

**VANDERBILT MUSEUM OVERSIGHT COMMITTEE
OF THE
SUFFOLK COUNTY LEGISLATURE**

Minutes

A meeting Vanderbilt Museum Oversight Committee of the Suffolk County Legislature was held in the Rose Y. Caracappa Legislative Auditorium of the William H. Rogers Legislature Building, 725 Veterans Memorial Highway, Smithtown, New York on Tuesday, September 27, 2011 at 10:30 a.m.

MEMBERS PRESENT:

Terrence Pearsall, Chief of Staff, Presiding Officer Lindsay's Office
Greg Moran, Aide to Legislator Nowick
Lora Gellerstein, Aide to Legislator Cooper
Seth D. Weiss, Aide to Legislator Kennedy
Jill Moss, Budget Review Office
Neil Toomb, Budget Office
Tedd Godek, Suffolk County Department of Public Works

ALSO IN ATTENDANCE:

Lance Reinheimer, Interim Director, Vanderbilt Museum

MINUTES TAKEN BY:

Lucia Braaten, Court Stenographer

MINUTES TRANSCRIBED BY:

Kim Castiglione, Legislative Secretary

(THE MEETING WAS CALLED TO ORDER AT 10:35 A.M.)

MR. MORAN:

Good morning everyone. We're just going to convene the meeting of the Legislature's Vanderbilt Museum Oversight Committee. I appreciate everybody being able to make it this morning. Lance also, thank you for being here. Just real quick, I'm just going to go around just for the benefit of the stenographer just to identify who everybody is. So to my far right, we have Jill Moss from the Budget Review Office. Immediately to my right we have Seth Weiss from Legislator Kennedy's office. He's a designee of the Minority Leader. To my left, immediate left, is Terry Pearsall, the Chief of Staff of the Presiding Officer. And we have to his left Tedd Godeck from the Department of Public Works. Neil Toomb from the County Executive's Office --

MR. TOOMB:

Budget Office.

MR. MORAN:

Budget Office, pardon me. And to my far left we have Lora Gellerstein, who's representing Legislator Cooper, the Majority Leader to the Legislature.

Pursuant to Resolution 110 of 2011, which was reconstituting the Oversight Committee, I reached out to Lance and to Noel Gish, who's from the Board of Directors of the Vanderbilt, and asked them if they could come down today. Unfortunately, Noel wasn't able to make it today. I believe he is away on vacation.

Lance was kind enough to come down and talk about some of the issues that I've been hearing around the Legislature for this year regarding the Vanderbilt. I know Lance has been there many times, come before the committees and the Legislative body as a whole, to talk about a number of these issues, but I asked him to come down and update us on a lot of the key issues that are going on currently and some of the future prospects that I know are hot button issues for the Legislature. So without further ado, I'm going to ask Lance to kind of go over some of those things with us and, again, if you have any questions feel free. Thanks. Lance.

MR. REINHEIMER:

Okay. Thank you very much. I've got a number of things to go over. I've got several major projects, some new things that actually haven't even been made public yet. But I'd like to start by showing you, this is the home page of the Vanderbilt Museum website, and what I'd like to show you that was put on the site just yesterday is a report that Chris Collora did. He's a reporter for Patch. Now, the problem with Patch is that -- there are two Patches. There's one in Huntington, there's one in Northport, and they go by zip code. In the past we were able to get coverage by both of those, but the policymakers now don't cover our zip code, so Chris wasn't able to get this on Patch, but he was kind enough to give us a link.

This is about a five minute video on the show house for those of you that have not been there. It gives you a good overview of what Normandy Manor looks like today and the transformation is just spectacular. You wouldn't recognize the place. The designers paid attention to the historic nature of the house, they didn't disturb that. Noel and I met with each designer to go over their concept. We made sure that they did nothing to adversely impact the historic nature of the house. So I'd like to play this if that's okay with you.

MR. MORAN:

Absolutely.

(Video was played)

MR. REINHEIMER:

So far the show house has been pretty successful. We're a little bit disappointed in the attendance. About 1,200 people have come through there. At this point in time we expected around 2,000 people. Noel alluded to going over to the museum as part of your trip to the show house. Included in the package I gave you, every person that pays for the show house gets a coupon to go across the street for \$5. That's a \$7 savings. So, we look at it as we're not losing \$7, we're gaining five. Our hope is that out of the 3,000 people or 4,000 people that go through the show house, two or 3,000 will walk across the street at \$5 a head. And just -- it's another revenue stream. We get 70% of the show house proceeds and we get 100% of the \$5 for people to go across the street. So the show house is moving along well.

I have several other projects I'd like to go over. Just to name, so we have an idea of what's on our plate, we've got the planetarium renovation sale of the 1937 Chrysler Imperial, the cell tower, catering contract. Something that I haven't talked to you or made public yet is the museum is acquiring a traveling exhibit from the Museum of Natural History, and also we're relocating the Arena Players to the Vanderbilt. So those are the major projects that we're working on in addition to the day-to-day activities of the museum.

Planetarium renovation. Everything is in place as far as funding. I've been in contact with Public Works. They're in the process of securing the contracts, cutting the purchase orders and progressing that. And as soon as the purchase orders are signed things will start to go there. Pretty -- we're a couple of months behind schedule now. It's a good possibility that things won't start moving until the end of October. And even that may be optimistic. So we're going to look at restarting school activities, school trips there. I spoke to the Planetarium people. They're confident they can get a couple of groups in there, and we'll start using the Planetarium during the month of October as we can to generate some revenue there. Without the Planetarium on line, the cash flow in the museum hit hard and fast. And like everybody else, like Suffolk County, private industry, we're struggling with cash flow so we're looking for ways to generate revenue, generate cash and try to close that gap.

I'm pretty optimistic about the future of the museum. In all the years that I've been associated with the museum through the Legislature, I think this is the brightest time for us. The future is exciting, but then I say the point between now and the future is a long valley, and it's going to be a difficult time. We've cut staff salaries effective yesterday, reduced staff salaries 10%, including myself. Cut my own salary 10%. And we've laid off some part-time workers. We're cutting hours for part-time workers and doing what we can to adjust to the lack of revenue from not having the Planetarium on line. So that's -- it's creating a squeeze and we're trying to develop ways of dealing with that.

The sale of the 1937 Imperial, we've gotten two appraisals. I haven't made those numbers public to the Board or to anybody. There's a range. We're pretty confident that in general numbers that that car is worth six figures; we're proceeding slowly. Stephanie Gress, the curator, is researching marketing the car and soliciting for bids. We're still pretty confident that we should sell that by the end of year. Our goal really, personal goal, is to sell it within the next couple of months. That has to be voted on by the Board once we accept a bid, so there are some -- you know, we have control over whether we sell it or not and the Board has the final say. The proceeds for that are used exclusively for the maintenance and care of the artifacts.

My vision for those funds is to set up almost an endowment type of account where we would use the income and capital appreciation for the care and maintenance of the artifacts going forward and develop something long-term so that into the future there's money for that. Right now we don't do that. We have no money for it and we aren't doing any restoration work or care over and above what we can do with current staff of the artifacts. So it's exciting that we can sell something that

museum can't use. It's not relevant to the museum. We have no way to exhibit it, we have no funds to restore it, and so we're hoping -- well, not hoping, our plan is to sell it to somebody that can restore the car and restore it to the former glory that it deserves.

Cell tower is progressing. It's a process. Where that process leads us I'm not sure. The County Attorney has rendered an opinion concerning alienation of parkland zoning and those were favorable to the museum. In the County Attorney's opinion, legal opinion, it's not alienation of parks, and it's -- it's something that we don't have to, I guess, adhere to local zoning being it's County property.

Catering contract is also progressing. Last week we got the contract from the County Attorney's Office, went over the final language. I'm working with that. Noel, when he returns from vacation, I reviewed the contract the other day, we'll get together and look at the language. It looks like it's minor changes, and so that should be coming to an end soon. And that's -- catering should be -- it's about \$180,000 benefit to the museum between the revenue that that generates and cost avoidance.

As you know, we have a large tent and the cost for maintaining that is around 30,000 a year. We had to buy new sides this year. It cost \$8,000 to set it up. So the sides were eight, setting it up was eight. Hurricane Irene, we had the roof removed in preparation for Hurricane Irene and then reinstalled; that was a \$3,700 hit. So maintenance of the tent is somewhere between 25 and \$30,000 annually. Next year if we don't have a catering contract we'll have to get a roof, which is \$10,000. So the life of the sides and roof is about a five year life expectancy. So on a regular basis you've got to replace those components of the tent, and actually the rug is getting a little worn too.

I'd like to talk about the exhibit from the American Museum of Natural History. One of our trustees, Chris Hahn, put us in contact with the museum about a month ago, six weeks ago. We went to the museum last week, met with the people there, and they're anxious to transfer to us. There's no cost to the museum. In the packet that I gave you I included a picture of the van. This is just the exterior picture. The van is -- it's ten years old, it's in mint condition, it's well maintained, new tires. The maintenance, they'll make the maintenance record available to us. They'll work with us on the curriculum. I brought two people from the Planetarium with me, my educators from the Planetarium. They're excited. It's something that's relevant to the museum. We can use it for outreach to go to the schools, we can use it on the property. I look at everything as a PR opportunity. We want to get the word out there that the museum is alive, it's flourishing. We're going in the right direction and having something like this just gets the word out to the public.

As you can see it does say the American Museum of Natural History on it. They gave me the name of the people that did the wrapping of this and surprisingly they're out in Central Islip. So what we'll do is we'll have patches and we'll rebadge the museum's name over the Museum of Natural History. So that's something that once the Board decides to accept it, they haven't considered it yet, but I'm confident that the Board will see the value in obtaining a traveling exhibit like this and for the benefit of the museum. So once the Board accepts it we can move as fast as we can on it.

MR. MORAN:

Lance, not to interrupt you, but can you just mention real quick about -- we spoke briefly about the amount of students that could potentially go through the van.

MR. REINHEIMER:

Sure. The van itself handles 15 students at a time. The way the program works, or the way the Museum of Natural History has done the program, they do a classroom component and a traveling exhibit component. So generally classes are 30 students; 15 are in the classroom while 15 are on

the van, and then they switch. Using two museum staff and working with teachers, you can accommodate three classes in about a three hour period running 90 students through the van.

I think this is an exciting component for us to have. I think it helps schools with the reduction of field trips and budgets where schools are cutting back. This is a way for us to go out to the school. What we hear from the schools, the biggest cost for field trips is transportation, so this eliminates that component. And, again, it's just PR. It gets us out there, especially this time when the Planetarium isn't up and running.

MR. MORAN:

It does seem to make a lot of sense to me in that, you know, dealing with small children myself, and I know that's the constant outcry about transportation of field trips and the ability to access these locations. So it does make a degree of sense.

Just really quickly, though, to go back. How do you envision the staffing of this? You just spoke about the staffing; would this be existing staff? Would this require more staffing? How do you envision that?

MR. REINHEIMER:

No, we would use existing staff. There's no way we're increasing staff. We have two full-time Planetarium staff, and they would supervise and run the program, so if we need part-time staff, we have -- we have educators, too, that would have to be trained that do other programs. But in no way would we increase the number of staff. And this has a budget. The budget that the museum gave us was around \$40,000. But included in that budget was insurance, gasoline, maintenance, printing. We're looking at -- you know, we're always looking to reduce prices and costs, and one of the things is that they provided us with a large looseleaf binder that they give to the teachers to prep -- to do a pre-program preparation for the class. We would put that on-line as a PDF and when we make arrangements for the schools the teachers can print that up, and so we're going to reduce the printing. And the printing that they had was somewhere between -- was around \$4,000 for printing.

Looking at their budget, I would say the annual cost, excluding staff, because we're not going to increase the number of staff, it's using existing staff, is somewhere around 20, \$25,000. What I'd like to do is link with the County. We have a gas pump on site, but the length of this vehicle and the location of our pump makes it kind of difficult to use our pump. I'd like to work an agreement with the County whereby we can get gas at County facilities and be billed for that consumption, that we're not paying retail price for that gas. This has a generator so it uses a lot of fuel.

MR. MORAN:

And I guess just to that end, I'm assuming, and this may take you into another topic that you have for other things, is you can receive some sponsorship for this van I assume?

MR. REINHEIMER:

Yes. Chris Hahn feels he might have a sponsor for it. If not, we'll go out and look for sponsors. You know, part of my job besides major projects and on site supervision is in my spare time I'm trying to look for sponsors. I've raised \$30,000 for the seats. I have another major contribution in the wings that I hope will come through. I don't want to make that public, because it's not -- until I get the check in my hand nothing is for sure. I had a major corporation walk through the property, BAE Corporation. They're very interested. And this is the time of year that corporations are looking to put their budget together for community projects. So they liked what they saw. So it's just a case of time. I need to get out and visit with more community groups and corporations. So I think we can get a sponsor.

I'm also looking for a sponsor for the carpeting in the Planetarium, possibly I have a corporation in mind. Again, I don't want to make it public before I contact them, but we had contacted this corporation before and it was very favorable and I just have to cultivate that relationship.

MR. MORAN:

And, again, not just to reiterate the point you made before, but just again for the record, this still has to be voted on by the Board the Trustees of the Vanderbilt. This hasn't been before them yet technically, right?

MR. REINHEIMER:

Correct. They would have to -- any institution has to vote to accept a gift. You know, some gifts you may not want. But I think this is in lockstep with the missions of the museum and the education, and development of programs. So I think it's consistent with the museum. And that's why I wanted to bring the Planetarium people with me, because it really -- I was excited from a PR perspective, but I didn't tell them, but it was their call. If they didn't feel that this was relevant to what they were doing, we probably wouldn't go forward with it.

MR. MORAN:

Okay. And just to -- one other thing that you mentioned quickly, just to reiterate. You talked about the sponsorship of the seats at the Planetarium and about approximately \$30,000 at this point. How many seats is that? How many more do we have to go?

MR. REINHEIMER:

That's about 70 seats. I went up to the -- I went to Boston over the summer and visited with the staff at the Charles Hayden Planetarium and looked at their seats and got information and specs on their seats, which were quite a bit more expensive than other seats that we were looking at. Generally we were looking at \$400 a seat. So \$30,000 is about 70 seats. The price that the Charles Hayden Planetarium paid was more around 550 per seat, and then that included -- installation was the cost above that. So they look like -- you can tell the difference. That's almost like the Cadillac of seats, or I guess today's term is the Lexus of seats. So we have other seats that we like that are counter-weighted, we don't want springs.

And just relevant to this is the seats, we looked at the seats in the Planetarium in New York City when we were there the other day. They're ten years old, and we have one of those sample seats, and they're showing their wear after ten years. And they also had springs and some of them were not retracting the way they should, so seats are important. You know, they're expensive on the front end, but in order to get longevity and wear and tear, you need to spend your money on seats.

MR. MORAN:

What's the capacity we were talking about for the Planetarium?

MR. REINHEIMER:

I'm sorry, 236 chairs. And part of that, too, my vision for the Planetarium is to use it as a venue for other events. I talked about the Arena Players relocating to the Vanderbilt. Part of the plan is to have the first two rows of the seats to be adaptable and removable so that we can expand the stage area. I would like to build a stage, a portable stage that could be brought into the Planetarium, and develop the Planetarium as a venue for other events and try to make the Vanderbilt a place that people look to for events aside from the Planetarium, and to expand the -- really the public's attendance and introduce more people, people that wouldn't be coming to the Planetarium per se, but would be coming for other events and develop friends and a greater following for the museum.

MR. MORAN:

And we moved the gift shop at this point?

MR. REINHEIMER:

We're going to. We haven't done it. It's on my list of things to do. We have an area down by, if you're familiar with the museum, down by the turntable. We had a traveling or an exhibit concerning the Vanderbilt Cup Race. That exhibit was about three years old or more. And so its time had come to be removed. And actually the people that own the exhibit pieces relocated them. So we have that space prepared for putting in some cases and doing the store, and I just spoke to a couple of people about that two days ago, about identifying which cases should be moved and how we should configure that area. We'll have a small gift shop area, by no means is it going to be a large area that we're going to sell a lot. But it's more for convenience and for basically the visitors to get some kind of little souvenir or book.

MR. MORAN:

And I guess just going hand in hand with that, you had spoken briefly before the Legislature regarding like a potential rebranding and new product line for the gift shop when the Planetarium opens. Where are you at in that venture?

MR. REINHEIMER:

We're still in the discussion stage. The problem -- you know, we had quite an extensive presentation concerning product, and like you said, rebranding, postcards. That all comes with a price. Our museum doesn't do the volume that some of these larger museums do, and to tie up, you know, basically the presentation, \$13,000 in postcards, you know, that was 50,000 postcards, \$13,000. You know, we'll all be long gone before we see that money. So we have to spend our money wisely, and I, you know, we're still in the discussion. That's a policy decision with the Board, but we don't have the cash to invest in inventory. So, you know, sometimes when you don't have the money it makes your decisions a lot easier. We don't have the money, you know, to expand the store. You know, it might be a nice idea; we don't have the money.

MR. MORAN:

Fair enough. And again -- Neil, you have a question?

MR. TOOMB:

Yes, thank you. Lance, I think you mentioned when you were talking about the Normandy Manor refurbishing that 70% of the show house proceeds you retain. Where does the other 30% go?

MR. REINHEIMER:

That goes for the design producer, Claudia Dowling. So it's the net proceeds, 30-70 split. We have to remember that they combined, the 18 designers, guesstimate, put in \$200,000 of improvements in that house. So it's a fair trade-off.

MR. MORAN:

And another question, Lora.

MS. GELLERSTEIN:

I have two questions. The first is, when do you expect the Planetarium to be on line? I mean, I know we are delayed somewhat, but anticipated. I mean, I know we're giving out rough estimates, but when do you anticipate it being on line?

MR. REINHEIMER:

Yeah, rough.

MS. GELLERSTEIN:

Sorry.

MR. REINHEIMER:

Sitting here today, I think May is a good guess, it could slide into June. You know, and it's basically, it's out of our control, and to some degree it's out of Public Works' control. It really depends upon how quickly purchase orders are signed. It's up to the current Administration. You know, it's -- and we'll adjust the best we can and if we get indication that this is going to slide past October into November, we'll more aggressively solicit schools and let them know that we're open.

We have schools calling now wanting to be the first on line for when the Planetarium opens. And I tell staff, we can't agree to a date. We can't tell them, yeah, April you guys can come in. So there's a lot of excitement, we just have to be cautious on bookings and let the schools know that we -- you know, it could be dates could change. So even if we have schools in here this fall and things progress quickly, we'll have to let them know that, you know, it's contingent on availability, but we need to do something.

I don't want to reopen the Planetarium to the public. I think that gives the wrong message to the public, we're closed, we're open, what are you guys doing? And also, I was a little concerned running the Planetarium, especially on the weekends, sometimes it ran, sometimes it didn't. I reviewed the numbers. I was there observing and, you know, I hate to say it, but there were times when there were more workers standing in the lobby than there were people in the audience. It doesn't pay if we're only going to have four, five people there. So -- and we already laid those people off, those part-time workers. The Planetarium console operators, the admissions people. To bring them back and then to let -- it just -- it's a bad picture -- it's a bad image to keep doing that. But I think schools we would use existing staff. I would use the two Planetarium people that are full-time whose salaries I've cut. I furloughed them one day every two weeks. I would keep doing that unless they are bringing in more revenue. So we would use those staff. We would use the people that are there today.

MS. GELLERSTEIN:

Were you aware that we had a meeting on the cell tower in Legislator Cooper's office and there were some volunteers, neighbors that volunteered to put together or to help you put together some sort of blowout marketing plan. So I just want to make sure that you're aware that they volunteered. I'll get you their names because they're really eager to help. I mean, it's obviously six, eight months away, but if we have time to plan, we can plan, you know, plan it right.

MR. REINHEIMER:

Terrific. We haven't finalized it, but the show house closes October 16th, that's a Sunday. We're looking into having a -- an end of the show house party, sort of party, invite the neighbors to come and see it to show them our appreciation. Not that they were inconvenienced by it, I don't think it was much of an inconvenience, but to show gratitude that we appreciate them as neighbors, and then, of course, the public would still be coming in that last day.

MS. GELLERSTEIN:

What was the date for your volunteer -- your staff appreciation, or whatever it was.

MR. REINHEIMER:

Staff Appreciation Day is October 3rd. It's a Monday, 1:00. You're invited. Actually, anybody that comes, I won't tell Noel if you come, we'll surprise him. But yeah, it's October 3rd, and that's for volunteers and friends of the museum. I do extend the invitation to the Oversight Board. It would be a good chance for you to see the tent in person, to go through the show house and really see -- we've had some positive things happen this summer. The tent is landscaped. It looks nicer. I included a picture in that packet. So it looks like a permanent structure, and that wasn't landscaped before.

A couple of other things, just in passing. In the packet I included a couple of brochures to show you how conscious we are of price. This was done in-house. We have a young kid who is our graphics expert. He'd work more hours for us but he makes more money at ShopRite, so we split him between the Vanderbilt and ShopRite. This cost us about \$400 as opposed to several thousand in previous years. And the quality print and the presentation, you know, I'm conscious of presentation. We're not Xeroxing forms anymore, we're not Xeroxing brochures. We have to show the public that we're -- we mean business, we're here to stay, and we've got a quality product.

So this is the education brochure that was sent out this year. It didn't include the Planetarium, obviously, because it's not there. It didn't -- and I held off, I was trying to see if we could coordinate or include the traveling exhibit and made the decision that we couldn't hold this up. The traveling exhibit, when that goes on line, we have a program, we've developed what we're doing for the schools. It will be a separate mailing and targeted probably to the middle schools and to the high school. And then this other brochure is just a brochure for group tours and things like that. So those are just two examples of in-house brochures that we designed. The coupon, same thing. We designed this and printed it, and this is what everybody is getting at the show house.

I included a couple of pictures of the show house for you, and the tent, and just the picture of our website the way it exists today. We have a link to Gold Coast Mansions on the top. And, again, that's to show the public, you know, we're not just one place. We are part of the heritage and the Gold Coast Mansions and that we're part of a greater organization.

That pretty much covers the areas I wanted to talk about. If you have any other questions.

MR. MORAN:

Just a couple of more things.

MR. REINHEIMER:

Sure.

MR. MORAN:

Lance, you had mentioned about the concession contract, catering contract. I believe you had spoken before the Legislature with regard to potentially expanding concessions within the Planetarium as well. Is that something that would be part of the existing catering contract, or is that something that you're going to negotiate down the road? How do envision that?

MR. REINHEIMER:

No, that's part of the existing contract. There's two areas specifically mentioned in the contract, the Planetarium and, you know, this is all contingent on permits, Public Works' approval, and to be able to do it. Two of the visions of the contractor is to pop out the -- or to use space towards the rose garden in the Planetarium, whether he'll expand it or use the existing space. And then the other location was the current carriage house, which is our education center, which is where Arena Players would be doing their plays. My hope was when Arena Players comes in there -- it's going to be six months, seven months before anything can be done there, going through the permit process and the approvals for construction and whatnot. If then, you know, when you start changing existing use of a building for public assembly and for wet use, there's a lot of restrictions, environmental and health, and it's a long process. So my vision is that when the Planetarium is done that the Arena Players can perform in the Planetarium on the stage there.

So two areas, the Planetarium and the Education Center, which is the carriage house, and those are included in the contract. The \$180,000 I talked to before about catering is strictly the catering piece. There's -- I don't remember the numbers off the top of my head, but I think it's around \$80,000 we would receive for the snack bars.

MR. MORAN:

That was going to be my point and question, if that was included in there. It seemed a little low for catering and Planetarium concession --

MR. REINHEIMER:

No.

MR. MORAN:

But if it's not --

MR. REINHEIMER:

Right.

MR. MORAN:

That number doesn't include that, that makes more sense.

MR. REINHEIMER:

And the reason why I didn't really -- because the catering is something that, you know, this first year can come into existence quickly. When snack bars come on line and when that money is received by the museum and starts flowing in, that's a little bit more sketchy.

MR. MORAN:

All right. And then just finally from me, can you just give us a little more update with regard to some of the capital issues, the capital projects we have going, and not going for that matter, at the Planetarium and some of the safety concerns that we have talked about in the past and where they're at now?

MR. REINHEIMER:

Sure. Outside of the Planetarium, which is progressing, basically no other capital project is going forward. They've done -- I think Public Works has looked at the roof at Normandy Manor. I think that -- they're getting estimates on that. I talked to Public Works when Legislator Cooper moved on the campus for a short-term through December, part of that agreement was that he needed some work, paving done, a ramp made and Public Works did that. But we walked the property, myself with Public Works and the contractors, to discuss paving for the needs for the museum as a whole. To try to do everything at once it would be cheaper, they were coming on campus anyway to do the part for Legislator Cooper, and we talked about doing the parking lots and the roadways and the roadway all the way down behind the Planetarium. That was \$60,000.

We have money appropriated in the museum, in the Vanderbilt capital projects, for that paving, so the paving could have been done through the Capital Program through the museum's Capital Program. The County Executive decided that he just wanted to do the area of Legislator Cooper's. We had insurance people come through for Workers' Compensation and they walked the property, they inspect, I guess, once a year, and the roadway down by the power house is crumbling and they said that that's an insurance risk and that we should get that fixed. I forwarded that information on to Public Works. They'll do what they can, but the response was probably nothing's going to happen for the next couple of months. And here's an insurance risk, here's something that could have been avoided if those -- if that capital project progressed.

We have severe problems with the facades. Anyone that's been to the museum knows that the facades, once they crack the water gets behind them, the water freezes, it just pulls it apart. We have areas that, you know, are on the walls today, and I know by next spring will be on the ground. To put together a Capital Program extensive to do the facades takes a year. We don't have a year for some of these facades. I'd like to, if we could and it's the climate of the Administration at this

point not to go forward, but we need to develop a repair program, at least repair the critical areas to preserve them so that they don't crumble and end up on the ground. So the facades is an important program and that's not going forward.

We also have the seaplane hangar. Luckily it survived Hurricane Irene. We have resecured the doorways and, you know, because there were some evidence that there were people that may have gotten in there, unauthorized people, so that's a problem too, but we fixed that door. We're looking to have funds spent to stabilize that building. At this point in time, the museum has no plans to develop the waterfront, but we feel that stabilizing the building is important so that future generations can make a decision as to what they want to do with that building. If -- if and when that fails and if no work is done, sooner or later that front corner, the steel beam, there's a corner that's compromised. There's a steel beam that's kind of, I wouldn't say falling, but it's askew. Over time that's going to fail, and then the cost for clean up for that building is going to be somewhere in the million dollars range. So to stabilize it or to pick up the rubble, you know, it's a policy decision. I think the wise policy or the prudent decision as stewards of this property is to preserve the building for future generations.

We also have the boathouse that is being monitored by Public Works. They have basically said the building cannot be -- or they have, the building can't be used. It's somewhat unstable. We have the funds appropriated for that. A couple of hundred thousand dollars, at least the last estimate Public Works had, would stabilize that building. Again, I don't have plans for using the building. You know, it really is not something we can use at this point in time, but it should be stabilized so that, you know, deferred maintenance, deferred capital projects cost more. The longer we wait, the more it's going to cost. Those are the major projects.

We have roofs -- the Hall of Fishes is leaking, the Planetarium roof is leaking, Normandy Manor is leaking. We have severe mold problems in the mansion that we're working on, so there's water intrusion that's leaching through the walls. So we have a lot. And, you know, the County has invested a lot into the museum, probably in the neighborhood of 15 to 18 million dollars. It's ongoing. But to defer this maintenance just costs more in the long run. The bell tower of course, that's part of facades and that has nets around it.

MR. MORAN:

Which obviously doesn't help with trying to get catering and events at the facility when there's netting on everything. I believe Lora Gellerstein did have a question real quick.

MS. GELLERSTEIN:

I know that the County spent a lot of money on the boathouse, repairing the boathouse. Has anything been done? We spent all this money, then we kicked Cornell out, right, and then we boarded it up. So we haven't done anything with that building since it's been boarded up, right? So all that money we spent on that has probably been wasted I would assume.

MR. REINHEIMER:

Well, I wouldn't say wasted because we're still heating the building minimally and it's important; you don't want buildings to freeze. So the heating has been done and other work has been done. That's not wasted. But the building, you know, is crumbling. The ceiling on the inside has fallen down by the main door. So to answer your other questions, yes, nothing's been -- that building has not been used since Cornell left, to my knowledge.

MS. GELLERSTEIN:

When Cornell was leaving there was a hole in the ceiling -- in the roof, there was a hole in the roof, and that hasn't been patched up or anything. The day that Cornell was leaving there was still a hole in the roof and that has not -- so we left it like that. Or did we leave it like that?

MR. REINHEIMER:

I'm not sure. I'm not sure on that. I wasn't aware of the hole so I can't answer that question.

MR. MORAN:

Just real quick. What's the status of the bridge as well.

MR. REINHEIMER:

Excuse me?

MR. MORAN:

The bridge.

MR. REINHEIMER:

The bridge is in the Capital Program. I think there's \$100,000 in this year or next year for planning, and there's money in subsequent years, a million dollars I think might be in subsequent years. The bridge has to be assessed. There's nothing that can be done with it right away. Public Works has to -- if the money hasn't been appropriated the money I guess, I'm not sure where it is. There is money for planning to assess it. And that's a wild card. That could cost several hundred thousand, or it could cost one to two million. I understand there's a metal sub-road and then there's cobblestone on top of it. It depends on when they start to peel off the outer layer what they find underneath. So, again, that's a wild card. Hasn't been -- you know, I haven't seen any new chunks on the ground so that's a good sign.

MR. MORAN:

I guess that's something positive. Anybody else? Seth Weiss.

MR. WEISS:

Regarding the cell tower, is that a contract that's already being reviewed at the time or is it being completed?

MR. REINHEIMER:

No. We went through an RFP process. We selected, we meaning the County, selected a provider, Suffolk Wireless. That contract before it can be signed has to go back to the Suffolk County Legislature. So no matter what CEO's decision is, whether it's favorable or not favorable towards building the cell tower, if the County wants to go forward and enter into a contract, that comes before the whole Legislature and the whole Legislature can decide that policy.

A couple of things while you bring up the cell tower. You know, I'm sensitive to both sides. The cell tower is just one of a matrix of things that we're looking at to secure revenue. And I made this clear to the neighbors, too. It's not going to solve our financial problems, but it's \$100,000 a year in passive revenue. It helps us. You know, we can use every dollar we can find. We're -- you know, it's just part of a plan. I'm looking to improve or cultivate memberships, admissions, but memberships and admissions don't balance a museum budget; sponsorship does. And this is an area where the museum has not aggressively worked. And, you know, quite frankly, I'm trying to, but, you know, there's not enough time to do everything. But I'm conscious of that we have to go out and get sponsorships. That's what museums need or use to balance their budget. So the cell tower is just one piece. You've got cell tower, you've got catering, are just a part of the whole plan.

MR. WEISS:

Regarding the cell tower, it's an annual fee you're expecting per year?

MR. REINHEIMER:

Yeah, the hundred thousand would be annual revenue, if we had four providers on the tower. And

it's also -- it's a monopole, there's nothing on the outside. Maybe one small microwave dish. By small I mean somewhere in the three foot diameter. There's no arms, anything else. There may be a couple, two whip antennas and that -- excuse me, that would be only for public safety use. So it's just one monopole. It's 140 feet. It's partially -- it's in the woods area in the lower parking lot of the museum.

MR. MORAN:

Ms. Moss.

MS. MOSS:

I believe design house is over October 15th, so what's the museum's plan with moving forward with Normandy Manor?

MR. REINHEIMER:

Yeah, and just for the record, it's the sixteenth.

MS. MOSS:

Sixteenth.

MR. REINHEIMER:

That's one more day of attendance. We have no definite plans. Excuse me again. Prior to the show house, as some of you know, it was used for offices for administration. The people that were in there felt they were separated from the museum. The people on the museum side thought that the administration was separated. It wasn't a good situation to have offices there. I have no plans on moving offices back in there. I've talked publicly about linking it to weddings and as a bridal suite. I spoke to Public Works about using it for conferences, small groups.

We have problems, again, it's change of use. When you change the use of that facility from office or residential now to public assembly for food and alcohol consumption, they're pretty stringent. The bottom line is probably would have to put in sprinkler systems. And putting in a sprinkler system, I'm no engineer, but you're talking \$100,000 I'm sure. So to me the revenue we derive from having conferences and investing \$100,000 cost benefit, the payback is such a long time that I don't think that's a practical answer.

So now we're back down to bridal suite for a couple of people. Probably, you know, you could have the bridal party there, 10, 12 people tops. Another possibility, and this is really in its infancy and I haven't talked to the Board about it, so I don't know their feelings, is possibly, it is residential, and there may be problems using it for residential, to convert it back to a residence and rent the facility out to a family. I'm looking for revenue. Again, like the cell tower, if we can get 35 to \$40,000 annual rent and cost avoidance in utilities, that's a plus for the museum.

The problem with the house, the logistics to have the public crossing Little Neck Road, not that it's a heavily traveled road, but the way that road is configured with the curve and the hill, it's not a good situation to have that house used where the public's going across the street on a regular basis.

The short answer to your question is we have no definitive plans yet, but those are the two ideas. And, you know, I'm looking revenue. So whatever we can do to maximize the revenue.

MR. MORAN:

Mr. Weiss, do you have another question?

MR. WEISS:

Just one. Regarding the catering, how many weddings or events do you believe that you can have

per year?

MR. REINHEIMER:

I'm not really sure on that. The problem with the museum is we have no indoor facility. So in the bad weather, you know, from October through May, we really have no place for catering. So we're back to the tent. The tent we have now has a six month building permit. I assume that with the caterer you're going to have the same thing. So the maximum time you could have a tent would be for six months. So generally weddings are on the weekends, so six months, 26 weeks, you might have 30 weddings. You know, the fringe areas, you know, October, we have no weddings scheduled in October. Even the beginning of June is a little dicey because we're on the water. So, you know, 30 weddings and maybe that's a lot.

We have -- where the tent is located, you know, we have neighbors, so we have to be aware of the noise and the position that that takes having full-time catering and you have neighbors. So that's a tough question to give you a straight answer. I really can't give you a number. All I can say is if we're getting 100 -- the first year \$135,000 is what the revenue would be for the museum. That's the fee that we're charging the caterer. The other 35, \$40,000 is cost avoidance on the tent and a reduction in staff time, because we're not staffing the events. So there would be savings there. The caterer feels that that's economically viable.

MR. MORAN:

Anyone else have any questions for Mr. Reinheimer? Okay. With that, I just want to thank you again, Lance, for coming down to update us on all of this. There's certainly a lot going on at the Vanderbilt and you have your hands full, so we do appreciate you coming down to update us on a lot of these things. I'm sure we're going to be talking more.

MR. REINHEIMER:

Okay. Thank you very -- one last thing. I did include the best of our press clippings. The first one has a picture of the 1937 Chrysler when it looked -- it does not look like that today. But also, we were -- Channel 55 came out yesterday on the show house. They'll be broadcasting that I hope soon. The show house -- the Long Island Sound Festival, which unfortunately had to be cancelled because of the hurricane, was in *The New York Times*. So we're getting coverage in *The Times*, *Newsday*. The show house was also covered in *The Times*. So we're working the PR full-time the best we can. Thank you very much.

MR. MORAN:

Thank you. And, again, I just lastly want to thank all of you for coming down and spending a little time this morning to go over this. It is a challenge over there at the Vanderbilt.

So with that, I'm just going to take a motion to adjourn. Motion by Mr. Pearsall, second by Mr. Toomb. All in favor? Opposed? We are adjourned. Thank you.

(THE MEETING WAS ADJOURNED AT 11:30 A.M.)