five people.

**MR. DELUISE:**

I've been doing a number of meetings on Skype, and it's a simple way of doing it. You can talk to people overseas. The quality is pretty good. For a committee meeting, I don't think we need to be in the same room. Think about that.

**MR. HAHN:**

Or a conference call.

**MR. DUJMIC:**

We can yell just as loud through Skype as we could in person.

**MR. BEATTIE:**

It's more than five people now. Tom, are you saying that you want to be on the Development Committee?

**MR GLASCOCK:**

Sure.

**MR. BEATTIE:**

So maybe through email we will try to coordinate the next one. We have so much that's going on. Let me start getting into that now.

In terms of the stuff that's going on, the planetarium project, we have a lot of work to do in terms of development. It's an extremely tight time line to improve the visitor experience here, which is really where we had that uber committee, Buildings and Grounds, and Education and us in terms of improving the look of the planetarium when people come here. We're going to have a new projector. We want to make sure that there's a wow factor when we reopen the doors.

That includes work on the roof, the planetarium seating, the exposed ceiling, the new floor and sound dampening walls. We need to have a better welcoming center and ticketing kiosks. We need to improve how we operate the gift shop.

From a fundraising perspective, between all those things, we're talking conservatively \$500,000 that we need to raise in order to make those things happen. It's probably more like \$750,000.

Selling the planetarium seats, as part of a Development Committee, we need to do a better job at that.

I mentioned last time this concept of points of light where people can donate their credit card points for our use as cash as donations. I don't know if anybody's got – I searched the web. I can't find anybody who can help us facilitate that. I don't know the mechanics of that. So if there's anybody on the Board here that can help me with that, I would appreciate it.

We need to create levels of corporate giving. We have these nice folders made up. We need to insert things so we can go to the corporations and know what we're asking for. I was thinking if we could do a gauged thing or a staff thing of x amount of dollars is a galaxy. We could try to work it with the planetarium kind of theme. But we need to develop that.

As far as events, we're also talking about a "Last Picture Show." Are we still planning on doing that?

**MR. REINHEIMER:**

Yes, we are looking to do that on Saturday, July 30. Then we have a Tango Night on Sunday, July 31, Sunday. The planetarium is still scheduled to close on August 1.

**MR. BEATTIE:**

So the last picture show would be your last time to come up here and see a planetarium show with the old projector. We're really hoping to make that a big event that a lot of people want to come and see that last show.

In terms of the other sub committees, the Grant Writing and the Membership and Corporate Giving Sub Committees, we have a lot of work to do on that with the planetarium project.

Related to that is what I call the planetarium down-time project. We need to figure out how we're going to do ticketing. We need to fill in the hole, the loss of revenue that we're going to have – 65 percent of our admissions revenue, as I mentioned before, is planetarium. So

we're going to need to backfill and really raise a lot more admissions on the museum side.

Toward that end, we need to start working on the gift shop in the museum. We have been bantering about some of the locations, but we think we can do that, but we need to come up with merchandise that is museum oriented, as opposed to our current, which is more science oriented.

The other exhibits that we can do more stuff on – cars. We talked about hopefully getting the Vanderbilt Cup here from the Smithsonian, but it seems like that's going to be \$10,000 alone just to become an associate member of the Smithsonian. That's just to be able to borrow—

**MR. ARMSTRONG:**

That's how they make their money.

**MR. BEATTIE:**

We need to raise \$10,000 in order to do that. Mike, do we still have a contact there, in terms of –

**MR. DELUISE:**

Yes.

**MR. BEATTIE:**

I'm down in Washington every other couple weeks. I can pop in and try to negotiate that for us. Again, we're going to need to raise that \$10,000 in order to do that.

**MR. DUJMIC:**

Ron, just so I'm clear, we need to give \$10,000 to the Smithsonian just to borrow the Vanderbilt Cup?

**MR. BEATTIE:**

In theory, there are other benefits to being an associate member of the Smithsonian.

**MR. GLASCOCK:**

How long does the associate membership last?

**MR. BEATTIE:**

That's a good question.

**MR. GLASCOCK:**

If it's just a year, that seems like a lot of money. To borrow forever, that's a different story.

**MR. GISH:**

The cup was originally given by Vanderbilt to the Smithsonian. They do not have it on display. That was the one – that did not come here. I have pursued that. Actually, my last conversation with the Smithsonian, I think it was with the Assistant Director of Automobile Preservation, if you're talking about a really –

**MR. HAHN:**

Why don't you ask Congressman Israel to –

**MR. GISH:**

I know it's in a closet. He told me it's in a closet somewhere.

**MR. HAHN:**

He might have a better time with the Smithsonian than us.

**MR. GISH:**

I can pursue that.

**MR. BEATTIE:**

Anyway, those are the types of things that we're hoping that can raise some of our admissions that we're going to lose. These are all the things that the Development Committee needs to start working on. Hopefully through email we'll figure out the best time and day to get together.

**MR. RODRIGUEZ:**

Is bringing the cup here going to bring in another \$10,000? Is it really worth it?

**MR. GISH:**

I think during the time period that the planetarium will be down, it would be another attraction to get people on the property. I think that seemed to hold true when we put up the Lincoln letter. The Lincoln letter we always had copies of that kicking around. We finally got that out of the vault and put it on display. We really increased the number of people that came through here. We got some real positive PR.

I think people who are involved in car shows and cars – we would get a lot of testosterone driving – We have car shows – in fact, John and I

were talking about that initially. Last year we had a Buick car show and a Mercedes car show. These car aficionados could come and see them. It would be another reason to come back to the Vanderbilt.

If you've been to the mansion once, now what are you going to do? We have to do something like the Lincoln letter. We have to do something like the Vanderbilt Cup. We have to do something like maybe Howard Kroplick will bring back the "Black Beast." That's one of the cars that ran in the Vanderbilt. So if we could have his car on that day with the Vanderbilt Cup that would be here, that would be spectacular.

In other words, I think it would be, again, an attraction for however long it could be here. If we could get it on loan for a month or two months, I think that would be just spectacular.

**MR. BEATTIE:**

What Chris is suggesting is we could get Congressman Israel to help us get that without the \$10,000.

**MR. GISH:**

We do have to meet their criteria for security and a few other things on down the line, which may be part and parcel to that, but in the past, I know what they're trying to do. They're trying to make associate members. I believe the Museums at Stony Brook are associate members -- Tanya may be able to correct me on that -- to the Smithsonian, which makes it easier to get exhibits on loan.

In other words, they are more than willing to send exhibits that are on tour to the Vanderbilt. Whether we would want to take advantage of that is something we can consider later. But the \$10,000 is a kicker. If we could, at this stage of the game, get the cup back, that would be perfect.

**MR. DUJMIC:**

Could we entice some kind of other organization into giving us \$10,000 to utilize the Lincoln letters or something else and put that on display somewhere?

**MR. GISH:**

Rather than go into specifics, I have actually tried -- and I won't list names -- but I tried tire companies and car companies to try to manage that. I haven't had any success. But I'd be more than willing to meet with anybody -- tire companies that were actually on Mr.

Vanderbilt's car. I used every leverage I could to see if they would be willing. At that amount, it didn't come true.

**MR. DUJMIC:**

No, I was referring to with regard to – you just mentioned the Lincoln letters. I was wondering if that's something we could utilize similar to how the Smithsonian utilizes their associate membership. Could we interest some other group or organization into possibly giving us a large sum of money as an associate membership –

**MR. GISH:**

I will speak to Stephanie about that. Stephanie Gress is our Archivist. She would probably be able to give us a better understanding. Lance is working on things that are not really a major element in our exhibits, much like the Chrysler. The Lincoln letter has always been sort of ancillary. It was something that the Vanderbilt acquired, and they just have – there's a gold watch that's sitting around.

**MR. DUJMIC:**

That's what I mean. If we're not putting it on display all the time, where is it going when it's not on display? Maybe we could make better use of it for income purposes, if we're not using it.

**MR. GISH:**

I'll check with Stephanie and see what the criteria is for loaning out things that are part of our accessioned exhibits, and then see if we can take advantage of that. I will check with Stony Brook Museums also, because I know that they have done that in the past. I think it's \$500 when they give out something, even to a local museum. But I will check on that and see if we could figure out what to do. I will start with Stephanie and then work from there.

**MR. BEATTIE:**

The thing is, these are the types of things that we should be doing in the Development Committee and discussing the progress at the Board Meetings. These are great ideas, but hopefully we can get that Development Committee up and running and working on these types of great ideas. That's it.

**MR. GISH:**

Do you want to do strategic planning?

**MR. BEATTIE:**

No, strategic planning has been tabled until we get a new Director.

**MR. GISH:**

That's correct. I'm so embarrassed.

Building and Grounds, Kevin.

**MR. PETERMAN:**

Let me start off with the good news. Yesterday at the Legislature, the Legislature overrode two vetoes that the County Executive had for two Vanderbilt projects.

One project was the waterproofing and drainage, which is about \$100,000, I believe. The other capital project was \$50,000 for rewiring some of the buildings.

The Legislature overrode those vetoes 15 to 3. That was good news.

**MR. DUJMIC:**

Do you have the three people who voted no?

**MR. PETERMAN:**

I do.

**MR. DUJMIC:**

Can you put that on the record, please?

**MR. PETERMAN:**

It's public information. Tom Barraga, Rick Montano, and Jack Eddington.

**MR. DUJMIC:**

Thank you very much.

**MR. PETERMAN:**

Also, the grounds crew here, Pete Newman and his crew are doing major work since they got rid of the record snow that we've had this year. Now they have time to do stuff other than snow removal.

They have been working on the green bedroom and some plumbing here in the planetarium. They have been working on the heating system on the mansion. There were some modifications to the Stoll Wing.

We had a lot of rain recently, so there might some issues at the seaplane hangar as far as water with the doors and stuff.

**MR. GISH:**

We had a torrent of water that came down that section.

**MR. PETERMAN:**

When Noel and I get our calendars together, we're going to do a major walk-through again and make a real list of stuff. I'm also working with Public Works to try to come up with a whole list of projects and possibly get some drawings of some of the buildings and things like that.

**MR. GISH:**

Does anyone have any questions? Thank you.

Education, Gretchen.

**MS. OLDRIN MONES:**

A big concern of the April 15 Education and Exhibit's Committee meeting was the challenge of working around the closure of the planetarium and the variables surrounding that closure. An August 1 shut down date impacts summer camps and public programs, especially since acquiring a portable dome has been determined to be cost prohibitive.

Nevertheless, Beth has sent out summer brochures for camp walk-arounds and for the pre-school programs. Michael is working on the Education brochure with the goal of creating excitement about the new star projector.

After the planetarium closure, Lorraine and Dave will work on writing programs for the new star projector. They will add content that the old dome wasn't capable of showing. For school groups, the main thrust of the content will coincide with New York State curriculum, but will be enhanced by things such as 3D capabilities.

Partnerships with Stony Brook and Suffolk Community College are being explored and developed. Dave has been instrumental in facilitating people from Stony Brook giving lectures at the Astronomy Club. All parties are interested in exploring capabilities of the dome to see exactly how it can be utilized by the Vanderbilt and partner institutions.

For the opening of the planetarium, plans were discussed involving matching art with astronomy through ongoing exhibits in the lobby. There are so many local artists that it's hoped this merging of art and

science could become popular, possibly evolving into a juried art exhibit.

The stunning music art of Bella Gaia will be in our planetarium on June 18 for evening performances. Past programs of this multi media space journey have sold out to amazed and delighted audiences.

May 7 will be a day long celebration of National Astronomy Day at the planetarium. The Astronomical Society and the Long Island Advanced Rocketry Society, in conjunction with our staff, will make sure that there is something fun and educational for everyone – from rocket launching to solar scopes, to planetarium astronomy shows and live talks. They'll be children's games, crafts, and stories. In the evening, telescopes will be available for night viewing.

ASLI has donated a vortex – wising well – that's used here in the planetarium lobby and is immensely popular with children. ALSI has also expressed interest in our seat sale program. As always, we thank them for their many contributions and their ongoing partnership with the Vanderbilt.

Even though right now the Educational Programs are at capacity staff is looking at ways to rework existing public programs and tours to expand their audience appeal. For instance, the mansion tour could be made more family friendly by adding changes that include music, costumes, touch stations, etc. Small craft stations could be added to the marine museum and car exhibit and other places as staffing permits.

Stephanie Gress was invited to speak at the Fort Salonga Association breakfast meeting on April 10. Among the special guests were Tim Bishop, John Flanagan, Andrew Raia, Pat Vecchio, etc. Lance was also there to promote the planetarium project and to ask for support. It went very well, and Stephanie received a very cordial thank you.

The guides hosted a large group from the Decorative Arts Trust for a special mansion tour on April 14.

Stephanie has been providing information and archival images to the interior decorators at Fisher's Island who are trying to recreate many of the finishes and furnishings from Vanderbilt's time.

If you've visited the website recently, you know how it keeps getting better and better. Pictures and short video of Living History cast

members were taken by Mary Ann and posted to the website. Also, now, it's so easy to purchase your seat in the planetarium. All you have to do is a simple click, a little info and you've done a very good thing.

**MR. GISH:**

You just have to pay for it after that.

**MS. OLDRIN MONES:**

It takes 15 seconds. I just did it the other night.

**MR. GISH:**

Any questions on the Education Report?

Director's Report.

**MR. REINHEIMER:**

Okay, I have to start the Director's Report with bestowing a major award. If you remember, back in February we had a contest for the Trustees, and Ron overwhelmingly won.

I was down in the Smithsonian the other day and in the closet I came across this metal cup. I'd like to bestow this award to Ron. It came shipped in a very safe bag. I'm real proud to present this to Ron.

We had 126 family registrations during February break. Ron was responsible for 23 of them. We have continued registering new families during March and April. We have registered close to 70 families those two months. We're pretty much, after February, March and April, enrolled more people than we did all of last year. I'd like to give this very nice trophy to Ron. I think that's recognition for last year, too, Ron.

(Applause)

The report on membership and sponsors is part of that – enrollment of new members. We're continuing to stress that. Whenever I'm down here, I tell the admission staff that it's important to keep informing people of the benefit of membership.

In addition to doing that, we're managing the membership. We're sending out letters to the members through email on major events and any major happenings that are going on in the museum. We're trying to communicate with them as much as possible. We're using that data

base also – we’re going to be sending out cards for “Support a Chair.” We’re finishing a letter today. We got the cards. I gave each one of you a card. This is a sample. This came in two days ago. These came from the printer two days ago. We’re going to be mailing them out.

Today alone – it’s interesting how we have gotten some sales. We had one sale through the internet. We had one sale through a parent that was visiting here with a school group. We had one sale that came in through the mail. And we had one sale where a neighbor walked in the front door. Four chairs came in four different ways. We also had an employee purchase a chair. So that’s five chairs that came in five different ways. I’m real excited about that.

I spoke yesterday at the Northport Chamber of Commerce. I start by telling them, I’m starting with an infomercial and stressing the importance of friends and supporters. They are so excited about this planetarium that’s going to be in their backyard. We can’t emphasize enough that this is going to be the finest planetarium in the country, state-of-the-art, one of the biggest domes. It’s right here in our backyard.

I’m going out and getting the word out. I’ve got a speaking engagement next Tuesday in Brentwood. I’ve got the Northport Rotary the end of May. I’m filling in dates. I’d like to be out once a week speaking to different groups.

Gretchen mentioned Fort Salonga; from the direct result of that brunch that we went to, we received a \$10,000 donation for the planetarium renovations Wednesday of last week. It’s working.

**MR. RODRIGUEZ:**

Lance, how many total chairs are there?

**MR. REINHEIMER:**

236.

**MR. RODRIGUEZ:**

And how many are sold so far?

**MR. REINHEIMER:**

We sold 32 so far. We’re just really starting – as I said, this card got printed, we did some testing, we printed up some cards without using a printer to see how they worked. We made a couple of changes. I just got a shipment of 1,000. We’ve been talking about it. We sent

out press releases. But now we're starting to hit the road, mailing and really working the system to inform people and to educate people about the importance of this.

When I speak before groups, I start talking about individual support, "Sponsor a Chair," talk about the greater things that need to be done, improve ticketing, information kiosks, carpeting, and suggesting corporate sponsorship. We are looking for corporate sponsorship in addition to individual sponsorship of the chairs. I think it's a good connection for people and networking.

**MR. GISH:**

By the way, there will be name recognition for people who buy the chairs. We have talked about either the development of a wall where individuals can be named or there may, in fact, be plaques on each chair. We haven't worked that out yet, but there will be recognition. Based on the length and longevity of these chairs – these were put in in 1970, and they're still here. That's pretty good name recognition. If you're on that chair now, you have 40 years ahead of you where Joe's name will be on the back of that chair – his entire law firm.

**MR. REINHEIMER:**

We talked about putting names on the chair, and we will probably do both. We'll put the names on the chairs, and we'll also have a plaque in the planetarium lobby.

The planetarium renovations so far are on target for August 1 closure. I got a schedule of how the renovations are going to proceed. I'm a little disappointed because it looks like it's going to be for seven months.

Starting August 1 the planetarium will close. If renovations go according to schedule, we will have it open the first week of March, so that's seven months that we're going to be closed. That includes three weeks closure for Christmas and Japanese holidays. That's the way the contractors are scheduled through Public Works. I just received that information last week. It's a little bit longer than we expected.

**MR. PETERMAN:**

We would miss that winter break then.

**MR. REINHEIMER:**

Yes, we're going to miss the February break.

The update on the sale of the 1937 Chrysler, we're going to be moving that. It's in the curator's cottage garage. We're going to be moving that to Normandy Manor garage, so that it can be prepared for viewing. I've had some interest from several individuals. We have no authority or no ability to give any estimate of what its value is. We're going to let people view it, and we'll entertain bids on the sealed bids and see what the market is. Then we can determine at that point if we have a price that we feel is appropriate for the caliber of that car.

I'd like to bring before the Board – and I've talked to the staff and have observed what's been going on with admissions and how difficult it is to unwind all the different permutations of all our fees between site fees, planetarium shows during the day, planetarium shows at night, added tours, and tried to simplify this fee structure.

I've also been looking at attendance in the planetarium shows for the planetarium shows, especially at night. Some of the shows do not have high attendance. We're charging \$10 for a planetarium show. Some of those shows or laser shows could be as short as a half hour.

What I'd like to is drop the fee down to do \$8, bundle fees, encourage people to stay for more than one show. So if we drop the fee to \$8 at night, it will be \$12 for two shows, and \$15 for the whole night. It's important that people come here, enjoy the shows, and we encourage them to stay. The more people that are in attendance, the better the atmosphere is, the more people will come.

I'd like to just propose that to the Board and think about that through various committees. We have to look at our fee structure and try to strike a balance between cost and market so that we can maximize a number of people here and improve attendance, especially at night.

There are some nights when we're losing money by staying open. At \$10 for a 30 minute show when you can go to the movies for \$12 or \$15, it's hard to compete with that. It's something to look at.

We have another problem with fees where during the day a person has to pay site fees before they can buy a planetarium show. They come in \$7 for a site fee. The planetarium show is \$5; that's \$12. If that person comes in for the four o'clock show, they still have to pay the site fee, but the site is closed at five o'clock. So we need to look at those people that are coming in for the four o'clock day planetarium show. Is it prudent to charge a site fee?

These are some of the problems that I'm looking at, just from observing and talking to staff, that we need to consider.

Lastly, I'd like to talk about the summary of May events. Gretchen mentioned a couple of them related to education, but we also have the master gardeners' plant sale, which is Friday, May 6 and Saturday, May 7. You all should have gotten announcements or letters from the museum. The prices are reasonable. That should be a great day. I hope everyone is here to support that.

We also have a cabaret show. You have already received this, but this is just a reminder of what the cabaret show is and connected to the flyer is a list of all the baskets that we have that are donated to bid on.

When you look at this list, it's pretty impressive. The value of these baskets is phenomenal. I'd like you to consider coming to the event and also promoting the event. I have tickets, if anyone wants to buy tickets tonight, I have tickets for you. But this will be a very successful event. All the proceeds from this do go to the planetarium and the museum.

**MS. OLDRIN MONES:**

I really like that you wrote this letter and that you're sending out things with your personal endorsement. I think it makes a big difference.

**MR. REINHEIMER:**

This is all through Pat Keefe, our PR person. We're really working on improving our PR, making connections, sending out – and this is part of the letters that goes to our friends and supporters so that they know we're out here, and we have special events coming up.

The more we communicate with our membership, the more likely they will renew their membership next year. We're trying to grow our base of members and supporters. We're continuing to do that each day as people come in, but we're trying to hold on to the people we have and show them the value here at the museum. So, thank you.

We also are getting two cars donated from the County. I just got the titles today. Actually they are two vans. One of them is a work van and one is a mini van. The mini van will be used for visitor transportation on the property, and the utility van will be used for our maintenance crew. They have one vehicle on the property now for

maintenance, which is a dump truck. It's really at the point where it's not going to be road worthy. It's timely. We'll be getting those vehicles by the end of next week.

That ends my report. Are there any questions?

**MR. CAMBRIA:**

When you talk about the ticket structure, I agree with you. But we only have three months that the planetarium is open. Are you thinking of restructuring for those three months?

**MR. REINHEIMER:**

Yes, because people are coming here today, and I'm looking at the attendance, and I'm getting to the point where if we don't improve attendance for some of the Friday late nights and Saturday programs, to have staff here and to use up the limited time on those bulbs for the star projector, every time we fire that up, there is a life to those bulbs, so there is a cost. When you have low attendance, we're losing money by staying open.

**MS. CAMBRIA:**

So you want to move on that quickly.

**MR. HAHN:**

Can we move on it tonight? Do we need to have a – can we discuss it here and just do it? It sounds reasonable to me.

**MR. REINHEIMER:**

What we can do is I'd like to meet with staff. We will work up a proposal of exactly what the fee schedule would look like and send that out to the Board.

**MR. HAHN:**

You spent most of your career doing budgets, right?

**MR. REINHEIMER:**

Yes.

**MR. HAHN:**

I think we should just vote to let you figure how to do this. You could get with staff and figure it out by the end of the week rather than have to wait two months for us to come back – I appreciate the governance structure that you're trying to put here, but –

**MS. CAMBRIA:**

It's only for three months.

**MR. HAHN:**

We're running out of time.

**MR. ARMSTRONG:**

You've been par every single time.

**MR. HAHN:**

Not only that, but if it doesn't work over this next three months, we can revisit it when we reopen the planetarium.

**MR. BEATTIE:**

We'll have to revisit it then when we reopen. We have plenty of time to do that when we're shut down for seven months.

**MR. REINHEIMER:**

This is just for this interim period. We have to really look at the fees, in conjunction with the types of programs we would be running with the new star projector and look at it in the context of the economy at that point in time. But I think this is a good time to look at our fee structure, lower it, provide more for less, and promote that in this economy.

**MR. GLASCOCK:**

Can I make a motion from the floor then to authorize you, in consultation with the President, to adjust the fee structure subject to coming back to the Board next month to report on the results?

**MR. GISH:**

Can I have a second?

**MR. HAHN:**

Second.

**MR. GISH:**

On the motion? All in favor? Opposed? **Motion carries. (Vote: 12/0/0/3 Absent: Dr. Gittelman & Dr. Rogers. One vacant position.)**

Now that we have a quorum, I'd like to ask that accept the minutes from the March meeting. Hopefully you have all read them. Ann Marie sent them out. May I have a motion?

**MR. DELUISE:**

Motion.

**MS. OLDRIN MONES:**

Second.

**MR. GISH:**

All in favor? Opposed? **Motion carries. (Vote: 12/0/0/3  
Absent: Dr. Gittelman & Dr. Rogers. One vacant position.)**

My report, I did receive a letter from the Director of Ronald McDonald House in New Hyde Park asking if we could contribute some museum and planetarium passes for their fundraiser. I don't know whether you know about Ronald McDonald House, but it is really a good institution. They requested passes. When anyone requests passes, we usually review every single one individually. In this situation it was a worthwhile cause. We're happy to lend a hand.

Again, on that same vein, we will have our doors open on May 7 for the Smithtown Rotary Club. Harlan Fisher, who was a Trustee here many years ago, is making an effort to run an automobile rally that will start here at eight o'clock before we open and be out of here by ten o'clock before we start our plant sale. It will just be a starting point. They will serve some coffee.

I will be here that day to make sure there aren't any problems. They did supply the Vanderbilt with the necessary insurance and liability, but that's also just a starting point. It's a Smithtown base, but we are aiding the County. We are a County facility, and I think it's a good way to sort of get a little bit of exposure and get those people with some cars to stop by the Vanderbilt. Maybe if they haven't been here before they will come back.

**MR. BEATTIE:**

And sell some seats.

**MR. GISH:**

Yes, and sell some seats. That did not get past me. If we could get some people who are interested in that and just use this as – we're willing to make this easy for them to do something charitable. That's what the Smithtown Rotary is. We have done the same thing with Huntington. I think to extend ourselves outside of our boundaries is a good plan. We will be doing that.

As far as I'm concerned, the catering contract, the Catering Committee for this Board of Trustee met on April 20 to discuss the contract and make suggested revisions. I have an email out to our community representative, who agreed to meet with me and address community concerns. She has not gotten back to me. As soon as I hear from her, I'll resolve that contract and any problems that they have and then get that to the County Attorney.

The cell tower – we had a crane test here on April 12. A representative from the County's DPW was here also with Michael Mule from Suffolk County Planning. Pictures for the environmental impact statement, the EIS, along with the paperwork from Suffolk County Wireless should be completed by May 4. Hopefully we will be on the agenda for the Citizen's Environmental Quality meeting on the May 18. I believe Lance and I will both go to that meeting and address any of the concerns they have there. That's the cell tower.

The Search Committee for a permanent Director will meet this Friday at ten o'clock at the County Legislative Building. Eric Noughton from the County Executive's Office, along with Terry Pearsall, Chief of Staff from the Presiding Officer's Office, will be there, along with our Executive Board. We will review the applications that have been received and the process will continue until we find a suitable candidate. Even though we have advertised in the American Association of Museums, which has ended, the search continues. We may open it up in a number of different areas, if, in fact, we think that's advisable. We will make that decision on Friday.

**MR. PETERMAN:**

Can I ask a question?

**MR. GISH:**

Sure.

**MR. PETERMAN:**

How many applications have we received?

**MR. GISH:**

I believe 17 or 18.

**MS. OLDRIN MONES:**

There were 17; there were some duplicates.

**MR. GISH:**

Yes, the stack that I printed out –

**MR. PETERMAN:**

I just want to get a sense of –

**MR. GISH:**

And they're from all over the country, Arizona, California, assorted places.

**MR. DUJMIC:**

Is there any limitation on the amount of time that an Interim Director can remain?

**MR. GISH:**

No, I have asked Terry Pearsall for a ruling on that. He said no. I believe the contract that I worked out with Lance, and I believe I sent it out to you, Lance serves at the discretion of the Board. He has agreed to hang in there at least until 2015, possibly 2016 until we can slowly but surely find a permanent Director.

**MR. DUJMIC:**

I'm just wondering if it's been run through the County Attorney's Office or Counsel to the Legislature. I want to ensure that there's nothing that would prevent –

**MR. GISH:**

As I normally do, I ran the contract passed the County before I sat down with Lance, and we went over it. That was approved ahead of time. I believe Tom also read over the contract that I revised, also.

**MR. GLASCOCK:**

I'm trying to think of what might speak on that.

**MR. DUJMIC:**

The County Charter or the Administrative Code.

**MR. GLASCOCK:**

I don't know if the County Charter would be specific to something like the Vanderbilt. Maybe the bylaws – the bylaws are generally – that they wouldn't specify term limits, so to speak. It's a good question, but I'm not sure if there's really an answer to that, which would mean that it could continue –

**MR. GISH:**

I'll check on that, but we do have a contract that says, "At the discretion of the Board," so that would be both short term or long term.

**MR. GLASCOCK:**

It's an indeterminate period.

**MR. DUJMIC:**

I just want to make sure that we're not doing anything wrong.

**MR. GISH:**

Joe, I will check.

**MR. DUJMIC:**

Lance is doing a great job. I just want to see how long possibly we can keep him, if we don't find a permanent one.

**MR. GISH:**

What I will do is check with George Nolan. Maybe he'll give me a heads-up, but I did run the contract pass him initially to make sure there were no glitches and ran it passed Tom initially before I went with Lance on that. We're not operating whimsically here. There is a contract that states there's a salary, there's a time, and at the discretion of the Board. I'm trying to follow procedures as best I can.

**MR. DUJMIC:**

Thank you.

**MR. GISH:**

On a couple of items, I just thought I'd mention to you. I did have the pleasure of escorting Legislator Ricardo Montano, along with his Aide, Robert Martinez, and our Trustee, Rodney Rodriguez, on a tour of the mansion complex on Wednesday of last week. I am happy to say that he is one of the few Legislators who has seen fit to tour the museum.

We need County officials who are familiar with the museum. Again, I offer all Legislators and members of the County Executive's Office the opportunity to see the Vanderbilt first hand, to see our staff in action, to see our Interim Director, to see our young people and their parents engaged in an educational adventure, or the students who visit us here every day from every corner of the County and the Island.

They can come and see the planetarium before it changes. They can see the mummy and the vast collections and see why this institution is unique among the museums and historic designations on all of Long Island.

I will tell you that Rodney and our Legislators spent almost two and a half to three hours here that day. In fact, Mr. Montano gave up. He said, "No, I'm done." He decided to come back and finish the tour another time. Again, I let him know that there's a lot to see here. There's a lot to do. We had a good day and had a lot of the interaction with the public. I think it was well worthwhile.

If you have been appointed by a Legislator and he or she has not been to the Vanderbilt when they make votes on whether to override or to approve capital programs, they should be aware of the boathouse and take a look at it from the water, take a look at the seaplane hangar, so they're voting on things that they are aware of. Again, I urge that to take place.

I should mention to you -- John brought this up as we came in -- we are heavily involved in car shows. In the May edition of *2011 Hemmings Motor News*, there's a wonderful article here on sports cars at the mansion. This is a national publication. Everybody gets *Hemmings*. If you have any sort of testosterone, it is a mandatory reading. If you have not seen that, I highly recommend that.

Any questions on any of the items that I just spoke about?

**MS. CAMBRIA:**

I have a question.

**MR. GISH:**

Sure.

**MS. CAMBRIA:**

Are we replacing Sarah?

**MR. GISH:**

Yes. With that in mind, I will urge members of the Board of Trustees, if you have an individual that you think is worthy of working on the Board that you know would be willing to make the meetings and work in committees and possibly could aid us in a philanthropic sense to move this Board in a direction in a new circle, maybe someone in banking or somebody who would just like to embrace the educational

institution. If you have someone in the science field, somebody who may be working at Hauppauge Industrial Park who might be able to think about the planetarium as something that they could put their name on. I would be more than willing to make a recommendation to the Presiding Officer for an individual who would come before the Parks Committee as a Trustee.

We don't have to wait for the Legislature to do that. We could move forward with someone that you think would be a valuable asset. I'm thinking about that as we head this discussion dealing with our need to raise money for seats, to do the rug, to get involved outside. Those are the things where we could really use some help and maybe be able to move in circles where some of us do not. I said that when I became President that 35 years in the high school cafeteria I only know people who I threw out for throwing French fries. So my contacts were relatively limited in the financial circle.

With that in mind, if you could think of someone who might be able to aid us in that regard, that would be spectacular. I would highly recommend that. You can email me or give me a call. That would be fine.

**MR. HAHN:**

I have a question on that contract.

**MR. GISH:**

Sure.

**MR. HAHN:**

How long have you been waiting for the neighbors to get back to us?

**MR. GISH:**

About two weeks.

**MR. HAHN:**

So why don't we give them until Friday?

**MR. GISH:**

I will push it, but I try not to push the neighbors.

**MR. HAHN:**

We have to make money here. They can either donate or they could get out of our way and let us make money.

**MR. GISH:**

I will follow through on that recommendation.

**MR. HAHN:**

For the record, I don't see why we would wait any longer. Two weeks is plenty of time. Granted there was a holiday in between, so let's give them until Friday.

**MR. GLASCOCK:**

You have to give people a deadline because they won't respond. Frankly, it's only when you reach a deadline that half the people respond.

**MR. HAHN:**

Just let them know. Give them a call or shoot them an email and say, "Friday is the day. If I don't hear from you by 12:00, I'm sending it to the County Attorney at 12:01."

**MR. GISH:**

Okay, I will move in that direction.

**MR. DUJMIC:**

Mr. Chairman, with all due respect, I agree with Chris on that, specifically. The Vanderbilt's been here for a lot longer than many of the neighbors have. We need to make money to ensure that the Vanderbilt remains here or you never know. The Vanderbilt could end up becoming some kind of affordable housing, which I don't think the neighbors would appreciate all that much.

That being said –

**MR. HAHN:**

Or an amusement park or something like that.

**MR. DUJMIC:**

It's either the Vanderbilt or who knows what might come next.

That being said, with regard to the requirement for individuals to be appointed as a Trustee of the Vanderbilt, it's my understanding that Legislator Cooper had a bill a few months ago to relax some of the educational requirements. I apologize for my ignorance, but I'm uncertain as to whether or not that bill actually made it through and was signed. Was it?

**MR. GISH:**

Yes.

**MR. DUJMIC:**

It was. So those educational requirements were relaxed.

**MR. GISH:**

Yes.

**MR. DUJMIC:**

Okay, thank you.

**MR. GISH:**

Again, we may choose to look in our direction for the needs that we think that the Board could use at this stage in the game. But it has been relaxed, so to speak.

**MR. BEATTIE:**

But it's not up to us to appoint. We can suggest. If we come up with a good list of names –

**MR. DUJMIC:**

But with regard to making recommendations to those who can appoint, it's good to know what the requirements are.

**MR. GISH:**

Would you like me to get that out to you?

**MR. DUJMIC:**

I can look that up. I'll find it. Thank you.

**MR. GISH:**

Any other questions? Any old business? Any new business?

**MR. HAHN:**

I received a call. Maybe we should have an executive session, just briefly. I just think I should share it. It's not a personnel issue, but it's a lawsuit issue.

**MR. GISH:**

Okay. Can I have a motion that we go into executive session?

**MR. DUJMIC:**

Mr. Chairman, before we go to executive session with regard to new business, there is something that was mentioned to me by Legislator Jon Cooper's Chief of Staff, Lora Gellerstein, who was here. This is in regard to Legislator Cooper's district office. I don't know if many of you were aware, but the district office of 50 Gerard Street was compromised by a fire that took place a little over a week ago.

It's my understanding that there's the potential that the Legislative office could move here temporarily. Is that correct?

**MR. GISH:**

We are looking at that proposal. We are aware of that, and we are looking at that proposal from a number of different angles and whether the feasibility or the length of time or the loss of an education center and whether that can be worked out monetary elements – remember, this might get a little trickier than you might imagine in the framework of politics. Yes, we are looking at that.

**MR. DUJMIC:**

So that's something that would have to be approved by the entire Board, correct? Or is it something that the decision can be made by the Director?

**MR. GISH:**

I believe the Director, in this case, if in fact we're dealing with improved revenue generation and if in fact the terms were met with the Executive Board, who will be involved in that heavily, if that goes through and we can generate some money during that time period, I think that Lance could probably go ahead with that without the Board, as he could sign a contract to lease out the building, as that was done in the past for an arts and crafts center. That didn't work out, but if it's revenue generation, that's key.

**MR. REINHEIMER:**

We're in negotiations with the County on a fair market value for the rent.

**MR. DUJMIC:**

Even though this is a County facility to a County Legislator?

**MR. REINHEIMER:**

Well, it's a County facility but it's not run with County funds. We can't give museum space away at less than fair market value. Having an

elected official here without revenue is not consistent with our mission and our charter. By having fair market value for property or space that we're not using provides funds for this important operation of our missions.

**MR. DUJMIC:**

Understood. I was just asking. With regard to that, if the entire Board could be kept in the loop with regard to the outcome of that, that would be great.

**MR. HAHN:**

Can I just make a motion that we adjourn the meeting and then move to executive session after that? There will be no need to vote after the executive session.

**MR. BEATTIE:**

I think Ann Marie will vote for that.

**MR. GISH:**

She's smiling already. Okay, I have a motion to adjourn with the understanding that we'll be going into executive session. Can I have a second?

**MS. OLDRIN MONES:**

Second.

**MR. GISH:**

On the motion? All in favor? Opposed? **Motion carries. (Vote: 12/0/0/3 Absent: Dr. Gittelman & Dr. Rogers. One vacant position.)** We stand adjourned. The next meeting will be May 18 at 7:00 p.m. We will now move into executive session.

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

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



**BOARD OF TRUSTEES MEETING**  
**April 27, 2011 @7:00 p.m.**  
**AGENDA**

- I. Introduction of Guests
- II. Approval of Previous Meeting Minutes
- III. Discussion of Design House at Normandy Manor
  - a. Introduction of Show House Producer, Claudia Dowling
  - b. Design Show House Update by Interim Director
- IV. Committee Reports
  - a. Treasurers Report; Ron Beattie
  - b. Development Committee Report; Ron Beattie
  - c. Education Committee Report; Gretchen Mones Oldrin
  - d. Strategic Planning; Ron Beattie
  - e. Buildings and Grounds; Kevin Peterman
- V. Interim Director's Report
  - a. Bestowing a Major Award
  - b. Report on Membership and Sponsors
  - c. Planetarium Renovation Update
  - d. 1937 Chrysler Imperial Update
  - e. Proposed Fee Restructure
  - f. Summary of May Events
- VI. President's Report
- VII. Old Business
- VIII. New Business



# SUFFOLK COUNTY VANDERBILT MUSEUM

## Treasurer Report

February 2011

	Actual February	Budget February	Variance
<b>Revenue</b>			
Admission	\$ 57,620	\$ 65,000	\$ (7,380)
Membership	\$ 11,226	\$ 11,700	\$ (474)
Museum Store	\$ 5,170	\$ 8,000	\$ (2,830)
Special Events	\$ 8,614	\$ 20,000	\$ (11,386)
Suffolk County Funds	\$ -	\$ 58,750	\$ (58,750)
Endowment	0	20,833	\$ (20,833)
Site Use	\$ 3,930	\$ 7,000	\$ (3,070)
Donations & Gifts	\$ -	\$ 3,333	\$ (3,333)
Other General	\$ 62	41	\$ 21
<b>Total Revenue</b>	<b>\$ 86,622</b>	<b>\$ 194,657</b>	<b>\$ (108,035)</b>
<b>Expenses</b>			
Salaries & Wages	\$ 63,622	\$ 75,000	\$ (11,378)
Benefits	\$ 18,012	\$ 21,000	\$ (2,988)
Maintenance & Equipment	\$ 4,530	\$ 8,666	\$ (4,136)
Insurance	\$ 7,664	\$ 7,500	\$ 164
Professional	\$ 15,456	\$ 14,166	\$ 1,290
Museum Store	\$ 4,184	\$ 4,500	\$ (316)
Telephone	\$ 2,527	\$ 2,500	\$ 27
Utilities	\$ 20,177	\$ 14,000	\$ 6,177
Supplies, Programs, Gala	\$ 8,940	\$ 8,000	\$ 940
General Expenses	\$ 6,120	\$ 4,150	\$ 1,970
<b>Total Expenses</b>	<b>\$ 151,232</b>	<b>\$ 159,482</b>	<b>\$ (8,250)</b>
<b>Excess / Deficiency</b>	<b>\$ (64,610)</b>	<b>\$ 35,175</b>	<b>\$ (99,785)</b>

**SUFFOLK COUNTY VANDERBILT MUSEUM  
TREASURER REPORT FOR THE YEAR ENDING 2011**

	Actual January	Actual February	Budget March	Budget April	Budget May	Budget June	Budget July	Budget August	Budget September	Budget October	Budget November	Budget December	Project Year End	Business Plan	Dollar Variance
<b>REVENUE</b>															
<b>EARNED INCOME</b>															
Admissions	29,967	57,620	57,000	75,000	65,000	52,000	75,000	75,000	38,000	45,000	60,000	45,000	674,587	700,000	(25,413)
Membership	945	11,226	2,700	4,700	3,200	3,700	5,700	4,700	4,700	3,700	3,200	3,300	51,771	55,000	(3,229)
Museum Store	2,298	5,170	7,000	9,000	11,000	5,000	9,000	8,000	4,500	4,500	5,000	5,000	75,468	80,000	(4,532)
Special Events	3,868	8,614	6,000	6,000	6,000	6,000	20,000	20,000	31,000	6,000	8,000	8,000	129,482	140,000	(10,518)
Suffolk County Funds	0	0	58,750	58,750	58,750	58,750	58,750	58,750	58,750	58,750	58,750	58,750	587,500	705,000	(117,500)
Endowment	0	0	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,837	208,334	250,000	(41,666)
Site Use	14,175	3,930	5,000	7,000	33,000	15,000	18,000	18,000	18,000	18,000	8,000	6,000	164,105	160,000	4,105
Donations & Gifts	1,000	0	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,337	34,334	40,000	(5,666)
Other General	41	62	41	41	42	42	42	42	42	42	42	42	521	500	21
<b>Total Earned Income</b>	<b>52,294</b>	<b>86,622</b>	<b>160,657</b>	<b>184,657</b>	<b>201,158</b>	<b>164,658</b>	<b>210,658</b>	<b>208,658</b>	<b>179,158</b>	<b>160,158</b>	<b>167,158</b>	<b>150,266</b>	<b>1,926,102</b>	<b>2,130,500</b>	<b>(204,398)</b>
<b>EXPENSES</b>															
Salaries & Wages	69,848	63,622	80,000	82,000	87,000	87,000	99,000	99,000	87,000	87,000	85,000	85,000	1,011,470	1,026,000	(14,530)
Benefits	23,009	18,012	23,000	22,000	24,000	24,000	26,500	26,500	24,000	24,000	22,000	22,000	279,021	279,000	21
Maintenance & Equip.	2,772	4,530	8,666	8,666	8,666	8,666	8,666	8,666	8,666	8,666	8,666	8,674	93,970	104,000	(10,030)
Insurance	7,500	7,664	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	90,164	90,000	164
Professional	10,115	15,456	14,166	14,166	14,166	14,166	14,166	14,166	14,166	14,166	14,166	14,174	167,239	170,000	(2,761)
Museum Store	524	4,184	4,000	4,500	4,000	2,500	3,000	3,000	2,500	2,000	2,500	2,000	33,208	35,000	(1,792)
Telephone Communic.	2,738	2,527	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,265	30,000	265
Utilities	19,251	20,177	16,000	13,000	13,000	13,000	21,000	20,000	18,000	13,000	12,000	14,000	192,428	185,000	7,428
Supplies, Prgm., Bail	3,033	8,940	8,000	8,000	8,000	8,000	9,000	13,000	23,000	15,000	11,000	12,500	127,473	126,500	973
General Expenses	1,797	6,120	4,150	4,150	4,150	4,150	4,150	4,150	4,200	4,200	4,200	4,200	49,617	50,000	(383)
<b>Total Expenses</b>	<b>140,587</b>	<b>151,232</b>	<b>167,982</b>	<b>166,482</b>	<b>172,982</b>	<b>170,982</b>	<b>195,482</b>	<b>198,482</b>	<b>191,032</b>	<b>178,032</b>	<b>169,032</b>	<b>172,548</b>	<b>2,074,855</b>	<b>2,095,500</b>	<b>(20,645)</b>
<b>Excess / Deficiency of Revenue</b>	<b>(88,293)</b>	<b>(64,610)</b>	<b>(7,325)</b>	<b>18,175</b>	<b>28,176</b>	<b>(6,324)</b>	<b>15,176</b>	<b>10,176</b>	<b>(11,874)</b>	<b>(17,874)</b>	<b>(1,874)</b>	<b>(22,282)</b>	<b>(148,753)</b>	<b>35,000</b>	<b>(183,753)</b>

# Sponsor A Chair

C A M P A I G N

BE A PART OF THE PLANETARIUM



SPONSORS WILL BE FEATURED ON A CUSTOM

*"Donor Recognition Wall"*

PERMANENTLY MOUNTED IN THE  
PLANETARIUM LOBBY.



SUFFOLK COUNTY

VANDERBILT



April 7, 2011

Dear Members and Friends,

On Sunday, May 15, at 7:00 p.m., Huntington Cabaret will be offering a performance of an original cabaret show, "Fly Me to the Moon," as a benefit for the Vanderbilt Museum and Planetarium. Guest artist Tanya Holt, a New York City jazz and cabaret singer and Long Island resident, will be joined by 16 other Long Island singers, adults and teens, straight from sold-out shows in New York City.

Linda Ray, director of Huntington Cabaret, is donating the show and producing the event. The cast has performed recently in New York City to sold-out audiences.

Ray directed the show with noted New York City musical director Joshua Stephen Kartes. The evening will include an auction (beginning at 6:15) and a sale of gourmet desserts at intermission.

Proceeds from the event will support the museum and its programs. Auction items have been donated by Long Island merchants and businesses as well as by New York City theaters, museums and restaurants.

Tickets are \$15. A limited number of seats are available, so early ticket purchase is strongly encouraged.



Tanya Holt

You may purchase tickets on our website ([www.vanderbiltmuseum.org](http://www.vanderbiltmuseum.org)) or by calling the museum at 631-854-5579.

Linda Ray founded Huntington Cabaret in 2001. Her collaborators include noted, award-winning musical directors from the New York City cabaret world. Ray produces and directs original cabaret shows in leading New York City clubs featuring exceptional professional and pre-professional Long Island singers, teens through adults. Huntington Cabaret has raised more than \$40,000 in recent years for Habitat for Humanity of Suffolk, Multiple Sclerosis, and Visiting Nurse Service and Hospice of Suffolk.

I hope you'll join us for this evening of great music by some extraordinary singers.

Lance Reinheimer  
Interim Executive Director

# **FLY ME TO THE MOON**

**Benefit Cabaret Performance for Vanderbilt Museum**

**Sunday, May 15, 2011**

## **AUCTION ITEMS as of April 26**

### **SPECIAL AUCTION**

**IPAD, \$500 Value**

#### **Len Marks Photography**

**Professional personal head and shoulders portrait  
(headshot)**

#### **NEW YORK, NEW YORK...**

#### **Come to the Cabaret**

**Tickets to The Duplex, premier NYC Cabaret Club  
Tickets to The Metropolitan Room, premier NYC Cabaret Club  
\$50 Gift certificate to I Tre Merli Bistro, Greenwich Village  
2 passes to The Rubin Museum...Himalayan Art**

#### **On the Town**

**Tickets to the Irish Repertory Theatre Tickets to the York  
Theatre  
Dinner for Two...SAGAPONACK Restaurant, West 22 Street,  
2 passes to the Museum of Arts and Design**

#### **Dinner and Theater**

**2 Tickets to the York Theatre Company  
Gift certificate to Tony's DiNapoli Restaurant \$75  
2 passes to the Museum of Arts and Design**

#### **Cocktails and Comedy**

**Passes to Dangerfield's Comedy Club  
8 passes to Chicago City Limits Improv Comedy Club (\$120  
value)  
\$100 gift certificate to the Flatiron Lounge...A cocktail lounge  
specializing in unique cocktail creations**

### **Huntington Epicure**

**\$50 Gift Certificate to Jonathan's Ristorante Huntington**

**\$50 Gift Certificate to Dao Huntington**

**2 Gift Certificates @ \$50 each to R.H. Riley's Restaurant Huntington**

### **An Evening by the Sea**

**\$100 gift certificate to The Waterview Restaurant, Port Washington**

**Louie's Oyster bar and Grille, Oyster Bay**

**2 tickets to Landmark Theatre to see Lucie Arnaz**

### **LUNCH AND A MATINEE**

**\$25 Gift Certificate to Canterbury Ales Huntington**

**Lunch for 2 Bistro 44 Northport**

**Cinema Arts Centre Dual Membership**

### **ON THE TOWN**

**Gift Certificate to the Mill Pond Restaurant, Centerport**

**John Engeman Theatre tickets (\$120 value)**

### **KIDS BUNDLE**

**Bowling passes, Melville**

**Family Membership to the Nassau Museum of Art**

**Toddler Towel with Hood**

**2 Family Passes to The Children's Museum**

**Family passes to The Children's Museum of Art, NYC**

**Passes to Atlantis Marine World**

**2 passes to Adventureland**

**2 passes to the Elwood Movie Theater**

**Multiple Toys**

### **JEWELRY**

**Item from Libutti Jewelers, Huntington**

### **FEELING GOOD**

**Kayak Rentals for 2**

**Massage by Joanne Natoli**

**\$75 nail kit**

**One Month of Free Classes at Body and Soul**

**\$95 gift certificate to Haven Hair Spa...haircut, deep conditioning, mini facial**

**Arbonne Basket donated by Dr. Lesley Rechter**

**Health Basket and Services donated by Suzanne Gruber**

**A TASTE OF PORTUGAL**

**from FADO RESTAURANT, Huntington  
Basket with wonderful Portuguese items  
Gift certificate to FADO  
Bottle of Portuguese wine**

**A TASTE OF TUSCANY**

**Everything for a dinner party  
Beautiful Painted platter  
Gift certificate to Sal's Market, Massapequa \$25  
Gift Certificate to Off the Hook fish store  
Gourmet Food Gift Certificates  
Bottle of Red Wine  
Bottle of White  
Chocolates**

**SPRING IS HERE**

**Hanging Flower Basket from Fort Hill Nursery, Huntington  
Gorgeous Cookies by Design Flower Cookies Basket  
Prianti Nursery \$25 gift certificate**