

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 October 19, 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
Duncan Armstrong – Trustee
Betsy Cambria – Secretary
Christopher Hahn – Trustee
Kevin Peterman – Trustee
Joseph Dujmic – Trustee
Peter Gunther - Trustee
Lance Reinheimer – Interim Executive Director
Lorraine Vernola – Staff
Ann Marie Pastore - Stenographer

Absent:

Tanya McKay – Trustee
Rodney Rodriguez – Trustee
Dr. Steven Gittelman – Trustee
Dr. William Rogers – Trustee
Thomas Glascock - Trustee

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

MR. GISH:

We will begin the Suffolk County Vanderbilt Museum Board of Trustees. I'd ask you all to rise for the Pledge to the Flag.

(SALUTE TO THE FLAG)

We will postpone our acceptance of the minutes until we have a quorum. Do you have a list of guests in attendance?

MS. PASTORE:

Yes.

MR. GISH:

Obviously, there's no one in the audience, so no one wishes to address the Board at this stage of the game.

We will move to committee reports. Gretchen, Education Committee.

MS. OLDRIN MONES:

The thing that is most worrisome to staff right now is the uncertainty of the new planetarium construction timeline.

Because of this uncertainty, many schools are unable to commit to bookings. Of course, this negatively impacts our revenues now and in the immediate future.

Nevertheless, some reservations have been booked and there is even the occasional booking of two education programs per day. In the interim, while awaiting an official start date, staff is conditionally taking planetarium bookings through December. They are working on putting together programs, lesson plans, and sponsorship packages.

With the holidays on the horizon, mansion staff is decorating for Halloween. The decorations are more elaborate displays than in the past and are in place for the second half of October.

The Halloween Special, "Our Night Out," will be October 23. If you don't have one of these cards, I will pass it around, so you can see how it looks.

Other "Our Night Out" programs are scheduled for November 13 and December 4. Also on December 4 is the annual Christmas Tree Lighting.

Stephanie has finalized holiday season decorating schemes for the volunteers from the garden clubs. This year's holiday dinner will be on December 10 with seatings at 6:00 p.m. and 8:00 p.m. at a price of \$100 per person.

Continuing a tradition of doing more with less staff, hours for greeters and guides have been cut back. Some staff has been furloughed, and all staff has taken a 10 percent cut.

The Living History Program ended on Labor Day. Regular house tours for the last two weeks in September were down from the same period last year. Last year 819 people took the mansion tour between September 12 and the 30th. This year the number was 650.

Some factors to consider are that the mansion was closed on Tuesday, Wednesday and Thursday in September, 2011, while it was open those days in 2010. Another factor is that the Show House opened September 3.

The Arena Players have moved into their new home in the Ed Center. An improvement was made to the floor. It was epoxied – made terra cotta color with flakes for interest. It's a nice look and something similar is being considered for the turntable.

As you know, the Show House closed October 16. It was featured in *The New York Times* on Sunday September 18 in the Metropolitan Section. If you didn't see that, here's a copy.

News 12 filmed art students from Huntington High School at the Show House with Lance and Stephanie. The piece was scheduled to air on October 10.

Attendance was about one-half of what was initially projected, possibly due to the continuing economically challenging times. The mansion cards generated additional funds from those people who added the mansion tour to their Show House experience.

Something unexpected and really interesting came out of the Show House experience. One of the visitors was a woman who grew up in Normandy Manor until her parents sold it in the 1980's. Essentially

the Berry family lived there for 30 years or one-half of the total time that the House was in public ownership. She has pictures and memories to share with Stephanie and the archives.

The Yellin NYSCA grant closed on September 30 and the final report was submitted. Nina Sangiamino, our curatorial grant intern, is continuing as a volunteer to assist with archival projects two days per week.

Finally, prospective collectors continue to surface regarding the Chrysler. Stephanie is finalizing formal procedures and paperwork for the upcoming sale. Dates for submission of sealed bids and subsequent sale dates will be announced soon.

That is the end of the Education Report.

MR. GISH:

Any questions? Ron, Development Committee.

MR. BEATTIE:

We just had a meeting. We are reforming the committee into sub committees. We've agreed that we're going to meet on a regular basis the Wednesday before our Board meeting, so that's going to be the second Wednesday of every month at 7:00 p.m. We're going to try to do it in centrally located offices. I'm going to be calling the County to see if we could get a conference room at the Legislature.

The other two main things that we discussed – well, let me talk a little bit about the sub committees that we now have. There is a Marketing and Visitor Experience Sub Committee that I'm going to head up. There is a Fundraising Sub Committee headed by Joe Dujmic. There's an Events Sub Committee headed by Rodney Rodriguez. Wait, that's not confirmed yet. There will be an Events Sub Committee. There will be a Public Relations Sub Committee. Duncan Armstrong is going to be the Board Member with Pat Keefe, who is on staff. A Grant Writing Sub Committee will be formed that we are still to get a Board Member for.

MS. OLDRIN MONES:

I believe Joe Dujmic and Duncan will be on that.

MR. BEATTIE:

Okay, so they will both be on that with Elizabeth. We have a Membership and Corporate Giving that we will speak to another Board Member about.

There will be some discussion about the gift shop. The key thing is when we enter the dark periods of this winter without the planetarium open, there is a significant hole we have to fill in terms of income. So that's going to be our focus primarily – where do we get the additional funds during that period. There is going to be another initiative that we didn't talk in the Development Committee about, but that will be a subject today.

The only other thing is, and we don't have a quorum here for the vote right now, so should I leave it until we have a quorum and then discuss that other initiative?

MR. GISH:

You can discuss the map if you want. I'd like it to be on the record.

MR. BEATTIE:

This one is the take-away map. This is one page of the take-away map that's supposed to replace the mimeographed – I wouldn't even say zeroxed, I would go back to the mimeographed – take-away map that we've been using all these years.

This is actually two-sided, and it's going to fold into a tri-fold with the back having more information on it. But the key thing for the Board Members is if you know people, we're selling ad space at the bottom of this for \$500 a pop. We need seven spots filled for the first run so that we don't have to – we're not going to take any money out of operating for this. It's got to be a self-financed effort.

This is one thing that's a building block for when we open up the planetarium again. But the other issue is when we do have visitors, that they take away something from here that is slick, it's glossy, it's got membership information, so that hopefully they will sign up as members and come back and visit.

If any Board Member knows someone, we're thinking restaurants in the area when people visit, it's a natural for them. If they want to put a little discount, x percentage discount for if you show your Vanderbilt ticket. Law firms in the area, real estate firms in the area, car

dealerships, whoever we can get – we're only asking for seven spots at \$500 a piece.

MR. GISH:

Any help that any of the Board Members can do to reaching that goal would be greatly appreciated.

MR. BEATTIE:

The last thing is that we talked about putting on a brand new event that would take place about a year from now. It's not going to help us in the immediate term, but it's something that could probably be a big revenue generator for us in the future. That's to do a new Vanderbilt Cup in the form of a marathon that runs the entire length of the Vanderbilt Motor Parkway from Lake Ronkonkoma all the way to the museum, finishing here with a festival, etcetera. We are estimating that we can net \$100,000 from doing that event once a year, late fall. There aren't enough people to take a vote on this, so we will leave that to hopefully have a quorum. That's the end of Development Report.

MR. ARMSTRONG:

(Inaudible)

MR. BEATTIE:

Sorry, they couldn't hear you.

MR. ARMSTRONG:

I was suggesting that the cup, if we're going to have a cup, be almost an imitation of the original one. That is the race cup.

MR. BEATTIE:

What we had intended was instead of actually giving a cup, we can give an award to the top male and top female in the small version of it, but a Vanderbilt Marathon Cup would be held here with etched-in writings of who those people are for that particular year.

MR. GISH:

Good. Any questions on the Vanderbilt Cup?

MR. DUJMIC:

I just think it's a great idea. It's really innovative thinking. It makes a lot of sense. I think it's a good idea. I commend you on that.

MR. BEATTIE:

Thank you.

MR. GISH:

We will defer the Buildings and Grounds, so we will defer that report. I will give you a quick update on both catering and cell tower committees.

The catering – Lance and I had talked last week on catering that was relayed to us by the County Attorney's Office the week before. This week I have been in contact with Patricia Jordan at the County Attorney's Office to make those corrections that we sat down and made. They were minor in nature, but once again we had to take a look at it as a full board. It's now back in the County Attorney's hands. I should hear from them very, very shortly.

I would expect that that catering contract will be completed, at least from our point of view, by the end of this calendar year. It should be out of our hands and in the hands of the County Legislature for their approval and the approval of their Attorney, George Nolan. We will have no more input with that by the end of the year.

MR. BEATTIE:

At some point, we have to approve it.

MR. GISH:

Yes, at some point the Board has to vote on it.

MR. BEATTIE:

Is that before the Legislature votes on it or after?

MR. GISH:

The Board would have to vote on that first. We have to go to them with one recommendation. That's going to have to be our responsibility.

MR. ARMSTRONG:

There will be new Legislators on board come January. Would it behoove us do it before they are out of the office?

MR. GISH:

There is no delay here at all on my part. I'm just trying to get all the legalese taken care of. That's really what it is. To make sure that the contract that we're putting together now – and I think it's now up to

55 pages, if I remember correctly in my last examination of that contract. We have spent numerous hours on this. Lance and I spent four hours one day with the County Attorney going over it. Then we made revisions through email, and we met again for about four hours, and then again for two hours.

It's not something that is sitting around. We're actually doing it, but they have questions. The County Attorney wants to make sure that it follows the – because if I get hit by a bus load of nuns on the expressway, somebody else is going to have to be able to pick that up and know exactly what that means. If the next Board is going to be happy with that agreement because it is a ten-year agreement, as it is now, with a renewal clause, it's going to encumber the Board for a while, so it's got to be something that we're all going to be happy with.

MR. ARMSTRONG:

I'm sure there's been a lot of work and effort involved.

MR. GISH:

It's not something that I do with a full Board because we would be here until one o'clock in the morning, if we did the contract here.

MR. ARMSTRONG:

If you get run over by nuns, does that mean you're going to heaven?

MR. GISH:

I'm hoping. That's why I'm putting the nuns in there early.

Cell tower is the same place as it was the last time. We are not moving on it from the point of view of Suffolk Wireless. They are not moving forward to expend any amount of money until the County signs a contract.

We had our public meeting, as I'm sure you are aware. We did meet with the CEQ Committee to address the problems. I believe that was in late September. I think it was September 23, if I remember correctly, to address concerns dealing with alienation of parkland. They were resolved; however, the CEQ did not like the ruling of the County Attorney's Office. But I am proceeding to follow the rest of their recommendations.

We will have a balloon test sometime along the lines, in which I'll raise a balloon at the site of the cell tower, and we'll take pictures from the mansion and from the marine museum. Those pictures will then be

sent to the CEQ for their observation also. So we're slowly but surely meeting all the requirements that they would like before we get approval from the County Legislature. Joseph?

MR. DUJMIC:

I feel it's incumbent upon me to just make a few brief statements. With this whole cell tower issue, it becomes somewhat of a political piñata over the past few weeks. Unfortunately, this is what happens at this time of the year. You have people posturing for positions and basically using the Vanderbilt as fodder, which has become very common over the past four or five years, at the very least.

Unfortunately, there are individuals who at one point supported us and have since rescinded their support. I will say that I am completely disappointed considering I don't know if they know the details of the proposal.

That being said, these are the same individuals that threatened to shut down the Vanderbilt or allow the Vanderbilt to be shut down unless the Vanderbilt found another source of revenue, some type of income. This way the Vanderbilt would not be so reliant upon the County, the General Fund and their coffers.

From what I have seen in my short time here on this Committee, is that this committee has worked tirelessly to meet those obligations or expectations that have been set out by the County Legislature and the County Executive.

I think we need to move forward as a Board when the opportunity presents itself to move forward with the cell tower. It's an important revenue generator. I understand there are concerns on the part of some of the individuals who live in the community, but unfortunately you're going to find this NIMBY type of thinking in most communities.

That being said, the same individuals who are supposedly concerned for their health related issues that may or may not come along with cell towers are walking outside and putting their cell phones to their ears.

Again, it's NIMBYism at its worst. I think that they should really take into consideration what might happen to the Vanderbilt if, in fact, we are unable to bring forth these types of revenue streams now and in the future. Would they feel better if this was converted into some type

of affordable housing? I'm sure they would have opposition to that, as well.

The Vanderbilt is going to do what the Vanderbilt has to do in order to stay functional and to stay open to the public. I have to say, I'm really concerned. I just wish that certain individuals would show some courage on this issue.

MR. GUNTHER:

I would like to back up Joe's statement, also. Being a person that was born and raised here, and for every person who had come here and made a complaint, there are 100 people that don't come and voice their opinions, who I speak to on a daily basis. Those people are very much in favor of having that cell tower put here at the Vanderbilt for many reasons. Some people are boaters. Some people live on the point here and also on the other end who have no cell service at all. Some people don't have regular telephones anymore. They did away with them, and all they have are cell phones. I would like to see that project spearheaded, so the money could be brought to the Vanderbilt as soon as possible.

MR. ARMSTRONG:

Another thing to note is that the towers today are going to be either used in another fashion that will not do what is touted to be as dangerous. The technology is changing so quickly, that very soon that technology is going to be replaced with newer technology that's not going to require the kind of waves that they are saying that are a problem with the microwaves. It's changing. It's going to be changed very quickly. The "tower" will not be dangerous in a very short fashion. It won't be long.

MR. DUJMIC:

Mr. Chairman, if I may, if I'm in the position to do so at the time when this comes before a vote at the committee level, as well as the meeting of the full Legislature, I would be more than happy to lobby on behalf of this project with all the Legislators.

MR. GISH:

Thank you. Just to add to that, sometimes it gets lost in the litany that we just sort of arbitrarily and capriciously decided to put up a cell tower with no planning or preparation or concern for the welfare or safety of individuals on the property.

All of the information that I have gathered based on the height of the cell tower at 140 feet and what that would be at ground level and based on reports from the World Health Organization, which I do not think is the liberal arm of US Media, and the FDA and all the major agencies that I have looked into. They do not count it as a hazard for anyone on the ground level. In fact, the note was that many more people who have not tested their microwave this year are probably getting more of an adverse reaction through those waves than they would from the cell tower. You get more from your baby monitor on a ground level in a baby's room than you would from the cell tower at 140 feet.

We have considered all the placement on this property. We do have young people that come here. There are members of this Board who have families who would not in any way, shape or form be in favor of a project that would do harm to individuals, be they children or the staff that inhabits the property.

I looked long and hard before we began this project. It is not something that if there was in any way, shape or form – if the current information, if any of the scientific research pointed to that, that would not go forward. At this stage of the game, all of the scientific research, credible scientific research by those agencies that hold in a somewhat esteemed or educated in this fashion state that there is no known relationship. That's something to consider.

We will move forward on the cell tower. Again, the Legislature has the final say on its approval. But we will meet the requirements to the CEQ. Obviously, we have to meet the requirements for Historical Review.

When we began this in 2008, everyone on the Legislature was in favor of us moving forward with passive income to be able to do that. We have continued on that path. We will do so until such time as there is no possible avenue for me to pursue.

MR. ARMSTRONG:

I wanted to suggest something, maybe perhaps something put in the public as to the research and the work and the effort to see how the tower is deemed not dangerous be put in the paper somehow -- an article written in the positive side instead of the negative. I just saw one in Mastic. There were about 20 people around the Mastic post office because they were against another cell tower being put out there.

Mastic is, obviously, an area that's not set up with towers a lot. It's a pretty rough area, and they need cell towers there. They are at least planning to try to put one up there. That was a negative article. Maybe we could find some positive articles, if somebody will write us an article. I know that we have a gentleman who goes over to the Legislative Office here. He writes for a couple of papers.

MR. GISH:

Sadly that was not reported too well. In July 2009 when we had the public meeting here, I did bring in experts dealing with radio frequencies from the American Medical Association. We had them all here for the public meeting that addressed everyone's concern, even dealing with the individual who thought that his tomato plants wouldn't grow with a cell tower. They were all addressed at that meeting. I felt that we had done a good job but probably could have done better.

MR. GUNTHER:

Mr. Chairman, from my experience of bond votes and talking to the public and having many meetings with the public, I think that we should only do what we are legally required to do, and that's all we should be doing.

MR. DJUMIC:

I have to say that, Duncan, I think your heart is in the right place. I think you want to educate, but I don't think it will matter. I think we could put as much information out there as we can. I think it just may, in fact, as Peter just alluded to, may have the opposite effect. It may embolden people more because for every study that we find, I'm sure they are going to find some study somewhere else, and it will just continue debate.

I think we have done everything that we needed to do with regard to having public hearings, even though it's my understanding – and I wasn't here at the public hearing because it was my birthday, so I apologize, but I did read the minutes, and didn't seem like it was a very pleasant place to be. I'm kind of glad I missed it on my birthday.

I think that we have done everything that we need to do legally from the standpoint in regard to the community. I think we need to leave it to this Board and then subsequently the Legislators to vote their conscience and hopefully the ones who were supporting it in 2008/2009 will also support it when it comes up. If they're no longer

there, then we need to do some lobbying of the newer Legislators and maybe educate them a little bit.

MR. ARMSTRONG:

The newer one that may or may not be in the position of Jon Cooper's office situation is not going to be resistant to the cell tower.

MR. DUJMIC:

Not going to be?

MR. ARMSTRONG:

I've heard to the contrary.

MR. DUJMIC:

I have actually seen – this is the first time really that the Democrats and the Republicans agree. I have read that both candidates are opposed to it.

Again, this is October 19. The election is 20 days away. This is the kind of thing that's going to happen. They came out against it, but you know what? We've already had a Legislator first support it and then oppose it. Maybe we'll have one that first opposes and then will support it. Regardless, even if we don't have the Legislator for this district, that doesn't mean that the bill is dead. There are 17 other Legislators, and hopefully the vote will be 17-1.

MR. ARSTRONG:

That's the first time I've personally experienced a flip-flop.

MR. DUJMIC:

That's the first time I have experienced Democrats and Republicans agreeing on something.

MR. GISH:

Director's Report.

MR. BEATTIE:

I'm sorry, Mr. Chairman, but you skipped the Treasurer's Report.

MR. GISH:

I'm so embarrassed. It's a pretty good segue into what we've been talking about. If you take a look at the numbers, we need more revenue stream. Anybody who thinks that we would do anything to endanger the public to get a revenue stream such as the cell tower, is just crazy. I'm sorry. There's no better way to put it. If you look at

these numbers, we've been making the cuts. Gretchen talked about the furloughs. These are painful – our staff is probably the most dedicated staff that you will find anywhere, to not have had raises for how many years?

MR. REINHEIMER:

There are some employees that haven't had raises in ten years. It's not unusual.

(Ms. Betsy Cambria entered the meeting at 7:40 p.m.)

MR. BEATTIE:

And then making further cuts in the economic climate that we're in. We need to have these other sources of income. I thought I would pull your attention to the Treasurer's Report to show the magnitude of that.

MR. REINHEIMER:

I think it's important, Ron, to show that when the Planetarium closed in August, our admission revenue went from almost \$56,000 down to \$20,000. That's a significant drop. The planetarium drives the revenue stream for the museum. We can't have as many school programs or children on campus. We're feeling it now.

MR. BEATTIE:

It's approximately a \$400,000 hole that we have to fill with the planetarium being closed annually.

MR. DUJMIC:

How much is the hole?

MR. REINHEIMER:

About \$400,000.

MR. GISH:

That's the main source of revenue generation for the museum.

MR. DUJMIC:

And how much would the cell tower generate annually?

MR. GISH:

Approximately \$100,000.

MR. DJUMIC:

That's a quarter of it.

MR. GISH:

But the current contract, there's a bump in there that we agreed to initially which means that upon signing the contract with the County, there's a \$50,000 disbursement to the Vanderbilt from the cell tower developer -- not the provider, but the developer -- within eight months following the completion and the CO, there's another I believe \$80,000 or \$100,000 that comes in a bump. That's \$150,000 that would come in one shot while waiting for the providers to be placed on.

That was one of the reasons that the Board that you're looking at here when we reviewed that RFP and chose that company, Suffolk Wireless, that was one of the reasons because they guaranteed up-front money that we thought we needed, which we actually had. I believe Lance was with BRO at that time. We actually included that in the 2009 budget that we had. We thought we would at least have \$50,000. I think we put it in our 2010 budget. We have always lost that. There's always been a \$150,000 short from what we expected. It just never came in. That's something to consider also, that that first big punch was something that we thought would be very, very helpful.

MR. BEATTIE:

Especially when this went dark.

MR. GISH:

That was part of the thinking. Anything else, Ron?

MR. BEATTIE:

No, unless anybody has any questions.

MR. GISH:

We do have a quorum at this stage. I'd like to approve the minutes for the September meeting.

MS. OLDRIN MONES:

Motion.

MR. BEATTIE:

Second.

MR. GISH:

Any questions? All in favor? Opposed? **(Vote 8/0/0/7 Not Present: Mr. Peterman & Mr. Hahn. Absent: Mr. Rodriguez, Mr. Glascock, Dr. Gittelman, Dr. Rogers & Ms. McKay)**

Is there anything else we needed to get approval of?

MR. BEATTIE:

Yes, the marathon.

MS. CAMBRIA:

What about the brochure?

MR. BEATTIE:

I thought the idea of the brochure was to go out and sell \$500 spots. That's the only approval we need.

MR. GISH:

I'll speak to Betsy about that.

MR. BEATTIE:

I believe Betsy knows about that.

MS. CAMBRIA:

Yes, but I could use a refresher on that.

MR. BEATTIE:

Okay, this is the take-away piece that's going to be a tri-fold. It's going to have a membership on the back, etc. But this is where people come to visit the Vanderbilt instead of the mimeographed sheet. It's a nice glossy piece with a map. It shows them where things are and what to find on the grounds. This needs to be self-financed. To self-finance this, we need to settle \$500 spots at the bottom – seven of them.

Restaurant, law firms, car dealers, preferably local businesses who would benefit from someone coming here, seeing this and saying, "Oh this is a great restaurant right down at the end. Maybe I'll go there."

And then the one that we did needed to take a vote on is an initiative that we had spoken about at one of the executive committee meetings, I believe, which is the Vanderbilt Cup Marathon to run from Lake Ronkonkoma all the way up Vanderbilt Motor Parkway to end here.

I proposed that I would take the whole thing on so that we really don't need to have much Board Member involvement on this. But I'm estimated that we could net out of that \$100,000 and do it approximately a year from today.

MR. GISH:

Okay we will need approval to move ahead with that.

MR. BEATTIE:

Yes. I'll make a motion to approve the Vanderbilt Cup Marathon initiative.

MR. ARMSTRONG:

Second.

MR. GISH:

All in favor? Opposed? **Motion carries. (Vote 8/0/0/7 Not Present: Mr. Peterman & Mr. Hahn. Absent: Mr. Rodriguez, Mr. Glascock, Dr. Gittelman, Dr. Rogers & Ms. McKay)**

Director's Report.

MR. REINHEIMER:

Gretchen covered a lot of areas that I was going to cover, too, but maybe I'll be able to give you a few more details.

Sunday was the closing of the Show House. For Sunday we invited the neighbors to come through the Show House. They were comped. We also had champagne, wine and some hors d'oeuvres for them and the general public that was there, also. All total we had about 100 people go through the Show House on Sunday. A lot of the neighbors did show up, and a lot of the neighbors did appreciate the invitation. Like anyone else that went through the Show House they were just in awe of everything that went on in making that such a beautiful facility. That was very positive.

As Gretchen had said before, I'm personally disappointed about the attendance. It was interesting. The first two weeks went well. The second two weeks there was a lull, and the last two weeks finished up well. Some of it was weather. We had a period of some really rainy days, to the point where it was heavy rain, and that did impact the attendance. We had 1,863 paying attendees. Then people were able to come back a second time if they brought another paying person

with them. So we had about 400 non-paying guests. So we had about 2,300 in total, which is about half of what I was hoping for.

We haven't had a final accounting. That will take place next week. Our accountant will look at the bank records and the documents. He has been getting the weekly reports on a regular basis. Where we are now with money that's in the bank and anticipated expenses, the museum should come away with about \$16,000 in net profits from that event, in addition to having approximately \$200,000 of in-kind donations for improvements to the house, which included the landscaping, two patios, a stainless steel side-by-side refrigerator, a new dishwasher, complete new kitchen, new bathroom, and a new lavatory.

It was very successful. We got tremendous feedback. The public enjoyed it. We got good press, good coverage on News 12. That was a real success.

MR. GUNTHER:

Lance, I'd like to thank you for your foresight and all the hard work you did. I think it was an excellent program. Thank you.

MR. REINHEIMER:

Thank you. I think it put a good light on the Vanderbilt. Nothing but positive can come from that. It was a good event. I have to thank Claudia Dowling and the 18 producers that were there because they put together nice designs that were consistent with the historic nature of the house and blended with the house. It's interesting that each designer put together their concept separately. When they came together, the house worked. I think part of that was because it was a historic design restoration. So they really paid attention to the historic part of that.

The planetarium, as we know, closed August 1. We saw the admission revenue drop off. Like many County projects, it's behind schedule, and not through any fault of any one person or any agency. Public Works is working to put together the contract for the HVAC contractor. They have the general contractor. The purchase order was signed. The contract is signed. The general contractor is ready to go. The electrical contract is ready to go. They haven't asked for a purchase order on that because they want to coordinate that with the HVAC and have those two agreements and estimates work together because obviously electricity has to go with the HVAC contract.

(Mr. Kevin Peterman entered the meeting at 7:50 p.m.)

My personal feeling from talking to people in the County is that I don't think anything will happen before the beginning of the year. December 1 is a possibility, but I think nothing is going to happen until the beginning of the year.

We're trying, as Gretchen has said, to get school groups in here, but there's some difficulty because they want assurances that we're going to be here and be able to accommodate them. When you go out 30, 60 days down the road, we try to assure them that we will be able to accommodate them, but we can't say for sure that we can guarantee it. It's a real push to try to get school groups here.

We did schedule three "Our Night Out" programs. The first one is this Sunday. The next one is the beginning of November. And the third one is December 4, which is a Sunday. I think we'll be able to accommodate all three of those dates. That's a real popular program. We expect that to be successful.

We're still looking at chair samples. We received another sample last week. It gives us an idea of what to look for. We're writing up specs. We're going to send the chair out to bids. We've gotten some help from Public Works in writing those specs. With the third chair, it just helps us crystallize what we're looking for in chairs. When you look at these chairs side by side next to each other, there are differences that you wouldn't be able to see if you didn't have a cross section of chairs.

We had a major retailer, which I don't want to say on the record, who came in here. I'm working with them to try to get them to sponsor the carpeting for the planetarium. We went into the Museum of Natural History and went to their planetarium show.

It was interesting because their lobby has a rubberized floor for soundproofing, which is something that we're considering for here for maintenance and upkeep. We can keep it clean. It won't stain from water. To do a rubberized entrance way through the lobby, carpeting in the planetarium area, the theater, and carpeting through the classroom and offices and also talking to them about redoing the carpeting on the walls.

They measured everything. Then we can do deletes. My vision is to have them sponsor the carpeting and at least be a major contributor to the carpeting. So that's pretty exciting. That was this week when

they measured. I hope that in time that this develops into a sponsorship. The timing is good. They're assured that this project is going off the ground. It's going to happen. The delay works against us in some ways, but it works for us because they need lead time to go to their suppliers and see if they can get their suppliers to donate the materials. It gives us more time to work for sponsorship. We just received a \$5,000 grant sponsorship for the planetarium from BA Systems right now here in Greenlawn. We were notified two days ago that they are donating \$5,000 for the planetarium renovations. That's pretty exciting.

The Chrysler is moving along to the point where Stephanie has worked very hard on researching the providence, the procedures and description of the car. This project is progressing as we feel comfortable to move it forward. We're at the point now where we're very close to promoting the car and advertising that we will be accepting bids.

The way we're doing this is we're going to have a minimum bid of \$125,000. The qualified interested bidders submit their proposals to us, and we will give them an opportunity to see the vehicle. They will have 30 days to see the vehicle and submit their bids. Then we will go forward on that.

We're not moving the car. We've been advised that the people that are looking for this type of car, it doesn't matter where it is. They can assess it. When you move a car like this, there is always a possibility of damaging it. So we're better off just leaving it. If the Board chooses to accept the final offer and what the final qualified bidder is, it would be up to them to transport the car off the property. We're pretty confident that we can still sell this car by the end of the year or at least by the middle of January.

Arena Players, as you know, they are here on campus now. They moved here. Their base of operation is here. They open this weekend with "God of Carnage." It was a very successful weekend. They have a base of subscribers. To date they're gotten 39 subscribers. It looks like it's working really well.

When you get a chance, you have to go down and see the Education Center. The floor came out really nicely. What we're thinking of doing, because that came out really well, is to do that for the turntable area in the mansion where the cars are. We would epoxy the floor, and that will seal it and eliminate the paint chipping.

The Arena Players remitted a check to us today for \$2,300. That's the proceeds from their subscriptions and from the gate that they had this weekend. We're splitting the gate from the shows.

The gift shop I think we already talked a little bit about that. We're still working on moving that down to the mansion. We haven't moved as quickly as we would like. It's just the case of time and resources. We haven't been able to do it. But we are working through that.

(Mr. Christopher Hahn entered the meeting at 7:55 p.m.)

The tent was taken down this past week, so the tent is gone. We had no more events scheduled. I wanted to take it down as quickly as possible so that it's protected before bad weather comes in. That's done.

Gretchen also mentioned the 10 percent cut, and that's a burden for staff to go through, but they understand where we are. They understand the problems we're having financially because of the planetarium being down. We're very positive in taking a 10 percent cut. It hurts all families. I want to put on the record that I wouldn't ask staff to do anything I wouldn't do myself. I also took a 10 percent cut and sent the letter to Noel advising him that I would take this voluntary cut until things turn around.

I'm confident that things will turn around. I think the future for the museum, the finances for the museum, everything looks good. I think we're at the best point we've ever been in history. We're going forward. There are a lot of good things going on. I know, Noel, you wanted to talk about the traveling exhibit. I will pass that on to Noel.

MS. CAMBRIA:

Can I just say something? I don't know if anybody saw this in Sunday's *Times*. I can pass it around. It's about the Arena Players.

MR. REINHEIMER:

Yes, we got good coverage. The reporter that did that, I spoke to her the other day. She had nothing but good things to say about Pat Keefe. He's a professional. She has a good relationship with Pat. All the press that we're getting is the work that Pat is doing and the relationship he has with the local papers, with *Newsday*, with News 12, FIOS came here and also did a piece for us on the Show House. Our

PR is going 100 percent full speed. Pat is the moving force behind that.

MR. GISH:

Good. I'd like to move, if we possibly can, now to a discussion of the mobile education van. September 19 Trustee Chris Hahn, Director Lance, Lorraine, Dave from the Planetarium and Education Department, along with Pat Keefe and myself journeyed into the museum of Natural History to look at their mobile van. I believe I emailed all of you a picture of the van and a review that was made by the Executive Board on Monday of this week.

It is 37 feet. It's 12 feet high and 10 feet wide. It is geared toward planetarium studies dealing with the sky and light and three-dimensional space. We felt it will be granted to the museum to us upon the Trustees approval. It would serve us during the time period that the Planetarium is down. It would also be great outreach for us in the community at a time period when field trips are being stymied by the State cuts.

A lot of the school districts said they just don't have the bus resources. Really that's part of the big expenses – the bus, the liability and the insurance. Our admission has really now changed at all. It's a very, very small part of it. We could then go to them. We have people who are furloughed. We're losing time. We could use them to go to schools and make it remote. We could then move it to a sponsorship facility if, in fact, we had to on a weekend, to pop up with the sponsor has done for us.

I did give everyone the operating expenses, which is what we received. It should be in your packet in front of you. It should read American Museum of Natural History, Department of Education, Mobile Museum Program in which they listed the expenses -- even though the bus is probably, in my guess, about \$120, 000 worth of educational material and technology in that bus. Even though that would be given to us free and clear with just us picking up the insurance and obviously the inspection and registration, we are going to incur the cost of gas, insurance and vehicle maintenance, which for a 37 foot unit will be up there. These are their figures. Our gas numbers will more than likely be higher. Theirs was only used in New York City and going 15 blocks.

It was the view of the Executive Board that this is a good opportunity for us to take advantage of this offer at this time. It fits into our

education mission. It's great outreach. I think we could use it even after the planetarium was opened.

If it came to the point where we just did not have maybe the man power this vehicle is large enough to be parked-and this is a debate-behind the planetarium and used as a classroom. Some people think we will get it in there and not get it out. That's something that we can deal with later. It could be parked at one of the parking lots in the upper regions of the property. But I think this is a good opportunity. We do have to move on it. I'm sure that somebody else is going to come along and say, "We'll take it there." They're waiting for us for our answer. I told them we would meet with them.

Again, we met with them on September 19. It's now October 19. We owe them an answer. I believe we should do it as soon as the Board makes a decision. I did email you all the pertinent information before the meeting, along with a picture. I will listen to any comments.

MR. BEATTIE:

I think it's important to point out in our Executive Committee meeting that we did have that we think there's a realistic expectation that in terms of this hole that we have to fill in, I think we can realistically expect approximately \$300,000 in revenue from this. That's based on the number of school groups that visited the planetarium in the last year.

If we charged each student \$5 we would be going to the schools, as opposed to -- those field trips dropped off because they couldn't get the transportation dollars to come here. Now we're going to them. We think realistically we can use the same number at \$5 a head, and we could conceivably raise \$300,000 a year. If we have the nut being covered by major sponsorships, then there is no risk to the planetarium. Was that a good assessment?

MR. GISH:

That's fine.

MR. REINHEIMER:

I think our costs will be a little bit less than they had. Lorraine has been working -- she's been analyzing the curriculum. She's been retrofitting it for our needs. She has actually worked on it to the point where the Museum of Natural History used it for middle school and high school. Part of that reason was because they had other programs for the lower grade schools. Lorraine has looked at the curriculum.

This exhibit can cover pretty much elementary through high school for us, depending on where our needs are.

Insurance, really we're covered by the County. We really don't have an outside cost for insurance. Vehicle maintenance is \$15,000 – that's what they budgeted. I think that's a good and realistic number. They have \$5,000 in here for insurance, so we don't need that.

We also looked at how they work, and how we would work. Part of it would be we would take a lot of the teachers' materials and programs or pre-school programs, pre-visit, I should say, program materials and put them on our website as PDF's. So teachers and educators that are going to be participating will download them. That eliminates the printing. It eliminates some mailing. There are printing costs associated with the student materials they would be getting the day of the visit. There is a cost there.

Looking at these costs – also gasoline, I spoke with the County. The County Legislature is willing to pass a resolution, if that's required, so that we can purchase our gas through County facilities. Rather than pay retail we would pay the County wholesale price. We'd have to pay the County for consumption, but it's far less than buying gasoline in New York City through Exxon or BP, which is where the Museum of Natural History got their gas.

So \$49,000 is a big number. I think a more realistic number for us is somewhere in the range of \$35,000 would be a good target.

We also feel with sponsorships that that's something tangible. It's mobile.

MR. GISH:

And it's pretty.

MR. REINHEIMER:

Yes, pretty is a good way to put it. We're pretty confident that we can find sponsors for this. One of the questions that Tanya McKay had in her email to us, and she couldn't make today's meeting, but one of her concerns was, "Can we get the museum name on it?" I already checked and called the company that's out here in Central Islip that did the original graphics for the RV. I don't think there's a problem. They can badge over – they can re-badge the RV, which was one of the concerns the Museum of Natural History had, which was the we have to re-badge it. We can't drive this around, obviously, with their

name. We wouldn't want to. We can get this re-badged pretty quickly.

The original cost for re-badging the whole vehicle was \$10,000. To patch over won't be that much. We probably should do the whole back, but the rest of it is basically patching over what's where. The graphics are done in a way that the name doesn't interfere with the graphics, so it wouldn't be difficult to re-badge it.

MR. ARMSTRONG:

Similar to the buses that you see in New York –

MR. REINHEIMER:

The advertising is totally wrapped.

MR. GISH:

It's already wrapped, space planetarium format.

MR. ARMSTRONG:

Do you have a bus driver or a driver for that vehicle?

MR. REINHEIMER:

You don't need a special license for it. I checked into driver training through the Labor Department. They have a contract with a commercial driving school. We would have to pay for it. What I talked to them about – the way the Museum of Natural History did it, they sent people to bus driving camp. I guess they got their license. They got their Class 2 License to drive a bus. We don't need to have a fully licensed program.

Commercial driving school has submitted a proposal to us to come on campus and give us classroom training and then practical training on the road. It's expensive. I think it was about \$1,600 for four people. I've driven trucks, so I know I can drive it today. I've driven long trucks, and I have a commercial license. It's important to have staff –

MR. ARMSTRONG:

The last thing you want is to have that thing hit the eagles or something.

MR. GISH:

It's 37 feet. It's just wise to have training. If you're listening to Lance, we thought this through. This is not, "We'll take the van and work on it." We thought about where we would get it, what the costs

would be, what the gas would be and what the insurance would be. I thought about who would do the driving. Should we do training? Do we need a special license? We think we covered all of those elements. We have still come up on the positive end with this. I believe it's a good way to go.

MR. REINHEIMER:

And actually driving – this is better training than driving on a bus, because where the steering wheel is located on this vehicle is close to or almost over the front axle. So you have a different feel when you drive the vehicle when you're sitting on the front axle than when you're sitting behind it. It's better training on this vehicle rather than a bus, which will give you long vehicle training but it doesn't give you the feel of driving a vehicle when you're over the axle.

MS. CAMBRIA:

I just have one little question. This is their budget. They have built in money as for speakers. Do you see us using speakers?

MR. REINHEIMER:

No.

MR. GISH:

No, they didn't use the speakers. That was actually a question that came up, and they had that in there.

MS. CAMBRIA:

Those would be experts or something.

MR. GISH:

They had that in there for people coming in to talk to the teachers prior to the meetings. They told us that that was something they never did, but it was actually in their budget. Any other questions on this? Again, I'd like to thank Chris who brought this idea to us initially I believe in August at the Trustees' meeting. This is about as fast as we can actually operate.

MR. BEATTIE:

We haven't gotten the County involved yet.

MR. GISH:

Let me tell you, that this was pretty good.

MR. BEATTIE:

Motion.

MR. PETERMAN:

Second.

MR. GISH:

All in favor? Opposed? **Motion carries. (Vote 10/0/0/5
Absent: Mr. Rodriguez, Mr. Glascock, Dr. Gittelman, Dr. Rogers
& Ms. McKay)**

Thank you very much. I appreciate that.

MS. OLDRIN MONES:

Can I just thank Chris because this was something that the Education-

MR. HAHN:

Wait until you see this thing. I thought it was going to be broken down and we weren't going to want it. It's beautiful. We could sell it. The key thing is we could sell. It's something we can sell. A \$50,000 sponsorship of this probably should be something we could easily obtain from somebody. Multiple people doing \$50,000 on top of \$50,000, so it could be a money maker if we do it right.

MR. REINHEIMER:

We're working on developing sponsorship pieces to promote the corporations for sponsoring it. We're working on that now.

MR. GISH:

It's a real good visual promotional education piece.

MS. CAMBRIA:

At the right time.

MR. GISH:

At the right time for us, and I believe at the right time for a number of other people.

MS. OLDRIN MONES:

But for later also, because we need an outreach program, and it's going to help us to sell our programs.

MR. GISH:

Once you see the van, you will see that there is a great synergy with coming back to the Vanderbilt Planetarium. Now come back, bring your family on a weekend and see the new dome in operation. Thank you.

I'd like to move to something else that's positive and upbeat. We had Staff Appreciation Day on October 3. It was the best Staff Appreciation Day attended by Trustees as far as participation by Trustees. I was really thrilled with that. We did continue with what we started last year in sort of honoring members of the staff.

We did two bricks this year, just to let you know. One was for Carmen Collins, who has been a mansion guide for 20 years, so we had a brick made up. That will be placed somewhere amid the myriad of bricks that we have on the property. She will pick the place, and it will be placed exactly where she wants it.

Also we recognized volunteers this year. There will be a brick similar to this for Gloria and Bill Hall who are master gardener volunteers who were here on Monday. They were recognized also. That's something that I think we should continue. It was very well received by the staff. I think we should aim to do that again next year with a different grill. My grill was not good.

MR. BEATTIE:

That's why I got the truck.

MR. GISH:

I will make mention of the fact that we do have a Nomination Committee that is set up for the fall. Kevin Peterman has agreed again to chair that along with Tom Glascock. They will put together a slate of officers for 2012. That will take place January of 2012. If you are interested in the positions and the Executive Board, I ask you to contact Kevin or Tom. We will need people in key positions as we move forward to 2012.

Just remember, if you take one of these keys positions, as an Officer, your name will be in bronze on the planetarium when it opens. So there is a key element here of eternity. Based on how the County does things, you could be on that wall for 80 years. People will come in and say, "Who is this guy Joe Dujmic?" They will wonder, but he's under that brick --

MR. DUJMIC:

Next to the dinosaurs.

MR. GISH:

I want to also make a comment on Normandy Manor. Normandy Manor is shutting down, as Lance did mention. I would ask that if the Trustees have an idea of what they think the future use is – I know I talked to Betsy about some ideas that have come forward. We do have some restrictions based on what the County will allow us to do, but I would like to listen to those ideas that the Board has for revenue generation for Normandy Manor. I believe that it's been fairly well agreed that it's not going to go back to offices, as it was in the past. I believe we can use it in some way, shape or form for revenue generation.

I'd love to be able to have it the way it is. If you haven't seen it, all the furniture is now gone. I was over there today. It will be completely cleaned and closed by Friday of this week. The interior is still as beautiful as it was when it was all put together again by those 18 designers and Claudia. We really should think about what we can do with that and what we have to do to make it again part of revenue generation for not only the short-term but the long-term. Any ideas you have, please give Lance a call or give me a call. We can meet if somebody cared to. I don't think we need a committee on that, but I'll gladly field any ideas that somebody may have concerning that.

Betsy?

MS. CAMBRIA:

I think we should be aware of what the County restrictions are, though.

MR. GISH:

Maybe Lance can address that.

MR. REINHEIMER:

Sure, the County restrictions are pretty restrictive. Whenever you change the use of a facility – right now it's residential/office. When you change the use to public assembly and if you have food and possibly alcohol, it changes the whole occupancy of the building. You would have to meet today's code, which requires sprinkler systems, fire suppressant sprinklers.

To determine what you can use it for, you have to have somebody come in and assess the house for public assembly. They look at the exits for public assembly, where the exits are, how the exits flow. It all comes down to fire safety. To put in sprinklers is well over \$100,000. In this climate, I don't think we'll be able to get sprinklers in there.

Noel opened the door on soliciting ideas – what can we use it for? I'm looking to contact a realtor to see what possibility is to rent the house to a family. We would have to – the stove, because this is an office, we couldn't have a working oven or stove in there. The stove that was in the Show House was on loan. That was part of the agreement when Claudia redid the kitchen. In her agreement was that the stove was not staying.

We finished the cabinets on either side of the stove. We'll put a counter top there, but if we rent this out to a family – and the hood was not vented. It's an unvented hood. The hood was hooked up to the electricity for the lights, but it wasn't vented because that was a tremendous costs. If the oven isn't hooked up, why hook up the vent? We can put an electric stove in there, and then I don't think – and, Peter, you can correct me, but we don't need to vent it to the outside.

I'd like to talk to a realtor and say, "If we're renting a house of this class and magnitude, the market may dictate that you want to put a gas stove in there." So we need to put in an oven/stove and possibly vent, and we need to redo or actually to do the second bathroom upstairs. Again, the house with this type of market, you need two bathrooms upstairs.

This local retailer, a big box store, that came here to measure for the carpeting is also interested in doing other things possibly. There may be a possibility that supplies could be donated for fixing the bathroom up. The bathroom does have a new sink and toilet that are first class that were put in there by the design people. That was the only working bathroom. The bathrooms that are in there now, the toilets are not working. They weren't hooked up. They're there. We can get them working, but they weren't functional.

We figure \$15,000 we could get the house in shape for renting. We would still be responsible for the maintenance, and we still have a project to do the roof of the house. Public Works is working toward that. I don't expect anything to happen before January 1. We would still do that.

We'll test the markets and see. We also, when County bought the house ten years ago, the neighbors were concerned what it was going to be used for. Part of their concern was high traffic in that house. I think this is something that could provide us \$50,000 in steady predictable revenue. It removes the utility cost from the house. It's low impact concerning the neighbors. It provides us the income we need. This is a golden opportunity because everyone that left that house wanted to live there. If they all wanted to live there, if 1,800 people wanted to live there, maybe one will rent it.

I'm just doing the preliminary answering the questions. I've talked to the County to investigate if there were any problems with this. So far I haven't run into any negative problems. We'll see where that goes.

Developing the house for use for the museum is another problem because it's not ideal to have a split facility where you have people crossing the street.

In conjunction with the Show House I did call the Town, and they did put those signs up for the pedestrian crossing. My concern as a pedestrian looking at the site lines is that you can't hear the cars coming up Little Neck Road on either side. With the curves and the hill, I think you have a better sight line as an automobile driver than you do as a pedestrian. People think that that road is lightly traveled, but there is more traffic on that road than you realize at times. There is a real danger in having something where we have people crossing that road on a regular continuous basis.

I was even concerned for the Show House because if you had 3,000 people walking across the street, that's not a good situation. Luckily, we had no incidents. The Town was very prompt at putting those signs up because I didn't call them until the week before it opened. They got the signs up about the second week of the Show House.

MR. GISH:

But we will still entertain any ideas from the Board. We're just moving forward as quickly as we can on a front that we think is a possibility.

MR. HAHN:

Can we sell the house?

MR. NISH:

No, it's still bonded.

MR. REINHEIMER:

There's probably \$800,000 worth of bonds on there.

MR. GISH:

It goes back to the County.

MR. REINHEIMER:

Right, that's the other thing. That's owned by the County, so the money goes into the General Fund. That doesn't necessarily say we'd end up with the funds. The renting is a compromise. It provides revenue for us now and it gives the house a sense of purpose for the museum. We're all stewards of the museum. We're all passing through, and future generations will have that house. In time maybe there will be other functions for it. But it preserves and uses the house for the best of its ability. I think this will be compatible with the museum.

MR. GISH:

At some future date there may be an art gallery or a need for something that's ancillary to the museum itself, but right now I think that we have to look at revenue generation as a key element for this Board. I think that's the fiduciary responsibility. Any other questions on Normandy?

I did want to mention that at the last meeting that we had in September we were addressed by Edward Hanley who came to us with some statements concerning his –

MR. GUNTHER:

Excuse me, Mr. Chairman. Should we be talking about that in Executive Session?

MR. GISH:

I would have except for the fact that he brought it up in public session, so I felt that I would answer it in a public format, only because of the fact that I told him that we would address it and that I would set up a Personnel Committee to address the statements that he made and the accusations against the Interim Director and the Human Relations employee here on staff.

What I will say is that he was dismissed for cause. Based on my assessment and the assessment of the group that we met with and that the accusations that were labeled against other staff members –

and if you remember correctly, there seemed to be a litany of those – were unfounded.

I will let the actions of the Director stand, at this stage of the game, based on the dismissal that was made. It was made for cause. That will end my discussion on that point.

I remind everyone that our next Board Meeting will be November 16. Rather than me plague you about additional meetings, I will let you know now that it will be November 16 7:00 p.m. here.

Do we have any old business? Any new business?

MR. BEATTIE:

I'll make a motion to adjourn.

MS. OLDRIN MONES:

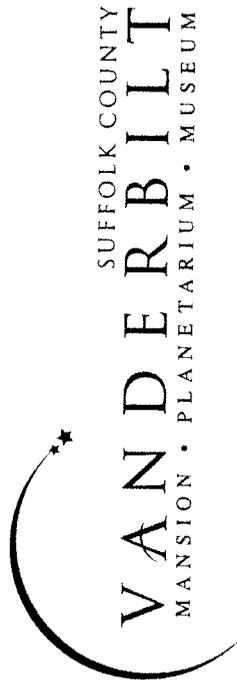
I'll second that.

MR. GISH:

All in favor? Opposed? **Motion carries. (Vote 10/0/0/5 Absent: Mr. Rodriguez, Mr. Glascock, Dr. Gittelman, Dr. Rogers & Ms. McKay)** Thank you all for coming, and I'd like to thank you for making the quorum.

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

NG:ap
Attachments



BOARD OF TRUSTEES MEETING
October 19, 2011 @7:00 p.m. AGENDA

- I. Introduction of Guests
- II. Approval of Previous Meeting Minutes
- III. 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
- IV. Interim Director's Report
 - a. Design Show House Update
 - b. Planetarium Renovation Update
 - c. 1937 Chrysler Imperial Update
 - d. Arena Players
- V. President's Report
- VI. Old Business
- VII. New Business



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Metropolitan

The New York Times

THE NEW YORK TIMES, SUNDAY, SEPTEMBER 18, 2011

CALENDAR | LONG ISLAND

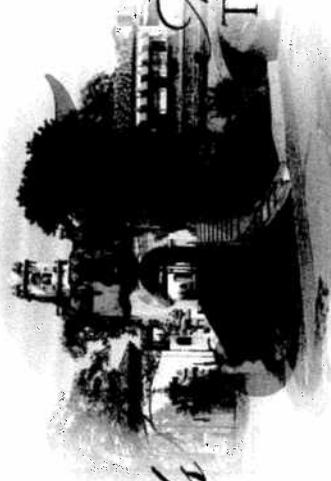


BETH FOLEY

CENTERPORT This living room in Normandy Manor, the caretaker's house at the William K. Vanderbilt II estate, was designed by Beth Foley of Beth Foley Design in Garden City. It is part of the exhibition "2011 Restoration Design Show House," featuring 18 Long Island designers, artisans and landscape architects, at the Vanderbilt Estate, 180 Little Neck Road, through Oct. 16. Tickets are \$15 and \$20. (631) 854-5579; vanderbiltmuseum.org.



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

| | Actual January | Actual February | Actual March | Actual April | Actual May | Actual June | Actual July | Actual August | Budget September | Budget October | Budget November | Budget December | Project Year End | Business Plan | Dollar Variance |
|---------------------------------------|-------------------|--------------------|-----------------|-----------------|----------------|----------------|-----------------|------------------|---------------------|-------------------|--------------------|--------------------|---------------------|------------------|--------------------|
| REVENUE | | | | | | | | | | | | | | | |
| EARNED INCOME | | | | | | | | | | | | | | | |
| Admissions | 29,967 | 57,620 | 52,663 | 46,479 | 50,522 | 42,710 | 55,935 | 19,930 | 38,000 | 45,000 | 60,000 | 45,000 | 543,826 | 700,000 | (156,174) |
| Membership | 945 | 11,226 | 4,820 | 4,288 | 648 | 2,585 | 4,455 | 2,850 | 4,700 | 3,700 | 3,200 | 3,300 | 46,717 | 55,000 | (8,283) |
| Museum Store | 2,298 | 5,170 | 5,032 | 7,956 | 9,078 | 2,345 | 4,839 | 286 | 4,500 | 4,500 | 5,000 | 5,000 | 56,004 | 80,000 | (23,996) |
| Special Events | 3,868 | 8,614 | 3,857 | 15,812 | 8,805 | 6,731 | 18,345 | 12,932 | 31,000 | 6,000 | 8,000 | 8,000 | 131,964 | 140,000 | (8,036) |
| Suffolk County Funds | 0 | 0 | 0 | 0 | 117,516 | 146,895 | 0 | 97,930 | 58,750 | 58,750 | 58,750 | 58,750 | 597,341 | 705,000 | (107,659) |
| Endowment | 0 | 0 | 144,939 | 50,000 | 0 | 0 | 0 | 0 | 20,833 | 20,833 | 20,833 | 20,837 | 278,275 | 250,000 | 28,275 |
| Site Use | 14,175 | 3,930 | 4,425 | 7,236 | 14,175 | 5,194 | 21,207 | 685 | 18,000 | 18,000 | 8,000 | 6,000 | 121,027 | 160,000 | (38,973) |
| Donations & Gifts | 1,000 | 0 | 2,000 | -451 | 0 | 206 | 20 | 0 | 3,333 | 3,333 | 3,333 | 3,337 | 16,111 | 40,000 | (23,889) |
| Other General | 41 | 62 | 635 | 168 | 116 | 110 | 181 | 169 | 42 | 42 | 42 | 42 | 1,650 | 500 | 1,150 |
| Total Earned Income | 52,294 | 86,622 | 218,371 | 131,488 | 200,860 | 206,776 | 104,982 | 134,782 | 179,158 | 160,158 | 167,158 | 150,266 | 1,792,915 | 2,130,500 | (337,585) |
| EXPENSES | | | | | | | | | | | | | | | |
| Salaries & Wages | 69,848 | 63,622 | 138,269 | 75,061 | 78,851 | 73,193 | 86,751 | 76,268 | 87,000 | 87,000 | 85,000 | 85,000 | 1,005,863 | 1,026,000 | (20,137) |
| Benefits | 23,009 | 18,012 | 32,004 | 18,320 | 20,313 | 25,170 | 18,560 | 21,329 | 24,000 | 24,000 | 22,000 | 22,000 | 268,717 | 279,000 | (10,283) |
| Maintenance & Equip. | 2,772 | 4,530 | 1,608 | 2,038 | 5,500 | 5,954 | 2,630 | 4,009 | 8,666 | 8,666 | 8,666 | 8,674 | 63,713 | 104,000 | (40,287) |
| Insurance | 7,500 | 7,664 | 7,500 | 7,500 | 7,367 | 7,367 | 7,367 | 7,367 | 7,500 | 7,500 | 7,500 | 7,500 | 89,632 | 90,000 | (368) |
| Professional | 10,115 | 15,456 | 24,223 | 16,469 | 23,366 | 25,765 | 34,930 | 25,095 | 14,166 | 14,166 | 14,166 | 14,174 | 232,091 | 170,000 | 62,091 |
| Museum Store | 524 | 4,184 | 7,628 | 1,367 | 743 | 214 | 1,191 | 0 | 2,000 | 2,000 | 2,000 | 2,000 | 23,851 | 35,000 | (11,149) |
| Telephone Communic. | 2,738 | 2,527 | 2,594 | 2,165 | -726 | -14,894 | 2,119 | 3,892 | 2,500 | 2,500 | 2,500 | 2,500 | 10,415 | 30,000 | (19,585) |
| Utilities | 19,251 | 20,177 | 13,231 | 17,112 | 9,155 | 11,309 | 15,896 | 15,652 | 18,000 | 13,000 | 12,000 | 14,000 | 178,783 | 185,000 | (6,217) |
| Supplies, Prgm., Ball | 3,033 | 8,940 | 3,119 | 3,803 | 3,091 | 3,980 | 8,773 | 9,180 | 23,000 | 15,000 | 11,000 | 12,500 | 105,419 | 126,500 | (21,081) |
| General Expenses | 1,797 | 6,120 | 4,784 | 2,859 | 19,685 | 1,900 | 1,806 | 5,238 | 4,200 | 4,200 | 4,200 | 4,200 | 60,989 | 50,000 | 10,989 |
| Total Expenses | 140,587 | 151,232 | 234,960 | 146,694 | 167,345 | 139,958 | 180,023 | 168,030 | 191,032 | 178,032 | 169,032 | 172,548 | 2,039,473 | 2,095,500 | (56,027) |
| Excess / Deficiency of Revenue | (88,293) | (64,610) | (16,589) | (15,206) | 33,515 | 66,818 | (75,041) | (33,248) | (11,874) | (17,874) | (1,874) | (22,282) | (246,558) | 35,000 | (281,558) |

ARTIST WILLIAM BELANSKE

William Belanske accompanied William K. Vanderbilt II on his expeditions around the world to collect marine specimens for his museum. Belanske recorded each catch, performed taxidermy, and even designed a backpack specifically to aid in the collection of corals and shells. Join us for our marine science programs to learn more about this dedicated artist and the creatures he masterfully preserved.

“He makes accurate paintings of rare fish. With every scale carefully drawn, every shade, every nuance of color exactly portrayed, his reproductions are true, lifelike, and of value to science.” - William K. Vanderbilt II



PLANETARIUM MODERNIZATION

The Vanderbilt Planetarium closed August 1 for a complete renovation. When it reopens in July 2012, the facility's new, state-of-the-art star projector, full-dome, 3-D immersive video and surround-sound systems will make it one of the finest planetariums in the United States. These technological updates will supplement classroom teaching by the dramatic visual presentation of astronomy and earth-science subject matter that meets New York State standards for K-12.

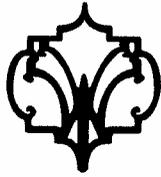
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P.O. BOX 605
CENTERPORT, NY 11721-0605
www.vanderbiltmuseum.org



Museum Education Programs



For information on customized programs, contact the Manager of Education Programs at 631.854.5552 or bethlaxer@gmail.com

SCIENCE SAFARI

Grades Pre-K - 4 (One-hour Program)

Join us on safari! Discover the diversity of nature represented in the collections of the Memorial Wing and Stoll Wing Wildlife Dioramas. This program includes a hands-on examination of preserved specimens.

SEA SEARCH

Grades Pre-K - 5 (One-hour Program)

Come and explore William Vanderbilt's marine collection and discover the wonder of the planet's oceans. This program includes a hands-on examination of preserved marine specimens.

THE WORLD OF MR. VANDERBILT

Grades 2-8 (One-hour Program)

Explore William Vanderbilt's collections of natural history specimens, and cultural artifacts, and appreciate the beauty of the estate's architecture and landscape year round. This program includes tours of the Marine Museum, Memorial Wing, wildlife dioramas, courtyard, and gardens.

ANIMAL HOMES AND HABITATS

Grades 1-4 (Two-hour Program)

Tour the Memorial and Stoll Wings and come face-to-face with animals in naturalistic settings. Discover the diversity of life in the rainforests and Sudan grasslands. This program includes a hands-on examination of preserved specimens and concludes with students creating individual dioramas.

BUTTERFLIES AND MOTHS

Grades 2-4 (Two-hour Program)

William Vanderbilt's global collection of butterflies and moths provides students with an up-close encounter with some of the planet's most magnificent creatures. Students will enjoy using costumes to illustrate the characteristics of insects. This program includes a hunt for specimens and a creative project.

NETHERLANDS TO NEW YORK

Grade 4 (Two-hour Program)

Come visit the collections of William K. Vanderbilt II and discover how the Vanderbilt family contributed to the development of New York State.

EGYPTIAN MUMMIES

Grades 5-8 (Two-hour Program)

In 1931 William Vanderbilt traveled around the world on his ocean-going yacht. In Cairo, Egypt, he purchased a mummy and coffin for his museum. Students will examine CT scans and X-rays that will reveal important information about the life and death of this ancient person. This program includes a slide presentation and a creative project.

ENDANGERED AND EXTINCT

Grades 3-8 (One-hour Program)

HAWAII AND THE SOUTH PACIFIC

Grades 2-5 (Two-hour Program)

MARINE HABITATS

Grades 3-6 (Two-hour Program)

THE GOLD COAST

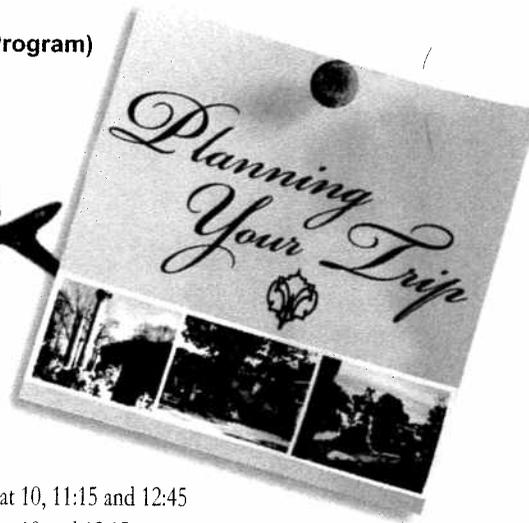
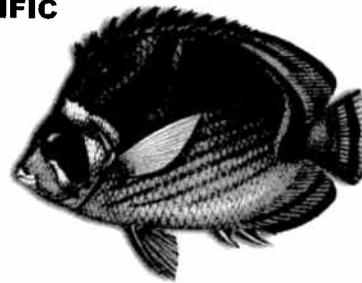
Grades 4-8 (One-hour Program)

IDENTIFY, CLASSIFY, DRAW!

Grades 4-8 (Two-hour Program)

SHARKS

Grades 1-5 (One-hour Program)



FEE:

- 1 - hour museum program \$7
- 2 - hour museum program \$11

TIMETABLE:

- 1 - hour museum programs begin at 10, 11:15 and 12:45
- 2 - hour museum programs begin at 10 and 12:15
- Upon request, museum programs may begin at 9:00

\$1 discount per person for trips booked in September, January and February. One complimentary ticket will be issued for every 25 paid admissions that are booked on the same day of the school trip.

CONTRACT:

A contract will be sent with descriptions and directions. Please review the information, sign and return 1 copy within 30 days of your booking with the deposit or your reservation will be cancelled.

PAYMENT:

A \$75 deposit is due 30 days after booking your trip to secure the reservation. The balance is required 30 days prior to your visit or the reservation will be cancelled. The deposit will be refunded if the trip is cancelled 90 days prior to the trip date. Program fees can be paid by check or major credit card. Purchase orders -- referencing the date of visit, reservation number or brief program description and expected number of participants -- should be mailed or faxed directly to the museum reservation office at 631 854-5539. Any reservations added to the school trip which are not included in the purchase order, must be paid in advance.

CANCELLATIONS:

Cancellations within 90 days of the trip date will result in loss of deposit. Groups will be charged for all students reserved on the confirmation form. The museum must be notified of any change in group numbers at least 30 days prior to your visit. We may not be able to accommodate additions, and cannot issue refunds for anyone absent the day of your visit.

ARRIVAL TIME:

Plan to arrive 15 minutes before the start of the program. Our programs begin promptly and late-comers cannot be accommodated.

LUNCH:

Students should bring a bag lunch. Picnic tables are available, but indoor lunch facilities are not available.

ACCESSIBILITY:

The mansion and museum are partially accessible. However, we will make reasonable accommodations for individuals and groups. Please inform us of your needs in advance.

WEATHER & ATTIRE:

Please dress appropriately. There is considerable walking between buildings, and classes take place rain or shine. Sneakers and flat walking shoes are recommended.

MUSEUM CLOSINGS:

The Museum will be closed if the Harborfields School District closes due to inclement weather. Please listen to local radio stations for closings. In the event of a delayed opening in Harborfields, please call 631.854.5539 or 854.5579 to see if we are open.

*Reservations: (631) 854-5539 to schedule your trip
or email vmreservations@gmail.com*

A minimum of 15 constitutes a group for museum-program group rates. Please mention any special needs you may have when you make your reservation.