

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 March 16, 2011.

The following were in attendance:

Noel Gish – President
Michael B. DeLuise – 1st Vice President
Gretchen Oldrin Mones – 2nd Vice President
Ronald A. Beattie – Treasurer
Betsy Cambria – Secretary
Christopher Hahn – Trustee
Steven Gittelman – Trustee
Kevin Peterman – Trustee
Thomas Glascock - Trustee
Joseph Dujmic – Trustee
Duncan Armstrong – Trustee
Tanya McKay - Trustee
Lance Reinheimer – Interim Executive Director
Terry Pearsall - Chief of Staff, Presiding Officer Lindsay's Office
Lora Gellerstein – Aide to Legislator Cooper
Nancy Armstrong – Aide to Legislator Cooper
John Pokorny – Vanderbilt Museum Staff
Ralph Colamussi – Thatched Cottage
Toniann Dillon – Thatched Cottage
David R. Reisman
Steve Rosetti
Robert Pilnick
E & L Cook
Ann Marie Pastore - Stenographer

Absent:

Sarah Anker – Trustee
Dr. William Rogers – Trustee
Rodney Rodriguez – Trustee

(Mr. Noel Gish called the meeting to order at 7:10 p.m.)

MR. GISH:

I'd like to call the Suffolk County Vanderbilt Museum Board of Trustees Meeting to order. Please rise for a pledge to the flag, please.

(SALUTE TO THE FLAG)

MR. GISH:

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

MS. PASTORE:

Yes.

MR. GISH:

Good. Does anyone wish to address the Board of Trustees at this time? Ralph, come on up and sit right next to the microphone, if you'd be so kind. Ralph Colamussi from Thatched Cottage.

MR. COLAMUSSI:

I just wanted to say that a couple of weeks ago, I was asked to come here to do the concession for the week the kids were off from school. It was really great working with the staff here. It was a very nice experience. We had some water buckets in the hot dog cart to hide the water coming from the ceiling. People seemed to be – it was a good time with all the people working here.

We took in \$6,812.34, less the sales tax at \$6,283.72. I have a check to give to the Vanderbilt \$628.37, which is 10 percent of the gross number, which we always knew that was much of the profit or always equal, at least 50 percent of the profit.

Beside this, there was \$622 that I didn't charge all the staff here for their meals. I think the staff liked it. We fed the staff here for the nine days.

Again, everybody had a good time. My staff had a good time here. I got a sense from the public that was here that they had a good time. I think it served the purpose. People stayed. Whether they had a hot dog or nachos and cheese and then from here they went walking around the grounds. I think it served the purpose.

The net profit to the Thatched Cottage was a negative 300 and some dollars, not counting the staff meals here, but we never figured this

was going to be a profit situation for that. It was just for the visitors here.

MR. GISH:

Thank you. I had asked Thatched Cottage and Ralph to come in during the February break when we had that school week to provide an amenity for the visitors. He was willing to do that. I appreciate that. This was sort of a trial run, but I think it was very, very productive. I think the people that were here during that week had something they didn't have the year before. I think that's really a plus.

MS. CAMBRIA:

I have a question. Did you make any mental notes about what you would do differently?

MR. COLAMUSSI:

As far as –

MS. CAMBRIA:

I mean if you were to do it again next year, would you change it in any way? It was a good first start.

MR. COLAMUSSI:

It was a good first start. The concession serves two things, at least in this building here. One for people going to the show and the show only a snack of whether it's a soda or popcorn or pretzels. That was best for that purpose.

The other purpose, which I didn't have a lot of food, just because of ovens and stuff – although we did put a portable oven and a generator – actually, I didn't account for all the gas we put in there either.

A lot of the people who stayed and ate lunch to go someplace else, it would have been better to have some other foods for visitors to stay for the day. So for the future, again, when there's something permanent, then we can actually have some other types of meals, whether it's paninis or something, they can have something nicer to grab and eat while they're walking or just sitting down at the table.

MR. GISH:

Again, this was a trial run. In the past we mainly just had a hot dog wagon. Again, I had asked Ralph and Toni Ann to come in and do this on a whim in December or January. It was just to see what would

work. I think it was a good trial run. We still can make more changes.

MR. HAHN:

Where are we with the overall – didn't we vote on a catering contract back on –

MR. GISH:

We will get to that at this meeting.

MR. HAHN:

It's on the agenda?

MR. GISH:

Yes, it's on the agenda.

MR. COLAMUSSI:

The only problems I know was that there were different problems because I know the staff is limited here. The popcorn spilling in the lobby, which we cleaned a lot of the lobby most of the time. After the second day, after every show, we had staff go inside and help clean up the theater, the popcorn and papers. We got a couple of things after the first and second day, then it worked out beautifully. I think whatever problems we had, we resolved them all. Any other questions?

MR. GISH:

Kevin.

MR. PETERMAN:

I just wanted to thank you, Ralph. There was a staff appreciation event one Saturday morning. It was just really nice of you to provide that service. I think everyone appreciated that.

MR. GISH:

That was the breakfast on the 19th of February for our Interim Director, Lance Reinheimer. Thank you, Ralph.

(Dr. Gittelman entered the meeting at 7:15 p.m.)

MR. GISH:

Is there anyone else from the public forum that would like to address the Board at this time?

Can I have a motion to accept the minutes from the February Board Meeting?

MR. PETERMAN:

Motion.

MR. DELUISE:

Second.

MR. GISH:

All in favor? Opposed? It passes. Thank you. **(Vote: 11/0/0/4 Not Present: Mr. Glascock. Absent: Dr. Rogers, Ms Anker & Mr. Rodriguez.)**

Treasurer's Report.

MR. BEATTIE:

Everybody has a copy. In terms of consistency, we still don't have any money. We have that going for us.

One thing that's important is we did look a little bit in terms of what the numbers – even though this is for next month's Treasurer's Report, we really did have a good winter break, since we're talking about that, in terms of memberships. The numbers are preliminary.

From a cash flow perspective, we're still waiting for Hotel/Motel Tax money to come in. We have enough for the next payroll. Then we're going to be counting pennies again. Our receivables are up in the neighborhood of \$100,000. We can put off what we can put off for as long as we can put off, but we need the Hotel/Motel Tax to make up the deficit.

MR. GISH:

Any questions on the Treasurer's Report?

I will just pause for a second before I go to the Education Committee. I'd like to welcome a new Member to the Board of Trustees, Tanya McKay, who was officially flagged for the trusteeship here at the Vanderbilt and was not able to attend a couple of earlier meetings. We're very happy to have you on the Board.

I will tell you that Tanya has agreed already, even though this is her first meeting, to work with our Grant Writer, Elizabeth, to hopefully move us along in grant proposals both for the State and Federal level

and also in private sponsorship. She does some fundraising at Stony Brook University, and she's well vested. I think that team of Elizabeth and Tanya will go a long way in helping to move forward with some of those sponsorships.

I also want to introduce our Interim Director, Lance Reinheimer. Those of you who did not attend the February 19 breakfast where he was introduced to the staff missed a rousing good morning, along with Ralph's food that he supplied.

He comes to us well vested with knowledge of the Vanderbilt, having been responsible for the Vanderbilt from the Office of Budget Review for a number of years. He was mainly in the audience for all of my early Trustee meetings and would obviously be a sounding board for our concerns for what was happening with the County and gave us excellent advice, so we're very happy to have him on board.

He has been a bundle of energy. He has been bouncing around the Vanderbilt and has been well received by the staff and has made some wonderful contributions. His knowledge of the County and individuals who he can make a call to has been valuable in making some early efforts. He will talk about that in a little bit of time.

Education and Exhibits?

MS. OLDRIN MONES:

The collapse of the dinosaur building impacted education somewhat in that both planetarium classrooms were out of use temporarily because of the need to re-route traffic through new fire exits. Of course, all the scheduled dinosaur classes (10) and the birthday parties were affected and were offered alternatives. All the other classes were relocated to the Curator's Cottage. Everything is back to normal now.

Although we possessed the Lincoln letter for a long time, it made its public debut during President's Week when it was exhibited in the butterfly room. In addition to Vanderbilt produced publicity, interest in the letter and the Washington portrait was generated by *Newsday* and by News 12. Additionally, Chris Collora, formerly of Channel 21, interviewed Stephanie during President's Week about the portrait and letter and posted the video to You Tube.

Overall the February break was well attended. Having food available for sale by the Thatched Cottage was a welcomed amenity. Thank

you, Ralph, and thanks for the \$628.37, and thanks for the great job of catering during Staff Appreciation Day.

As expected, the "Our Night Out" Event on February 20 was sold out. Betsy Cambria, our Trustee, attended with her grandchild and pronounced the evening very enjoyable. In keeping with the Chinese New Year Theme, red envelopes with shiny gold good luck pieces were distributed and an emphasis was placed on the full moon.

In preparation for President's Week and also for Valentine's Day dinner, the servants' kitchen was repaired and repainted. Peter, Tim and Keith did a wonderful job making the whole area look clean and fresh. They also tidied up the Hall of Fishes.

Now they've turned their attention to the guest wing, which will be closed to the public for three weeks while some much needed repairs are made in the Windsor bedroom. Once that's completed, Peter is scheduled to begin repairs to the ceiling of Mr. Vanderbilt's bedroom.

In the planetarium, the big news is that planning for the installation of the new star projector has begun in earnest. All the experts involved with the projector and the full dome video flew in from various parts of the world, including Japan, to begin the process. Barring changes due to the recent unfortunate and disastrous events in Japan, equipment is expected to arrive in the fall. The expectation is that by Christmas the Planetarium will reopen with the new world-class star projector up and running.

To prepare for this, the planetarium is expected to shut down August 1. Staff discussed ideas to mark the goodbye to the Goto. A party or a series of parties in July would give Long Islanders the opportunity to take a trip down memory lane. Many people remembered the planetarium as the site of a first date, a school trip, or even an engagement party. This year is the 40th anniversary of the Goto, which provides an opportunity to incorporate an educational piece about the old and the new technology into the goodbye ceremonies.

Staff discussed various ideas about what to do with the decommissioned Goto – from its use as an educational or a promotional tool to selling it for parts.

New seats and flooring are needed and ideally should be installed by October 1. To raise funds, the seats are being pre-sold for \$400. They are selling fast. Elizabeth has already gotten several pledges. Don't wait too long before purchasing yours.

Staff is exploring and planning new programs to offer during the transition period when the planetarium is closed. Beth has also added a new summer program that includes a water color project that will be a replacement for the dinosaur program and project.

Spring and summer workshop flyers, as designed by Michael and Beth and published by Pat, have been distributed. Beth is currently working with Michael on updating the brochure for the summer day camp programs and plans to mail them to camp directors by April 1. School field trips are in full spring mode with the planetarium doing two to three shows per day with full theater seating.

Elizabeth has been busy writing grants, which, if awarded, could provide funds to strengthen our education and public programs further, further our goal of being at the forefront of science and education, and help us become the go-to place for astronomy.

Betsy has taken a special interest in the gift shop. We discussed the need to revamp and restock with the appropriate merchandise.

Lastly the Yellin Booklet has been printed. As you can see, it is aesthetically pleasing, and full of information that hasn't previously been explored about the Vanderbilt. In the future, it could become part of an "Arts and Crafts" tour highlighting architectural elements as well as the people who worked to put some of the mansion components together.

That is the end of the report.

MR. DUJMIC:

Mr. Chair, I have a general question with regard to what was just placed on the record. As of August 1, the planetarium is basically going to be closed for the renovations preparing for the new projector. It is budgeted for this year for the period from August to November. The \$218,000 worth of admissions, is that based on what's going to be taking place with the planetarium closed, or are those the numbers that were utilized prior to us finding out that we're going to be closed for that period of time? That's a substantial amount of money for that period, \$218,000.

(Mr. Thomas Glascock entered the meeting at 7:25 p.m.)

MR. REINHEIMER:

That's based on the budget that was proposed last June. We went through the budget process in September. At that point in time, the planetarium or the museum didn't know that the camera was going to be advanced a full year. They found out the planetarium camera was coming at the end of January. So those budgeted numbers are based on the planetarium being open.

That's why Gretchen had mentioned that there were programs that were developing. Dave is looking into some kind of portable program that we can take on the road. We're looking to lease something from the middle of September through December.

MR. DJUMIC:

Do you think that will offset the difference in what we would be making – I mean, I don't know what the planetarium made last year. All I see from last year's report is what we made in total throughout the entire Vanderbilt. I'd feel more comfortable if I saw a break-down which indicated how much was brought just through the planetarium so we have an idea of what kind of impact we're going to be facing come August through December. Do we have any idea of the amounts that were made last year and what the difference is? Do we have any kind of projections on that?

MR. REINHEIMER:

We haven't looked at those projections yet. It's substantial. You will have some lower expenses in staff, in terms of admissions. The problem there is we have to look at our staff and see what we can do to protect them. People even working part-time can't afford three months of waiting for the planetarium to be up and running.

Our main concern is to maintain programs in the schools, having something in the fall that we can take on the road, and that's what Dave is looking at. I haven't had a chance to really sit down and look at how it impacts the budget and revenue, but it's substantial. It's going to probably be a deficit situation.

MR. DJUMIC:

So we have no plans to potentially offset those costs?

MR. REINHEIMER:

The road show – the biggest revenue in the fall is school programs. They run five days a week. We're looking for something to replace the school programs, so we do have a revenue flow.

Depending on what we can find, and Dave is doing the research, how many people you need to take on the road, you may need two or three people to take the show on the road. That may help some of our part-time staff.

Right now we're really in fact-finding. It's hard to really sit down and say what the impact is on the budget because, first of all, we don't know how much it's going to cost to lease, what it is we're going to lease, how many programs we can get, or how many people are going to be on. We're really flying without a net on this, at this point.

MR. DJUMIC:

We are looking at a substantial hit.

MR. REINHEIMER:

Yes.

MR. GISH:

Yes.

MR. REINHEIMER:

It's just that when you advance a program a year, we just haven't had time to look down the road.

MR. GISH:

That was a short deadline. To go into that a little bit more, we're looking at a portable dome, but the kicker is we don't want to buy the portable dome. We would like to lease the portable dome. That's kind of iffy. I believe the cost on that was \$60,000 to purchase.

We would like to see if we could just rent it for a period of time, and then possible send our staff that would normally be here out on the road maybe to cover those classes that regularly come to the Vanderbilt between September and December.

Again, we could probably give you figures now, but based on what Konica/Minolta will do and whether that October 1 deadline is secure—

MR. DUJMIC:

Well, now we have the issue with the tsunami in Japan.

MR. GISH:

Since we're into the topic, I called Konica/Minolta to ask about that specifically. They mentioned to me that their plants were not affected. I asked whether my October 1 date would be secure. I was obviously talking to someone lower in the company platform, but they said based on the fact that none of their buildings and plants were affected, that that was probably October 1. I said I would try to get back to them to get somebody to give me a little bit more specifics.

Obviously, as conditions changed in Japan and the wind shifts and people move or plants are shut down for safety reasons -- it may be standing but if, in fact, it goes in another direction, we could also be hit by conditions which are completely out of our control. Again, those numbers could change anywhere along the line.

MR. DUJMIC:

Thanks.

MR. GISH:

Chris.

MR. HAHN:

I love the idea of the farewell to the projector. I actually was kicking around the other day the idea of when we get the new thing, perhaps maybe doing a big launch event as a fundraiser. I reached out today to the New York Museum of Natural History where Neil deGrasse Tyson runs the Rose Planetarium. I think he might be a good guy to have come here. I don't know what people think about that. Maybe we could do a kick-off and maybe sell tickets for a substantial sum and maybe even get some sponsors and try to make some of this loss back that we're going to incur over the next couple of months.

I'd like to work on that, if people are okay with that, and see if we can put something together for, let's say, late December or January, once we know the date. But I have reached out to a colleague of mine who heads the Government Affairs Unit at the museum, and he is also a Long Islander. He has the same childhood memories as I do of this place. He was keen to the idea, and he's bringing it to Tyson. We'll see what happens.

MS. OLDRIN MONES:

Wow, sounds good.

MR. GISH:

Any further details on that would be great.

MR. HAHN:

I don't want to get people's hopes up. It's very preliminary, and he's one of these guys who is all over the map. But it's in his own backyard. It's going to be one of the most high tech devices in this hemisphere, as we've been told by Konica/Minolta, so why not? It could raise – I think we could raise \$200,000, but let's see what happens.

MR. GISH:

We won't know until we try.

MS. OLDRIN MONES:

Can I just say one thing in response to Joe's comment about how we're going to take a big hit when the planetarium is closed? The positive that I see is that if we get the portable planetarium, and if we go and do the outreach that we plan on doing, we will have begun an outreach program that we have been talking about for years. It could very well be that we can run both simultaneously, that we can have our world-class planetarium, and we can have the out-reach program for schools that can't afford to come here because of these difficult economic times. It's a long-range positive, but it's there.

MR. DELUISE:

I agree with Gretchen. This is an opportunity for us to promote ourselves outside of the facility to let everybody know what we have and get them prepared to come here.

MR. GISH:

Any other questions?

Buildings and Grounds Report.

MR. PETERMAN:

The damaged building is gone. It's been taken away. I believe Public Works had a contractor that came in and cleaned everything up. I believe that the dinosaur bones that are not our liability are in storage in the parking lot where the cell tower is going to be built.

MR. GISH:

Yes, they are in the parking lot to the right as you enter the main entrance.

MR. PETERMAN:

They are secure. They are there, and we are just waiting for them to be taken off site. I was outside before – Noel and I went outside before and they did a great job cleaning up. Really, there's nothing. When I came up here that morning when the roof came down, there was snow and it was – it was very well done. Everything has been taken away. We're in really good shape.

As you mentioned before, there might be a HVAC unit or two that we might be able to get some money for them. I don't know how much, but we might be able to get a couple of dollars for them.

MR. GISH:

We will attempt to do that.

MR. PETERMAN:

Good cooperation with DPW.

MR. GISH:

Absolutely, and they moved very, very quickly to deal with that. That was a safety issue, and we didn't want to see anything else happen to the specimens that were there. Anything could have happened beyond that.

On a positive note, we always tend to deal with things that are negative. The time that that occurred was fortuitous. If it would have happened during the day time when students were here or if it had happened at a time when we had a birthday party in there, things could have been a lot worse. The timing and the fact that it happened at night and that they were able to avoid any problems dealing with people who are on site was key with that. I'm very happy about that.

Development?

MR. BEATTIE:

Before I start in some of the other stuff, I think this kind of talks to what Joe was speaking to before in terms of the backfilling, as best we can. We went into high gear this month.

Before I even talk about that, I should mention before I forget that we had a very good meeting with a major corporation on the Island today who did a tour. They are very interested in helping us out. It's probably going to be a scaled approach. They're going to dip their toe in the water. It was very, very successful and it is one of the things that came up as possibly a new program to replace some of the planetarium programs that we're going to lose during that time period. And they might fund that for us. I don't want to talk about the specifics about who they are, but we had the conversation today, and it really went well.

When we heard about the fast-tracking of our 15 year project to get the projector in, we jumped into high gear. We had what I was calling a uber committee meeting that took place with Education, Buildings and Grounds and Development because there were a lot of things that we needed to do to prepare for closing the doors. One of those that we're talking about is having a last picture show – I don't want to say gala, but it's an event. We really want to promote and build the excitement. The "Last Picture Show" is what we're working on. We're working on those plans to, again, build the excitement.

The other thing in terms of the Development Committee is I really wanted to create sub committees for all the things that we need to do so we can divide and concur.

Myself, I would be heading up a Marketing and Visiting Experience Sub Committee. We would also have committees for fundraising events, public relations, grant writing, and membership. I'm not going to put anybody on the spot in term of who I penciled in, but based on the last meeting, we can talk a little bit more. We had a Development Committee meeting and really didn't get a lot of buy-in from the people that I'm hoping are going to be able to help us out because we have a lot to do during that period of time.

In terms of the marketing and the visitor experience, one of the things that we really need to do in terms of fundraising – and this is kind of tricky with working with Buildings and Grounds, DPW – the priority that we have to do is this space right here. We're going to get a \$3 million projector in that's going to wow people, but they're going to come into these doors and they're going to see the same thing.

I know that Noel is going to be upset at me, but I'm going to use the terminology again, but that's lipstick on a pig. We need people to

open those doors, when we open the doors and go, "Wow" before they get in here.

There are some ideas that we have, and we're working with Buildings and Grounds in terms of what to do with our carpet here. I think that could go on an exhibit as an ancient item. And there are some ideas what to do with our ceiling here. Lance, true to form, came in here and got money for the roof already, so before we fix the ceiling we will fix the roof and work our way down. There are a lot of those types of things that we need to do.

In terms of the planetarium project and reopening, the type of things that we need to do are, as I mentioned, the ceiling, the carpet, and if possible, the bathrooms. Lance is also working on that.

In terms of fundraising on that, we started developing a corporate giving brochure. I worked a long time today with Elizabeth on that in terms of defining levels of corporate giving. We have a folder that's in production so that we can go to people and actually specify what we're asking for. I know it's an interesting concept, but we can all be on the same page. We're talking about using some kind of planetarium levels of universe, solar system, that kind of thing for levels of partnerships with them.

We also tossed around the idea and if anybody knows any expertise on this, to have an event and maybe it will be the closing, but something called "Points of Light" from a marketing prospective. The "Points of Light" are for people to be able to donate their travel points, their rewards points, from American Express or Visa or wherever they are getting these points, to donate them to us for contributions to the Vanderbilt to help in the restoration of this lobby here.

Then, again, in terms of the planetarium down-time project, I'm referring to that as, "We closed doors. How are we going to backfill?" We need to do a lot of work in terms of the marketing and visitor experience for what we have left, which are the educational programs and the museum.

We worked a lot today in terms of figuring out where we could relocate a gift shop for the time being. And in relocating the gift shop and let me pass these around – I don't have the details on the project yet, but we're trying to come up with something that I'm calling "Vandy Merch." We're talking about things like posters, postcards, and magnets, stationery, and all sorts of things.

We have the photographer who donated his time. If anybody knows in terms of the education brochure – he donated his time to take really great pictures. We are trying to have a focus on merchandise for the mansion and the exhibits in the museum and relocate the gift shop and ticketing in the same location in the mansion so that the tour will go through – it will start and end in the gift shop, so hopefully we can backfill a little bit in terms of “Merch.”

We can do other things in terms of pictures of the cars. Those are just some examples. Those are examples that the guy did on a walk-through without his special equipment, and the pictures came out that good.

We are well on our way toward that. We’re still going to take a hit. We know we’re not going to make up all the revenue, but we’re trying to lighten as much as we can.

The other thing in terms of – and please excuse my mark-up here, but this is the design for our takeaway instead of our mimeographed, which is probably an accurate term for it, although it’s not, our constantly zeroxed map that we hand out to people. It is somewhat embarrassing. This is an 8 1/2 by 11 proof of something that’s going to be 11 by 17 folded up as a map.

The aerial view was taken – actually, my wife donated her time and our plane and the same pilot literally hung out the window to take these aerial shots that we can use as our map. That’s going to be the basis for the map, and it’s going to be self-funded.

If you look on the bottom, there’s a band or strip of advertising that we can sell at \$500 a pop. If we sell all six or seven of those, that would be a self financed take-away. In terms of the visitor experience, instead of taking away a zeroxed sheet, they have that that also has a membership application on it. We can start to pre-sell the memberships for that, as well.

That’s it for Development.

MR. GISH:

Ladies and Gentleman, our Interim Director, Lance.

MR. REINHEIMER:

Thank you. A lot of what I was going to say is covered, but I might be able to include some details of what I have been doing and how I have approached the job.

The first day I was here, I changed the annual membership from 12 to 15 months. In conjunction with the close-down of the planetarium, if we're selling annual memberships to sell somebody a 12 month membership, and we're closing a major component of the museum for three months, it doesn't make sense. We have actually gotten calls from people that bought memberships in February say, "Hey, we just heard about the planetarium and what's going on?" We had to remind that that they have a 15 month membership. So in anticipation of that, that was the first thing I did.

The second thing was to focus on family memberships. I guess I was fortunate enough or unfortunate enough to be here during one of the busiest weeks. During that time, we had a contest among staff. We also had a contest with the Trustees, but I'll address the staff first.

The first prize was to the staff member who sold the most family memberships. It was \$100 gift card. Second prize for the second person was \$75. Legislator Cooper donated \$125 toward that \$175 prize that two people were going to win. We had two people – Navid Shokoohi was first prize. He sold 25 new memberships. The second prize was Bryan Sansivero, who sold 15.

Between the two of them, they sold 40 new memberships. They sold \$3,000 worth of memberships in that nine-day period. They should be congratulated. I haven't given them the cards yet, because I wanted to make it public here today first.

On the Trustees' side, I'm still having a trophy built out of solid plastic in some kind of cup. There was no contest, but we had a Trustee – I think he was living on the grounds here, but Ron ended up selling 23 new family memberships, and second place was Gretchen who had 11 new memberships, so between the two of them, they had 36, so that's almost another \$3,000 there.

During that nine-day period, we sold \$9,500 worth of new memberships, 126 new members joined our list of supporters. In our database, we only had about 400 to begin with. That was a 25 percent increase.

Part of my plan is to manage members, communicate with members and give members a reason to come back. No one is going to renew their membership if they don't come back. If we build on that, it provides a base of support in revenue as people sign up for memberships during the year, that's revenue that's coming in. The job is to get new members, and then the second part is to hold them.

In conjunction with that, the museum has been selling memberships to libraries at \$500 for a card. It's been very successful. We're going to go out and rebroadcast this program because the libraries are starting to renew, and we know that they see the value. So we have to go out and market this to the libraries that have not started working with us. This provides a base to go out to the community and start to build our membership and our financial base.

The planetarium – Kevin mentioned the roof. I was at the Parks and Recreation Committee meeting today. There was a resolution to appropriate \$100,000 for the roof. We got that through the committee without any discussion. That's a good thing, but that's in step with the planetarium renovations. I don't anticipate there will be a problem with that because Public Works has contractors lined up. They don't have to go out to bid. They have somebody, and they're ready to do the work in June. So it works perfectly.

In addition to that, we have a resolution for \$50,000 for electrical upgrades. Public Works will work on a priority list of what needs to be done. It's also a fall-back if we need that money to work on the planetarium when they start installing equipment.

Related to the planetarium was the "Sponsor a Chair" program that Gretchen mentioned. I stress that it's important to support that, as Trustees. I hope that all of you will support that. I have already bought my chair, so I can't sit here and talk about it until I bought mine. I bought mine the other day.

It's important to get a fair start because that gives us the momentum to go out to the community to publicize and raise money to start the ladder. Nobody wants to be the first person to give money. If we can say that we have raised a quick \$25,000 out of the \$90,000 that we need for seats, it just helps us go out and market that and solicit community groups, corporate people and the public at large.

MR. HAHN:

Do we have – sorry to cut you off, Lance. Do we have a brochure for “Sponsor a Chair” that you could email around?

MR. REINHEIMER:

We’re working on that. This came up fast. It is on our website. I’m not happy with the way it looks on the website. I’ve updated it probably four or five times. I’m working on changing that again. I’m looking at it. I put something up quickly because we wanted to launch the program quickly with the announcement of the planetarium.

Now I’m looking at it from a marketing perspective and looking to see what we need to do to draw people in, but it is on our web. There will be a button. There isn’t one there now, but there is a link that takes you to New York Charities. That’s where you do the purchase, and they notify us of the people that purchased it.

I have an appointment next week with a company that does plaques. What we’re visualizing is a wall of recognition of donors that would be mounted in the lobby.

There are a lot of drawbacks with putting plaques on chairs. If you put them on the arms, they can catch your clothes. The chair we’re looking at, most of them have plastic molded backs so you can mount the plaque on that. It’s not going to stay. So we’re looking for something that would be permanent in the planetarium. We’re going to look where we can locate it. The person is coming to see what they’re working with, and then we’ll do some design concepts.

MR. GISH:

Also, the planetarium is dark. If you put the notices on the back of the chairs, you’ve got a dark planetarium. So his idea will obviously bring people in just to see that they are on this list of people who contributed to the Vanderbilt.

MR. REINHEIMER:

So we’re working on concepts. You can go on the site tonight. You can buy your chair tonight, if you desire.

MR. HAHN:

Who does the check get made out to?

MR. REINHEIMER:

It would be the Suffolk County Vanderbilt Museum and Planetarium. What we're doing is we're opening a separate checking account for that. We're going to have a separate account for that money. It's not going to be in our regular operating account.

MR. HAHN:

How much does the chair cost?

MR. REIMHEIMER:

It depends on the type of chair, in terms of the company. We have ranges of about \$375 per chair to about \$425 or \$450. We looked at three demo chairs. I think Gretchen is giving us some more information. Public Works is actively looking at the specs. They feel we should go out to bid on this and write the specs on this tightly so we have the type of chair we want.

We don't want a chair that's spring loaded. We want a chair that's counter weight so that there's gravity, so that there are no springs that rust and break. They will be more durable, and we won't have problems five or ten years down the road with the chairs. We're looking at this critically from a lot of different perspectives, from the users' perspective, from an engineering perspective, from a cost perspective, and can the company deliver on time.

MR. GISH:

We're also trying to work in the removal and placement of the chairs. That's part of that cost.

MR. REINHEIMER:

There are two other resolutions that we have. In one resolution we're going to receive a mini van from the County for visitor transportation. One of the trams was crushed in the collapse of the building. We still have two trams that are running.

The downside to the trams is they don't provide weather protection. You're out there hanging off the back. They're also not good for people that have limited mobility. The mini van holds about the same amount of people, six people, as the trams. They obviously provide protection from the weather, and they're more suitable for people if they have crutches or they are limited in their mobility.

In addition to that is a full size utility van for maintenance people, so they can move artifacts on the property without having them exposed

to the weather. They can go and pick up supplies from Home Depot and whatnot which they do on a pretty regular basis, without having to use a dump truck and have things exposed.

What they do is they have been using their own cars. It's important that they don't use their own cars. They should be using company cars. So we're getting two vehicles, plus we're getting a surplus printer from the County. If things work out, we should have the one van by the end of this month, and if things work right, we should have the mini van I hope sometime shortly after that.

Moving on to site use in the tent. We scheduled the tent for installation the week of May 9. I was told by Carol, our site use person decided it needs to be replaced. I didn't believe her, so I had to go out and look at it. I went out there yesterday, and it's well worth spending the ten minutes out there to look at the sides. It didn't take long to make the decision that the sides are in bad shape. That's an \$8,000 cost. It's an \$8,000 cost for installing the tent also, so we're talking about \$17,000 to get the site use tent up.

Right now we have five weddings planned. Carol is out there. She has more appointments, so I hope that that fills in.

Yesterday we secured a grant from Bank of America the second year in a row. It's the Museums on Us Grant. It's \$2,500, and it's a grant that pays for general admission which is a grounds admission, \$7 on the first full weekend, Saturday and Sunday. We just got that grant again. The interesting part and the exciting part is we are one of four museums on Long Island that gets that grant. Long Island museums-- Carriage House in Stony Brook is one, as well as the Long Island Children's Museum, and Westbury Gardens.

My time here has been really energized and a real challenge. It's been a lot of fun. I think people look at me when I say I've been having fun but it really has. It's completely different from what I have done before. It's very dynamic. It's dynamic outwardly, rather than doing a lot of writing and analysis like I did before.

One of the best parts of the job is talking to the staff and going out and meeting the staff. On the weekends, I try to get out at least Saturday or Sunday to work with the staff, to meet the staff and to listen to what they have to say. They have a lot to say. Most of it is good. They really love the place. They are here for their love of the museum and dedication. There are a lot of young people here that

work weekends and have been doing so for four or five years. They are off to college. They come back from college. They come back here. They work part-time.

It's been a real thrill. I think part of the energy I get is from talking to the staff. I think it's important that the greatest asset that we have here is our staff. They are very professional and very dedicated. It's been a pleasure to be here this past month. I've really enjoyed it. I think I have been here all but two days, so I put some time in.

I just want to say one last word about Carol Hart. She was here for a short time while I transitioned. Not only did she put a professional staff together, but she was very professional in the weeks that I worked with her as we were transitioning. She helped me with everything. I just want to say on the record, that she was very professional and did everything she could to make the transition as best as possible in a difficult situation. I think it's important to thank Carol on the record. Thank you.

MR. GISH:

Good. I'll just update everyone on two committees. One is the Cell Tower Committee. I had a meeting with County officials on March 3 with DPW and Planning to examine the progress at that stage of the game along with Suffolk Wireless and moving forward on that contract. I'll be meeting again with County officials and also emergency services on March 18, that's this Friday.

Duncan has agreed to work with me at that time period. Again, we're going to meet with local fire departments, police and marine units that might want to access the top of the cell phone tower for this area, which is, from what we gather from all of them, a dead zone. We're going to try to accommodate emergency services for the community. That will all take place on March 18 with a lot of specifics. That will be at 10:00 here.

Dealing with catering, you heard Ralph a little while ago. Ralph has been more than accommodating with our meetings. I met with Toni Ann last week. She is still correcting my spelling and adding things to the contract, but we are proceeding on with that and making some very good progress in both the cell tower and the catering.

Any questions on either the cell tower or catering?

MR. HAHN:

Yes, I don't recall exactly what the timeline to start this is. Was it back in October that we had a start date for pretty soon from now, for the summer? Weren't they going to be in here by the summer?

MR. GISH:

We had no start date on that. Remember there's a long process that it has to go through. In other words, the County drafted sort of a bullet plate –

MR. HAHN:

Boiler plate.

MR. GISH:

Boiler plate, excuse me, that the guy was working with. I had then been working with Ralph and Toni Ann in working to see exactly what's acceptable. We also have a catering committee that has been on that also to see exactly where we're going.

I also have agreed to let Alice Rosen on that, who is a community member, who voiced some issues. That may have been one that you missed – to come in and work with us on some issues that the community had.

Right now I think the contract is about 54 pages that we have gone through. We have added some items on down the line. To be honest with you, I'm not a lawyer so it is taking a little bit longer than I probably would like.

MR. HAHN:

Is it prudent at that point, since we've had a lot of volunteer input on it, for us to perhaps hand it over now to the professional staff with Lance to have him work with the County Attorney to just get this done?

MR. GISH:

The County Attorney wants us to make the changes on the contract as we see it first. They want us to make all the changes that we want before it goes to them. That's going to be Christine Malafi's office. From her office it then must meet with Trustees' approval. It then goes to George Nolan, the Legislative Attorney, who will review it from the legislative standpoint. It must then be approved by the Legislature. That's part of their resolution before it goes back. That final document will then have to go back to Thatched Cottage for their attorney

review. They have not looked at it. All we have been doing now is working through sort of the –

MR. HAHN:

My only concern, Noel, is that I think we are blurring the line between governance and management in this process and a lot of things we do here.

We have a very capable person as our Interim Director in Lance right now who has dealt with these kinds of these things and probably has more experience than any of us in some of this. I feel comfortable turning the process over to him. I think that we, as Trustees, need to review his work and vote on the final bill, rather than us drafting it and then having stakes in the drafting of it, which is what we have been doing here.

That's not good governance. That's management. We're not managers of this place. We are the governing board of this place. We need to, at this point, turn things over to management and trust that he's going to get it done.

If he's asking us for our opinion or our help, that's another story and we should give that freely. But I think that at this point, rather than having a committee look at it, we already voted on this, we wanted to go forward with it. We have a manager in place. We should hand it to the manager and let the manager handle the job. Not that I think you're doing a bad job at all. I just think that we are blurring the lines, and I don't think that's our role.

MR. GISH:

I think that it would probably be correct if we had a permanent Director in place at this stage of the game that was going to follow it through. Since I began this process way back when and I've been working with Toni Ann and Ralph, and I'm confident that we should be able to move along with this very, very quickly.

Again, after we get done with it, there is still a process that's going to have to go through the other offices before it's approved. I would not feel comfortable giving it to Lance at this stage of the game and having him review it. I will gladly give him the draft that we are now working with and have him go over it, but based on my time here, I don't know whether he should have the –

MR. HAHN:

I don't think whether we want to do that or not is the issue. I think that it is improper for us to be negotiating a contract with anyone, as Board Members, even the President of the Board. I think that the role of the Board is to approve the final contract and approve it from a different state. Not somebody who is vested in the drafting of the contract but as someone who is going to review it as an arbitrator of what staff did. It is impossible for you, as Chairman of the Board, to both draft this contract and then review this contract.

From what I'm saying, I think we're skirting the line between management and governance for a very long time here. I think we should start turning some of that management responsibility over to management to the extent that he can handle it, and I would trust him if he told me that right now I can't handle it. But I think that to the extent that Lance can handle it, we should turn it over to him because whether we feel comfortable or not, he's the manager of this place that we have decided to hire to be our interim manager until we have another manager, he's the manager. We have to review his work, not do his work.

MR. GISH:

I appreciate what you're saying, but I think from a museum standpoint, I think I'm protecting the interest of the educational institution by making sure that the contract that's put together is one that meets the needs of the museum. The contract that I'm working on now will not go through without a review of this Board. This Board will have input into that final document that goes through. We will be able to make changes if you think it's necessary. But I think you're looking at the possibility of -- we had a Director who was involved in this. She is no longer here. We now have an Interim Director that you would like to turn it over to him to deal with --

If we are successful in hiring a new Director and the applications were due today or yesterday, if I remember correctly -- and it was the AAM that we had through -- but I believe that we have 22 applications in. If we then turn it over to a new Director, I think it would complicate things more than speed things up.

MR. HAHN:

Isn't it possible that by the time the new Director is hired and in place here, we could have this contract already in the hands of the County for review?

MR. GISH:

I would hope so.

MR. HAHN:

I see no reason for us to even delay giving it to the Interim Director, at the moment. I just think that it's poor governance. I just think it's impossible for you, as President of the Board, to then sit as President of the Board and review this in your role as a Board Member because you are acting as –

MR. GISH:

I will recuse myself from that discussion, obviously.

MR. HAHN:

And that's great, but I don't think that's fair to us as a Board either, because we do rely on your leadership as the President. There is a lot at play here. I think that you should consider – if you're not ready to do it today, that's fine, and I would like to hear what other Board Members think about this.

I think there is a lot of blurring of the lines between governance and leadership. I don't want to be critical of you at all. I think you're fantastic. I think you are dedicated to this place, and this place really needs you in the role that you're doing. I'm not trying to be critical at all. I think it's wonderful how dedicated you are here. But I do think you have to be the governing body of this place, not the Executive Director.

MR. GLASCOCK:

Could I ask what the role of the County Attorney is with this? Are they acting as draftsmen or are they reviewing the document?

MR. GISH:

Yes, they will get the document that I turn over to them when I've completed it. That was the plan.

MR. BEATTIE:

Haven't they periodically been reviewing?

MR. GISH:

No, they have not since they gave them the boiler plate. That was based on other agreements that the County has with other establishments, like Coindre Hall and a few of the others. I was using that.

MR. GLASCOCK:

So they're hands-off?

MR. GISH:

Until I give them my version of the contract back. Then they'll make revisions in that. In other words, we have – and I don't want to get into the specifics of the contract. I didn't want to have a contract that I agreed to, give it to the County, and have it come back to Thatched Cottage and then begin negotiations with them over what was acceptable and what was not.

I felt it was in our best interest to try and filter through a lot of the stumbling blocks that might occur. They should know that we've got to go through historic review. Thatched Cottage should be aware that there is going to be a historic review with any changes that we make here on the facility.

Whether, in fact, we take the Ed Center and make that into a café, that's going to require a historic review. Whether the laundry room, which currently is needed for on site – the ability to get a State liquor license, and I'm learning about this as I go, if that fails the health review, how does that impact their ability function? This could be a lot longer if we don't get through some of those questions now and go over them so that they can possibly be ameliorated at another time. Steve?

DR. GITTELMAN:

Chris, I agree with you. Thematically, I totally agree with you. I agree that we certainly have blurred the line between management and governance. I think you put it eloquently. I just feel that Noel is very vested in this particular contract. I kind of would let it go, but I think thematically we have to hear what you're saying over and over again, so that we can somewhat change our style. But I would not – since Noel seems so strongly entrenched in this and apparently wants to continue it, I probably feel he ought to.

MR. BEATTIE:

There is also the salient point here that in the best of all worlds, yes, we should be a governance body and not a management body. But when an organization that has been cut to the bone and all of us are doing what we can from an operational standpoint – I spent three hours working on brochure development. I shouldn't be doing that, but there –

MR. HAHN:

There's a big difference between developing a brochure and negotiating the catering contract.

MR. BEATTIE:

There's a huge difference. But the thing is that that's an example of one of the many things that some of us have had to step up to the plate and do more on a management end because it's just a reality. There aren't the hours in the day when we're cut to the bone – we have virtually no management here at all. That level was cut. We're stepping in and doing what we can do. In this particular case, it's negotiating a cell tower contract and a catering contract.

MR. GLASCOCK:

In terms of the County Attorney's role, this isn't necessarily being handled in the most efficient manner. I think there are some extra layers in here that probably don't need to be there.

The way I think it really should be handled in a perfect world would be that the County Attorney would be acting as a draft person. They would be sending you the drafts for you to review. You would comment on it. They would make changes, and there would be a back and forth with the Thatched Cottage, as opposed to, frankly, you being in the position where you're having to roll up your sleeves and trying to put pen to paper and then sending it to the County Attorney for review.

In a perfect world, you would be working hand in hand together. They would be doing the drafting, and you would be doing the reviewing, and saying these are the business points, and that needs to be changed, and we could make progress.

MR. REINHEIMER:

I just want to respond to Chris. I agree with you, Chris, as far as what you said. That's the way it should be. The reality with Noel working on this, like Steve said, he's so far into it.

My plan is to start to get involved with the contract on the catering. I talked to Ralph, and Ralph does want to have a meeting. I will be involved in it. I will start to be actively involved in the negotiating, framing it out, and working with the County Attorney. The same is true with the cell tower. It's just this past month I really couldn't take it on. I find each day, I'm getting a little better handle on things, and

I'm expanding what I'm doing, so that I have time to do the contract for the cell tower and the restaurant.

My days so far have been pretty full without that. I'm basically here ten or eleven hours a day, six to seven days a week. The shortcomings – and I know what I was getting into, so I'm not complaining. So far, as I keep saying, it's been a good time.

We have high public usage here on the weekends. Somebody that has the authority to make a decision has to be around. You have management needs from Monday through Friday. We have meetings and places interacting with the County, going out to meet with public officials or the public. There is no time to take off during the week because that's when you do the management part. It's a layer on top, the negotiating of the contracts.

I could not have done that this past month. But I feel as time moves on, I'm more familiar with the operations and I start delegating -- I keep telling my staff, I can't do their job – and not that they want me.

Elizabeth, our grants writer, has weeks of work to do, and that's even before Ron starts designing his sponsor piece. Michael, the graphics person, a young kid, he comes in two days a week. He does stuff at home. I email him stuff at home because two days a week isn't enough. As far as PR, Pat is working three days a week. Again, he's got tons of things to do.

What I'm doing is, I'm letting the people that can do their job, do their job, and I have faith in them. Dave here at the planetarium went to a meeting, a conference call, between Public Works and the engineers concerning issues on what was left out or what they need in the planetarium to make sure that when it's done, people aren't talking about us for four years saying, "They forgot to put lights in the place."

That was one of the problems. They took out the ambient lighting, and Dave came to me and said, "We were told by the consultant that it's out. That's it. It's done. It's a done deal."

I called Public Works, and we arranged for a meeting because I know it's not done. So between Dave's expertise and seeing that the ambient lighting is important, which Lorraine told them it was missing, and the engineers, they worked on that.

The professionals – the museum is being run well by the professionals, which is a good thing because I don't have time to concentrate on that.

I agree with you and what Noel said and what Ron said. They've taken on management jobs because there is no management here. I'm looking back, and I spoke to Ron today. I'm trying to manage the finances. I want everything to be the point through me. Trustees can come to me with ideas for putting brochures together and printing, but it has to come through me because I'm the guy that's holding the key to the bank.

I tell people we have no problems because we have no money. This is what we're dealing with, what's important, what do we need to spend to do our jobs, and what is a wish list. I'm starting to take control of that. It's not easy because we've been used to another way of managing because we have to. We couldn't do it before. I'm trying to be focused in what we can do.

In the capital program, in this political climate, there are only certain things we can do. We have our wish list, but I talked to Public Works and approached them from what is reality. What can we do today? Basically what we can do is try to preserve the buildings and work on the roofs. If I get the roof done, I'm happy. At least the buildings aren't getting worse. That's the reality.

We can't ask for five or six million dollars. It's not there. So I'm trying to work in an environment of reality of what needs to be done to get through this period of time when government is not spending money, hoping that the good days return. When that is, who knows.

I have two concerns with the capital program. I have the boathouse and the seaplane hangar. If we do nothing, we're making a decision for future generations that those buildings aren't going to be there.

I have a plan that I'm going to try. It starts with "Sponsor a Chair" to show that we can raise money and to go out to the community and to ladder that. We need to reverse this publicity that we've had in the past that we can't raise money, to show that we can, to show that our doors are going to be open and we're going to be here in the future. Then we can try to get the County to understand that we're not looking – we would like to develop the waterfront. We would like to do this, but right now we're losing the buildings, and we're not going to have them. I'd be happy if we could just stabilize those buildings so

that we make the decision for future generations that they can have a building and do what they want in the future with it, if they so desire. But if we do nothing, that building isn't going to be here.

That's how I'm trying to manage this place. It's one day at a time, and one small step at a time.

MR. GISH:

Betsy?

MS. CAMBRIA:

I just wanted to ask a question about the catering. We have people who have signed contracts to have catering here?

MR. GISH:

Correct.

MS. CAMBRIA:

How is that going to –

MR. GISH:

Thatched Cottage has the right to sign up and have a wedding here, and they would be the catering agent for that wedding. Until we have a signed contract, and I believe the five that we have signed up for 2011, they are still allowed to get the catering agent that they choose to have. Once that contract is signed, the Thatched Cottage would be the exclusive caterer for all events that would be held here.

MS. CAMBRIA:

So between May and October, we have at least five events. So even if the Thatched Cottage contract was signed and took place during that time, these people would be excluded from that.

MR. GISH:

Yes, they are grandfathered in.

MS. CAMBRIA:

So time really isn't a factor as far as those five are concerned.

MR. GISH:

No, to get back to Chris' point when we were talking about time, the only reason I took this on was because I felt it was moving too slowly. That was my only reason, not for any power –

MR. HAHN:

No, I think it was necessary. I'm not accusing you one bit of anything.

MR. GISH:

I want to thank Duncan for agreeing to come with me on Friday for the cell tower meeting. Committees of one I'm really not in favor of.

Again, in dealing with the Catering Committee, I used Betsy, Michael, Gretchen, and Ron because no one was willing to serve on the Catering Committee, so I used the Executive Board. I forced them into that position.

When it comes down to using them again or trying to get them together, either they're on Education or they're on Development. I'm overusing the same people. When it came down to the catering, I went ahead and tried to make an appointment with Toni Ann and Ralph whenever they were available. I was leaving here at four o'clock. We met at some ridiculous times to try to put some stuff together.

MR. GLASCOCK:

There's no reason for you to make an apology.

MR. HAHN:

I'm not asking you to do that.

MR. GISH:

But I'm trying to explain why –

MR. HAHN:

And you don't have to explain. I'm not asking you to explain. I'm not casting judgment either way. I'm just pointing out that we should start transitioning to a governance board and not a management board, as much as we can, especially when it deals with external contracts.

MR. GISH:

I'm actually in favor of that.

MR. DELUISE:

One of the things – and we talked about this before – but we should really in the near future have a Trustee retreat or something and talk about what our individual responsibilities are. A lot of us have been on boards before. Some of us have not been on boards before. I think it's very important that we know what our responsibilities are.

A Board's retreat would be something we have talked about before. The Museum Association has those things available. It's something I think we should look at in the near future.

MR. GLASCOCK:

The reality is the blurring of fiduciary with management is much more common than one would want to admit. That said, you have three attorneys on the board who have experience with municipalities in drafting municipal contracts. We should make ourselves available to help you out.

MR. GISH:

I think you received how many contracts that I have passed your way. The last one, I believe, was Lance's contract. By the way, that contract is signed. I should tell you that. I used Tom heavily in my effort to try to make this clean and correct and normally go ahead with his recommendations.

Any other comments? Okay, good. I just want to take a moment in my report to reflect on the passing of Consuelo Vanderbilt Earl, the last surviving child of William K. Vanderbilt, II, and great, great granddaughter of the Commodore Cornelius Vanderbilt, the creator of the Vanderbilt family fortune. We take note of her passing in Ridgefield, Connecticut at the age of 107. She spent her summers here at Eagle's Nest.

When I got on the Board in early 2008, I attempted to try to make contact with her to see if I could get her on sort of a voice-over about her memory, but the family did not allow that to take place. I just wanted to make note of that since that was really the last major Vanderbilt on this line to leave this earth.

I'd like to also get on board a shift of the April Trustees' meeting from April 20th to the 27th. I sent everyone an email on that to avoid the Passover and Easter week. Can I have a motion to switch the -- we normally meet the third Wednesday of the month, but I'd like to move from the 20th to the 27th. Motion by Tom. Seconded by Joe. On the question? All in favor? Opposed? **(Vote 12/0/0/3 Absent: Ms. Anker, Mr. Rodrigues & Dr. Rogers.)**

MR. HAHN:

Can I suggest that we have the next meeting in the Hauppauge location? It's just more convenient for the public and for us Trustees.

MR. GISH:

Do you want to make that in the form of a motion?

MR. HAHN:

I'll make a motion that we request the use of the County Legislative Auditorium in Hauppauge.

MR. GISH:

Is there a second that?

MR. BEATTIE:

Personally, I don't think we spend enough time here as Trustees. It might be convenient for the Board – certainly it would be for me, it's half way to my house, but the facility is here. And seeing and feeling the facility once a month, not to mention the access to our neighbors, the neighbors find it very convenient to come here. They didn't show up at the last meeting because of that. The storm had something to do with it too.

MR. DUJMIC:

I have one quick question. If the planetarium is going to be closed for the period August to November, where are we going to have our meetings?

MR. GISH:

There are other options. We can meet in the Ed Center, which is the old chauffeurs spot in that section.

MR. BEATTIE:

We were hoping to have this meeting today in the Ed Center, but it was being used for something else. That's what we have been trying to do, is move to the venues here, so the Trustees get a chance to see the facilities and, unfortunately, the shape they're in.

By the way, there are pictures up there, if you haven't been able to see some of the deteriorating conditions, there are some pictures there that might whet your appetite to come and see it for yourselves.

MR. HAHN:

I respect the neighbors' willingness to come, but this is a County Board. We're responsible to the entire County. This is not very central to the County. I'm not saying we should have all the meetings there, but we should probably do some there. We should alternate

between here and a point that might be more central to other people who might have interest in this from outside of the neighborhood.

MR. GISH:

We have a motion by Mr. Hahn to have the next meeting at the County Center. Do I have a second? There's no second.

MR. HAHN:

Hey, I tried.

MR. GISH:

I applaud you for your efforts.

MR. GLASCOCK:

To Chris' point, I live about five minutes from here, so it's very convenient for me, but I know it's not convenient for the rest of the County. I do agree that it should be alternated. If perhaps when the calendar is drawn, either for next year or for this rest of the year, certain dates should be specified for having them in Hauppauge. I think that's a good idea. I think we should retain a presence here for all the reasons that were articulated. But I do think that it would be –

MR. DJUMIC:

If I could just ask one additional question. I want to ask Lance this question because I think he would know better than anyone. Lance, most of the commissions, boards, task forces, and things like that, where are most of those meetings held?

MR. REINHEIMER:

Most of them are held in the Legislature Building. Except with Parks and –

MR. BEATTIE:

Is that true with the Suffolk County Historical Society?

MR. REINHEIMER:

No, that's a separate entity but the --

MR. BEATTIE:

Not really.

MR. REINHEIMER:

Well the building is, but the Parks Trustees meet in West Sayville. Suffolk Community College meets at various college campuses. There are some that don't meet at the Legislative Auditorium.

MR. GLASCOCK:

Most of the committees are probably not dedicated to a specific location.

MR. GISH:

The Suffolk County Historical Society, which is a County facility, meets in Riverhead all the time. They meet at the main place in Riverhead. Coming from Smithtown and going to Riverhead, I can tell you it's a longer drive than most of you have coming here today. But it is consistently where they meet at the library. That's where they meet, at the Historical Society Center. But I think we will explore that. I will probably be on that committee.

I would like to add, again, that the applications for the permanent Director have been received through the American Association of Museums. We placed the ad in early February. Applications will be reviewed by the County toward the end of March. I will tell you that Eric Naughton from the County Executive's office is on that committee, along with Terry Pearsall, who is here tonight, by the way. He is the Chief of Staff for the Presiding Officer, William Lindsay, along with our Executive Board. We will start to review those and then we will have interviews after that. We will proceed until we have a qualified candidate. Again, I think it's 22 that we have as of now.

I had emailed everyone, except for Bill Rogers. You can drop off to him an updated contact information list for the Board of Trustees as of March 15. I would ask, again, that this only be used for the Board of Trustees and County requests, and that it will not be given for distribution to Verizon or Bath, Bath and Beyond.

I also asked tonight – we have a number of new Trustees, Tanya being one, and a number of people who have only been here twice. I'd like to set up a routine. As you come into the facility at the security booth, please stop and identify yourself to the members of the security team that's there.

If you decide to come on the estate at another time, maybe to review the mansion, to take a look at the planetarium or just to scoot around

maybe dealing with Buildings and Grounds, I ask you to pick up a little lanyard. It says "Trustee" on it. It's at the security booth.

I would just like staff to know that you're a Trustee because if you don't know Tanya and you don't know Tom, and they don't know you, that could create a problem. I would just like that to be. And also the people who are on the grounds will know that you're a Trustee. I think that that's a good thing, and we'd like to know when you leave.

MR. PETERMAN:

You don't have a chip in there or anything, do you?

MR. GISH:

No, just a GPS device to tell you where you are on the property. I'd also hope by the end of April that every Trustee on the Board takes some time to do two things. One, to make sure that you are a member of the Vanderbilt Museum, either as an individual or a family membership. I think the Board of Trustees as a group should all be members of the museum.

Also I would ask you to take some time to survey the estate. I said that through a couple of emails. We cannot have a discussion, as Lance began tonight, about the seaplane hangar to stabilize it, if you have never seen the seaplane hangar. If we're talking about the boathouse and you have no idea we even had a boathouse and did Mr. Vanderbilt have a boat, then you have to go down there to see it.

I'm again offering to all Trustees, both old and new, the opportunity to tour the estate. It will require more than a half an hour. Don't wear high heels. Come with sneakers. We will hit all of the facilities that are not open to the public, whether it's the powerhouse, the boathouse, the seaplane hangar, the marine museum, the mansion or whatever.

I want you to have a hands-on feel for this estate. When we talk about a capital project, I don't want you to get the information from anybody else except what you saw. We have a lot of misinformation about this property and about the Vanderbilt estate, and I want the Board of Trustees to have a hands-on appreciation for that.

Please get in touch with me. I will take you up to the tower. I'll show you some of the problems that we have. As Ron said, there are some pictures that are on that board on the wall, as you sort of go through. If some of those things are amazing to you, well let's go and take a

peek at them. Let's take a look at the condition, so that when we talk about a roof project, as Lance is putting forth, you'll know exactly what it is. Did you know we have a problem with the door that opens for the telescope that creates some of the leaking problems that we have here?

I'd like you to be aware of these things, so that when you're on the Board -- and Kevin and I are a committee of two, myself and Kevin on Buildings and Grounds -- oh wait, you're also on that committee. It's a committee of three. I'm going to drop off that committee.

MR. GLASCOCK:

Would it be possible to schedule on Saturday morning for a formal tour?

MR. GISH:

I will gladly do that. Does anybody want to go this Saturday?

MR. GLASCOCK:

One where we could get a number of Trustees to come down.

MR. GISH:

I am more than willing to do that. I'm willing to do individuals or groups. So if you want to go this Saturday, I'm up to it. What time?

MR. GLASCOCK:

What time is good for you?

MR. GISH:

Ten o'clock is fine.

MR. GLASCOCK:

Is nine o'clock too early?

MR. GISH:

Nine o'clock is fine.

MR. GLASCOCK:

Great.

MR. GISH:

Do you have any other individuals who would like to show up? Tanya would. Thank you very much.

MR. GLASCOCK:

I would suggest people doing a tour before summer time because there's a lot of poison ivy down near the seaplane hangar.

MR. PETERMAN:

Thanks for the warning.

MR. GISH:

Wear jeans and sneakers. No high heels. There's no fashion statements that were made at the Vanderbilt on Saturday. So please be here at nine o'clock for those individuals who want to make it. If you can make a different time, just email me and we will try to get together, even if it's after work. Again, we have some more light in the afternoon now, but I'd like to have everybody done with by the end of April. I think that's more than enough time for this Board to deal with that.

MR. HAHN:

Are you around tomorrow? I actually think my schedule is clearing up tomorrow after two o'clock, but I have some stuff later in the day to do. But two to four I might be able to get down here for a little while.

MR. GISH:

If you email me and lock that in, I'll meet you here.

MR. HAHN:

Maybe around two fifteen would be a good time.

MR. GISH:

Two sixteen I can be here.

MR. HAHN:

Okay, I'll come down then.

MR. GISH:

Just let me know.

MR. HAHN:

I just locked it in. I will put in on my calendar right now.

MR. DUJMIC:

I might join you gentlemen tomorrow.

MR. GISH:

Joseph, thank you very much.

MS. MCKAY:

Where are we meeting at nine in the morning?

MR. GISH:

We could meet at the guard shack right at the top as you come in by the security booth. Is that okay?

MS. MCKAY:

Yes.

MR. GISH:

Is that okay with you, Tom, from a legal standpoint?

MR. GLASCOCK:

From a legal standpoint, if I drag a child with me, would that be okay?

MR. GISH:

That's fine.

For those of you who are new to the Vanderbilt, for background before the tour, I strongly recommend Willie K. Vanderbilt, the biography written by one of our Trustees. It's interesting reading. I guarantee it will keep you alive and moving. Then there will be some background when we talk about the Vanderbilt Motor Parkway or about the importance of Mr. Vanderbilt. If you're ever met by a reporter, or if you're met by the local character from *Patch*, you will be able to answer a question intelligently or just tell them to go see Steve. That's the other option that you have.

DR. GITTELMAN:

Can I bring up – I don't know if you know, but the next book is done. Can I bring that up now?

MR. GISH:

Sure.

DR. GITTELMAN:

Since you gave me such a wonderful segue, about three years ago we had a wonderful opportunity. Mr. Vanderbilt went around the world in 1931. I kind of wanted to become a historian for the museum. That was my dream all along.

The son of the photographer who went with Wille K. went with him and took all of the wonderful pictures that are in Willie K's book and a thousand more. He also kept diaries of what it was like to travel with a Vanderbilt. It changed his whole life, not for the positive, as it turns out, but it did change his life.

The family and the son came here, and then entrusted us with his diaries and with his negatives. Then I said, "Look, if you'd like, I will write the book. I will take everything, I will compile it," and I did. I finished it. It's ready. It's 385 pages.

However, I did promise to make it available to the museum when I was done. We could have it as a stack of papers in the corner, or if there is some money to get it printed, it would be good.

My current publisher is tied up with my second book, because this is my third. They are not ready to take the third book, because the second one is coming out soon. They want to hire me for the fourth, so this one got stuck in the middle.

I'd like you to know that it's available. There is no fiction in it. It's upstairs/downstairs stories of what it was like to be on Mr. Vanderbilt's yacht for a young man of 23. He traveled with Al Gilks who later got the Academy Award for "American in Paris." All I'm writing now is the captions for the photographs. There will be about 150 photographs, which makes it hard for a commercial publisher.

If anybody has any ideas about what you want to do with it, I promise to make it available. Whatever you want to do. If there is some way of getting it printed, you can do it anyway you like, but it is done.

MR. BEATTIE:

Are you still opposed to doing an e-book?

DR. GITTELMAN:

We can do an e-book, but I think we should put it into print and do an e-book. Absolutely.

They have not come out with that in an e-book. They are still selling it. It's not sold here, by the way.

MR. REINHEIMER:

We ordered it.

DR. GITTELMAN:

Oh, you did? Because they are sold out here.

MR. REINHEIMER:

You spoke and we ordered because you brought it to my attention. I signed the check yesterday.

DR. GITTELMAN:

It's sold up in Newport and the other Vanderbilt mansions.

If we were going to republish it, I would be more than glad to turn over all rights to the museum and then you can get the – the publishers get a pitiful nothing on the first thousand copies. If you had it and you owned it, you could publish it and take whatever it's worth.

MR. GISH:

We will talk.

DR. GITTELMAN:

Let me know. I even have a proposal with them, if you want to send it out.

MR. GISH:

Thank you very much. I appreciate that.

DR. GITTELMAN:

Any other questions of Steve? You hardly ever get a chance to talk to the author unless you go to Huntington –

DR. GITTELMAN:

By the way, Consuelo wouldn't talk to me either, so don't feel bad.

MR. GISH:

Any old business?

MR. BEATTIE:

I have something. I should report that we had a pretty interesting meeting yesterday at the H. Lee Dennison Building. We were able to get representatives from the County Executive's Office and a representative from the Legislature. We had six Board Members there. We appreciate everybody who came. We talked about the economic sustainability plan, ESP. We had a pretty good meeting. We decided that we're going to flush out some of the details. The Executive Board

is going to meet on it, and then continue the discussions with the Legislature and the County Executive's Office.

MR. GISH:

In the continuing effort to keep everybody in the loop.

Is there any other old business? Any new business? Ralph, come on up.

MR. COLAMUSSI:

There are a few things I'd like to speak about. Just sitting there brought a million things to my mind. The "Sponsor a Chair" seems like a really great idea. I'll be willing to do a dinner/dance for the Vanderbilt any date I have open. Maybe a ticket or a couple will sponsor a chair. Maybe it could be \$200 a person, all the money going to the Vanderbilt. When we reach 250 people, we sell 250 chairs.

Another idea I had was regarding the carpeting. I know there are stars in the carpeting. Maybe we could sell 10 by 10 carpeting, which is about, in my mind, good carpeting costs about \$400. Maybe we could put people's names in the star in the carpeting and doing a fundraiser where people are not just donating money but they are coming to a dinner/dance and that can be awarded that night.

Meetings – you can always have a meeting at the cottage. School trips – if you can't do anything in the fall, maybe we can do something where a lot of the artifacts in here are brought Monday through Friday the cottage is not really used. So maybe we could do school trips over there – let you use the facility and bring a lot of your props in there during the week, and then we can store the stuff in the room most of the time and maybe doing some of the school trips there, maybe where the schools can come in and maybe see the building and then doing a trip there.

What else? As far as going back to the catering contract and that whole thing, it seems like a lot was put on Noel, but it's more than Noel. It was from the RFP and then it went to the County. The County didn't just send a boiler plate back. They sent a base contract with everything that was already negotiated from the RFP, and we're just fine tuning things.

We had meetings with Ron, Gretchen, Noel, recently with Lance and with Carol as a committee all the time. Just these last recent meetings we fine tuning some terminology. I had a very good meeting

with Lance informing him of the catering contract. The installation of the tent in the future will be part of the Thatched Cottage. I agreed to put in the insulation in. They are repairing the tent – the Thatched Cottage. I know the tent is in bad shape.

I just came from a convention in Florida to purchase a new tent, which will be, again, from the Thatched Cottage. The tent is over \$300,000. This way if people tried to have a wedding in a tent that's beautifully lined – it's like you're in a building.

As far as getting more people to do weddings, I do like 4 million flyer inserts throughout Long Island. I agreed that the Vanderbilt would be part of these 4 million flyers, so we can promote, one, catering but, two, promote the activities here, like I promote my activities at the Thatched Cottage.

Just being here from the last event, I found out a lot of people who have a wedding at the cottage, they will come back and have other affairs there. All the people here had a good time. I think it would be a good idea and I don't believe most people buying tickets we get their email. So if we get emails of everybody who actually attended, you can invite them to other events. They already have been here. They are more apt to come here than a stranger coming here. I thought that would be a good idea.

The old projector, you mentioned selling it. In my mind it's a bad idea. I think it should be made into a monument in the building. When I heard it was for sale a while back, I didn't think it was a good idea. Maybe it could be put on a trailer on wheels and bring it to the schools so people can see it. Or you said you were making plaques. Maybe we could put the projector in a corner here and then engrave people's name who donated things right on the old projector. It's something that just came to me a minute ago.

MR. REINHEIMER:

The projector is two tons.

MR. COLAMUSSI:

If it was put in the back against the wall or something or in part of this room here –

MR. GISH:

I'll answer that very quickly. We would love to be able to do something with it, but it has old mercury switches which need to be

decommissioned. We're dealing with the environment. Therefore, dealing with mercury switches, I am highly –

MR. COLAMUSSI:

I just thought –

MR. HAHN:

Do you like old things? We have a 40 year old projector for sale, if you want to buy it.

MR. GISH:

If someone was willing to deal with that and move it at no cost to us – I do not want to incur cost for the Vanderbilt with that. We have money to spend on the new projector that is obviously more critical than dealing with the old one. So if somebody has a better idea, I'm willing to go along with it, and we'll sort of explore it. But for the most part, at least in discussions with Dave, no one is going to buy a 40 year old projector at that stage of the game. Lance?

MR. REINHEIMER:

First of all, the projector belongs to the County. This is a County facility. The funding for this project is very tight. Because of time, when this project was in the capital program, the money was appropriated. They went through the RFP process, and they went through a contract. The funding for this is probably five years old.

We looked at that – first of all, we have difficulty maintaining what we have today. Having that projector and then figuring out where we're going to put it and then having it to maintain – as I said, it's 2,000 pounds. That's the number I got from DPW. I didn't pull that out of the air. Noel addressed the mercury, which has to come out no matter what. Whoever moves it. It's about \$12,000 to remove that.

Part of that sale is figured into the cost of this capital program. That's basically what it comes down to.

MR. COLAMUSSI:

2,000 pounds is like the weight of a car. We can move cars around pretty easily.

MR. REINHEIMER:

We can, but a car sitting in the middle of the lobby here takes up a lot of room.

MR. COLAMUSSI:

Maybe in the middle of the garden outside. My last thought was actually when Ron discussed the map, which seems like a great idea. I would be willing to pay for all the printing of it, be the sponsor of it and do it for five years.

(Applause)

MR. GISH:

Ralph, do you want to sit there a little bit longer? I've got a number of other things I'd like you to consider. I have a committee that I'd like you to be on. Are there any other questions? New business? May I have a motion from Tanya to adjourn?

MS. MCKAY:

Motion.

MR. DELUISE:

Second.

MR. GISH:

All in favor? Opposed? **(Vote 12/0/0/3 Absent: Ms. Anker, Mr. Rodrigues & Dr. Rogers.)**

We stand adjourned.

(Mr. Noel Gish adjourned the meeting at 9:00 p.m.)

NG:ap

Attachments

SUFFOLK COUNTY VANDERBILT MUSEUM

Treasurer Report

January 2011

	Actual	Budget	Variance
	January	January	
Revenue			
Admission	\$ 29,967	\$ 48,000	\$ (18,033)
Membership	\$ 945	\$ 3,700	\$ (2,755)
Museum Store	\$ 2,298	\$ 4,000	\$ (1,702)
Special Events	\$ 3,868	\$ 3,000	\$ 868
Suffolk County Funds	\$ -	\$ 58,750	\$ (58,750)
Endowment	0	20,833	\$ (20,833)
Site Use	\$ 14,175	\$ 7,000	\$ 7,175
Donations & Gifts	\$ 1,000	\$ 3,333	\$ (2,333)
Other General	\$ 41	41	\$ -
Total Revenue	\$ 52,294	\$ 148,657	\$ (96,363)
Expenses			
Salaries & Wages	\$ 69,848	\$ 73,000	\$ (3,152)
Benefits	\$ 23,009	\$ 20,000	\$ 3,009
Maintenance & Equipment	\$ 2,772	\$ 8,666	\$ (5,894)
Insurance	\$ 7,500	\$ 7,500	\$ -
Professional	\$ 10,115	\$ 14,166	\$ (4,051)
Museum Store	\$ 524	\$ 2,000	\$ (1,476)
Telephone	\$ 2,738	\$ 2,500	\$ 238
Utilities	\$ 19,251	\$ 18,000	\$ 1,251
Supplies, Programs, Gala	\$ 3,033	\$ 3,000	\$ 33
General Expenses	\$ 1,797	\$ 4,150	\$ (2,353)
Total Expenses	\$ 140,587	\$ 152,982	\$ (12,395)
Excess / Deficiency	\$ (88,293)	\$ (4,325)	\$ (83,968)

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

	Actual January	Budget February	Budget March	Budget April	Budget May	Budget June	Budget July	Budget August	Budget September	Budget October	Budget November	Budget December	Project Year End	Business Plan	Dollar Variance
REVENUE															
EARNED INCOME															
Admissions	29,967	65,000	57,000	75,000	65,000	52,000	75,000	75,000	38,000	45,000	60,000	45,000	681,967	700,000	(18,033)
Membership	945	11,700	2,700	4,700	3,200	3,700	5,700	4,700	4,700	3,700	3,200	3,300	52,245	55,000	(2,755)
Museum Store	2,298	8,000	7,000	9,000	11,000	5,000	9,000	8,000	4,500	4,500	5,000	5,000	78,298	80,000	(1,702)
Special Events	3,868	20,000	6,000	6,000	6,000	6,000	20,000	20,000	31,000	6,000	8,000	8,000	140,868	140,000	868
Suffolk County Funds	0	58,750	58,750	58,750	58,750	58,750	58,750	58,750	58,750	58,750	58,750	58,750	646,250	705,000	(58,750)
Endowment	0	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,837	229,167	250,000	(20,833)
Site Use	14,175	7,000	5,000	7,000	33,000	15,000	18,000	18,000	18,000	18,000	8,000	6,000	167,175	160,000	7,175
Donations & Gifts	1,000	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,337	37,667	40,000	(2,333)
Other General	41	41	41	41	42	42	42	42	42	42	42	42	500	500	0
Total Earned Income	52,294	194,657	160,657	184,657	201,158	164,658	210,658	208,658	179,158	160,158	167,158	150,266	2,034,137	2,130,500	(96,363)
EXPENSES															
Salaries & Wages	69,848	75,000	80,000	82,000	87,000	87,000	99,000	99,000	87,000	87,000	85,000	85,000	1,022,848	1,026,000	(3,152)
Benefits	23,009	21,000	23,000	22,000	24,000	24,000	26,500	26,500	24,000	24,000	22,000	22,000	282,009	279,000	3,009
Maintenance & Equip.	2,772	8,666	8,666	8,666	8,666	8,666	8,666	8,666	8,666	8,666	8,666	8,674	98,106	104,000	(5,894)
Insurance	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	90,000	90,000	0
Professional	10,115	14,166	14,166	14,166	14,166	14,166	14,166	14,166	14,166	14,166	14,166	14,174	165,949	170,000	(4,051)
Museum Store	524	4,500	4,000	4,500	4,000	2,000	3,000	3,000	2,000	2,000	2,000	2,000	33,524	35,000	(1,476)
Telephone Communic.	2,738	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,238	30,000	238
Utilities	19,251	14,000	16,000	13,000	13,000	13,000	21,000	20,000	18,000	13,000	12,000	14,000	186,251	185,000	1,251
Supplies, Prgm., Ball	3,033	8,000	8,000	8,000	8,000	8,000	9,000	13,000	23,000	15,000	11,000	12,500	126,533	126,500	33
General Expenses	1,797	4,150	4,150	4,150	4,150	4,150	4,150	4,150	4,200	4,200	4,200	4,200	47,647	50,000	(2,353)
Total Expenses	140,587	159,482	167,982	166,482	172,982	170,982	195,482	198,482	191,032	178,032	169,032	172,548	2,083,105	2,095,500	(12,395)
Excess / Deficiency Of Revenue	(88,293)	35,175	(7,325)	18,175	28,176	(6,324)	15,176	10,176	(11,874)	(17,874)	(1,874)	(22,282)	(48,968)	35,000	(83,968)

SUFFOLK COUNTY VANDERBILT MUSEUM
BUSINESS PLAN FOR THE YEAR ENDING 2011
over

	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Business Plan								
	January	February	March	April	May	June	July	August	September	October	November	December									
REVENUE																					
EARNED INCOME																					
Admissions	48,000	65,000	57,000	75,000	65,000	52,000	75,000	75,000	38,000	45,000	60,000	45,000	700,000								
Membership	3,700	11,700	2,700	4,700	3,200	3,700	5,700	4,700	4,700	3,700	3,200	3,300	55,000								
Museum Store	4,000	8,000	7,000	9,000	11,000	5,000	9,000	8,000	4,500	4,500	5,000	5,000	80,000								
Special Events	3,000	20,000	6,000	6,000	6,000	6,000	20,000	20,000	31,000	6,000	8,000	8,000	140,000								
Suffolk County Funds	58,750	58,750	58,750	58,750	58,750	58,750	58,750	58,750	58,750	58,750	58,750	58,750	705,000								
Endowment	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	250,000								
Site Use	7,000	7,000	5,000	7,000	33,000	15,000	18,000	18,000	18,000	18,000	8,000	6,000	160,000								
Donations & Gifts	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	40,000								
Other General	41	41	41	41	42	42	42	42	42	42	42	42	500								
Total Earned Income	148,657	194,657	160,657	184,657	201,158	164,658	210,658	208,658	179,158	160,158	167,158	150,266	2,130,500								
EXPENSES																					
Salaries & Wages	73,000	75,000	80,000	82,000	87,000	87,000	99,000	99,000	87,000	87,000	85,000	85,000	1,026,000								
Benefits	20,000	21,000	23,000	22,000	24,000	24,000	26,500	26,500	24,000	24,000	22,000	22,000	279,000								
Maintenance & Equip.	8,666	8,666	8,666	8,666	8,666	8,666	8,666	8,666	8,666	8,666	8,666	8,674	104,000								
Insurance	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	90,000								
Professional	14,166	14,166	14,166	14,166	14,166	14,166	14,166	14,166	14,166	14,166	14,166	14,174	170,000								
Museum Store	2,000	4,500	4,000	4,500	4,000	2,000	3,000	3,000	2,000	2,000	2,000	2,000	35,000								
Telephone Communic.	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000								
Utilities	18,000	14,000	16,000	13,000	13,000	13,000	20,000	20,000	18,000	13,000	12,000	14,000	185,000								
Supplies, Prgram., Ball	3,000	8,000	8,000	8,000	8,000	8,000	9,000	13,000	23,000	15,000	11,000	12,500	126,500								
General Expenses	4,150	4,150	4,150	4,150	4,150	4,150	4,150	4,150	4,200	4,200	4,200	4,200	50,000								
Total Expenses	152,982	159,482	167,982	166,482	172,982	170,982	195,482	198,482	191,032	178,032	169,032	172,548	2,095,500								
Excess / Deficiency of Revenue	(4,325)	35,175	(7,325)	18,175	28,176	(6,324)	15,176	10,176	(11,874)	(17,874)	(1,874)	(22,282)	35,000								