

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 February 15, 2012.

The following were in attendance:

Ronald A Beattie– President
Joseph Dujmic – 1st Vice President
Gretchen Oldrin Mones – 2nd Vice President
Betsy Cambria – Treasurer
Kevin Peterman– Secretary
Dr. Steven Gittelman – Trustee
Peter Gunther - Trustee
Thomas Glascock - Trustee
Lance Reinheimer – Interim Executive Director
Lorraine Vernola – Staff
Robert Pilnick – Resident
Marc Haskelson - Resident
Eugene Cook – Resident
John Mulligan – Resident
Marc Haskelson - Resident
Ann Marie Pastore - Stenographer

Excused Absence:

Duncan Armstrong
Rodney Rodriguez

Absent:

Dr. William Rogers

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

MR. BEATTIE:

We're going to get started. We can't have any votes at the moment, because we don't have a quorum until we hit eight. Let's start with the Pledge of Allegiance.

(SALUTE TO THE FLAG)

MR. BEATTIE:

At this point, does anybody want to address the Board from the public? Okay, committee reports. Treasurer's Report.

MS. CAMBRIA:

I believe you all have a copy of the Treasurer's Report, which was prepared by our auditor.

MR. REINHEIMER:

No, it was prepared by the Bookkeeper, Barbara.

MS. CAMBRIA:

Okay, by the Bookkeeper, Barbara Oster, which looks good to me. Any questions?

MR. RIENHEIMER:

I'll just add a couple of things. These are the actual numbers through December. It shows on a stand-alone basis for a year stand-alone that we operated at a net loss of \$54,000. But there's a rolling deficit that goes into each year. On a stand-alone we finished the year in the negative of about \$54,000. Considering that the planetarium has been closed since August 1, we haven't had any school children on the campus aside from 40 or 50 on an occasional basis – not the 200 to 400 that the Planetarium can accommodate. We did well.

Part of it is reduction of some expenses is in conjunction with staff reductions because we had lower attendance numbers. These are also pre-audited numbers. There will be adjustments, I'm sure, when the auditors come in, minor adjustments. We don't anticipate any major changes, but these are unaudited numbers based on the bills paid through December. There may be a few bills that are lingering that will be accrued back to December, but this is pretty much where we finished this year.

MR. GUNTHER:

Lance, can I ask a question? Who does the auditing for us?

MR. REINHEIMER:

ABZ, an outside auditing company. I believe it's been three years that they have been working with us.

MR. BEATTIE:

Okay, thank you. Education and Exhibits Report.

MS. OLDRIN MONES:

Although our committee won't meet until March 2, there are a few things to report. For the upcoming winter break, the Education Department is offering workshops that blend learning with creative and fun crafts.

Programs offered during the winter recess week range from mummy to museum to mansion tours and activities. All that information is available on the website.

As far as the Education Programs offered in the Spring, Beth indicates that we are going to be quite busy. Lorraine reports that the brochure for the museum bus program has been prepared, sent out to Webtek, and will be on our website, soon. Through the team efforts of Michael, Lorraine, and Beth, a postcard announcing the new program will soon be in the mail to teachers. Everyone has a copy of that postcard in your folder. It couples attractive graphics with a brief explanation of the museum bus program and will direct teachers to our website for more information about this exciting new offering.

Stephanie has put together some unique exhibits for Presidents' Week. The Lincoln letter, which is an exceptional artifact, will be on exhibit in the Bird Room. Washington's portrait will be placed in the Portuguese Sitting Room.

There will be a new exhibit down in the lower hallway of the Memorial Wing featuring Yellin Ironwork. The weathervane has been placed down there behind barriers. Information panels and photographs will be installed as well. This will be the first time in over 20 years that the weathervane has been viewed. Stephanie has already spoken with Pat hoping to turn this into a public relations opportunity.

Additionally, Stephanie is busy relocating all the collections in storage at the Normandy Manor to the mansion basement.

As busy as everyone is, staff still found time to help with the Valentine Dinner. I'd like to thank members of the Education and Museum staff, as well as the volunteers for being here Saturday night to help make the Valentine Dinner such a success. Stephanie and Beverly were there, and I saw Ellen, one of our wonderful volunteers. They were meeting and greeting and helping to make sure tours and transitions went smoothly. I'm sure many others were there, as well. Of course, Lance was there, as the perfect host. I thought this was the best dinner ever.

Kudos to you, Lance and to the entire staff. Also, kudos to you for your one-year anniversary and all you've accomplished in that year.

MR. REINHEIMER:

Thank you. Also, we turned away about 50 people. We had excellent coverage in *Newsday*. We could only accommodate 100 people in two sittings, and we did have 100 people. We netted about \$4,000 in that one evening – net profit.

MS. OLDRIN MONES:

Very nice.

MR. BEATTIE:

Any questions on the Education Committee Report? Moving on to Development Committee. We also did not have a chance to meet this month, but there are some things to report. The Corporate Giving Program, I assume – I didn't talk to anybody about that, but that's going ahead as it was outlined a month or so ago.

MR. REINHEIMER:

Yes, that's correct.

MR. BEATTIE:

In terms of the Planetarium Grand Re-opening and the visitor experience, that's the thing that we need to concentrate on the most. Mostly, we had a meeting conference call on a ticketing system that looks very promising for us. It does more than just ticketing. It's a system that will allow us to actually focus on collecting more information about our visitors, what programs they come to see, what their email addresses are. If we have a similar program that's going to be offered, all that data can be mined and then used to connect with these people again when we have similar programs coming up.

In terms of visitor experience, I think Lance and I had a few discussions again about what to do with the lobby area and make sure that when we do re-open there is a wow factor when people come through the doors. So Lance has been working on some things with Home Depot and others. We will just continue to work on that.

MR. RIENHEIMER:

Yes, and Public Works is going to be coming and doing a walk-through the lobby to give us ideas on what we can do with the ceiling tiles and with the insulation of the roof.

MR. BEATTIE:

When is that going to be?

MR. REINHEIMER:

We're going to have to schedule the visit. They said it could be next week or the week after.

MR. BEATTIE:

I'd like to be part of that.

MR. REINHEIMER:

Yes, you'll be included.

MR. BEATTIE:

Buildings and Grounds.

MR. PETERMAN:

Nothing has changed since my last report.

MR. BEATTIE:

The roofs are still leaking and so on.

MR. PETERMAN:

Yes.

MR. BEATTIE:

At least there's some consistency there. Executive Director's Report.

MR. REINHEIMER:

The first two items on the agenda, one is the Valentine's Dinner. Presidents' Day exhibits have been covered, so Normandy Manor is the next major area. That's being readied for March 1 for leasing out.

We installed gas piping through the kitchen. We bought a gas stove for \$1,000. It's a 36 inch stove, stainless steel, scratch and dent at Home Depot. It was a \$2,300 stove. We also bought a washer and dryer – same thing. It was deeply discounted.

Renovations or clean-up are going well. We expect that will be ready by March 1. The biggest problem, really, is finding the storage for the things that are in the basement. We're working on that. We will take care of moving the things out of the basement within the next week. That's moving along nicely.

The traveling classroom, we've contracted with JRM for the graphics. They did the original graphics on the RV. For \$2,300 they will re-badge over American Museum of Natural History with our name and logo. That will be done probably within the next three weeks. We will be ready to move after that.

The sale of the 1937 Chrysler Imperial, there's a resolution in the Legislature that will be discussed at the March 7 Parks Committee meeting. That's a Wednesday. It will be considered by the Legislature, assuming it gets out of that committee and there's no reason to assume it won't, on March 13. That sale will be final. We already received \$82,500 down payment on the car.

The planetarium update, talking to Public Works, everything is signed, the purchase orders are signed, and everything is ready to go. I expect things to be moving within the next two weeks, barring any unforeseen problems with Public Works or the County's financial condition.

Lastly, capital program, I met with Public Works. I met with Mike Moynihan and Jim Ingenito and discussed with them what we have currently, what we have appropriated currently, and what the appropriation balances are.

Realistically, we discussed with them what we can expect from Public Works, what they can do, and what resources they can dedicate to the projects that we have here. The biggest project is the planetarium. This year's capital project has \$300,000 scheduled for the Planetarium. There are additional appropriations that we could appropriate.

Originally that was for the septic system, but my concern now is the HVAC system, which is 40 years old. We have had problems with it when the planetarium was up and running the beginning of last

summer. If we do the renovations, and we don't have proper HVAC, that impacts visitor experience.

Because of that, I'm asking for another \$750,000 next year for two things. One thing is for the septic system, which is a problem. We pump out the septic system twice a year as it is now. Also, there are other problems that I'm sure once they start renovations they're going to come across.

The capital program is a planning document, so to schedule money in 2013, \$750,000 doesn't mean that's the amount of money we need, but it's a plan that it's showing the County that there is a possibility and a direction that there will be needs in 2013 for the planetarium that are basically undefined at this point. We know that HVAC and the septic systems are deficit.

This year there is also \$400,000 scheduled for water-proofing and roofing of buildings. The bulk of that will be used for the Hall of Fishes. That roof, of course, is a flat roof and is leaking quite badly.

I'm asking for an additional \$100,000 in 2013 for the Stoll Wing. It's the same thing, that roof is flat also. It hasn't been done in many years and is leaking.

The 2012 capital budget also has \$100,000 for rewiring of buildings. Again, that's scheduled for the Hall of Fishes. Have to roof it first before you rewire it. Water and electricity don't mix.

Lastly, we have \$1 million scheduled this year for the bridge. When I talked to Public Works there's a severe economic problem in Suffolk County. We looked at the capital program as what we can do and what resources we can dedicate to it. My concern is if we start it or do construction on that bridge, it could be two years before that bridge would be finished. It limits the access to the courtyard. So with the planetarium down, this is not the time to also take the mansion down and work on bridge.

I talked to Public Works. They feel that it can be postponed and rescheduled into later years. Probably we won't appropriate that \$1 million for the bridge, and I'll have it scheduled in subsequent years in the capital project program for 2013.

Again, that shows that we know there's a problem with that bridge. It's undefined. There's \$100,000 scheduled for planning and assessing

the bridge. They haven't spent any of that money yet. They haven't started the planning, so we really don't know what the extent of the repairs will be needed for that. Some people from Public Works feel that \$1 million is probably not enough.

That's the capital program as it stands now. We do have another area of concern, which is the boathouse. We have \$475,000 that was appropriated but was never bonded. If the financial climate is right to introduce a resolution for bonding, I would get that money bonded, and we need that to stabilize the boathouse. We do have \$3 million out there also appropriated for stabilizing the seaplane hangar. That's the capital program in brief. Any questions? Peter?

MR. GUNTHER:

Do we know the maximum gross weight for the bridge?

MR. REINHEIMER:

Yes, we do. I believe it's 10,000 pounds. It's big enough for a fire engine.

MR. GUNTHER:

Do you mean 10 tons?

MR. REINHEIMER:

Yes, it might be 10 tons then. But, yes, we do have that on record. I just can't remember that off the top of my head.

MR. GUNTHER:

And how about the north side of the museum where the stucco is falling off and the stairways are literally impassible?

MR. REINHEIMER:

Good question because I did talk to Public Works about that. We have \$3 million for the restoration of facades, which would cover that. The scope of that request would be covered under the facades.

To do a full-blown project for the facades takes a year or so to do the planning and then during that year additional damage happens so the plan is out of whack.

I talked to Public Works again about what we can do, what's realistic, and they talked about time and materials. I'd like them to do on an annual basis some repair and work to preserve what we have that's crumbling, which is the area you talked about. For instance, what they

would do is contract somebody for a couple hundred thousand dollars. They would do the work, and when they reached the couple hundred thousand dollars, they would stop.

To do a full blown façade restoration – the bell tower in today's climate, it's not going to go forward. I'd like to at least get things done so that we don't have additional damage and additional facades crumbling on us and try to manage what we have in a smaller scope for that project.

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

DR. GITTELMAN:

I think it's a value to understand the word crumbling. I think every Trustee owes it to themselves to go out and look closely at some of the facades that we're speaking of. When we say crumbling, we mean that we are losing decorative elements and, shall we say, sculpted elements that are fracturing and turning into powder and are now lying on the ground. They are not recoupable.

In two years when you go back, don't plan to get it back. It won't be there, and you won't be able to do it. We tried. We had elements on the garage. If you look at the doors, you'll see that some of the doors had crumbled on the arches over the doors. We tried to rebuild them. We let them go too far, they fell apart, and we went back to rebuild them. The cost of rebuilding as opposed to stabilization is enormous. We're talking \$10,000 a door.

Every time we talk about facades crumbling and you're looking at steps, we tend to look down. We don't tend to look at the decorative elements that are disappearing. Many of us don't even know they were ever there because they are so far gone now. But go look at the ones that are there. Look closely at them. Look underneath them. Look at the cracking fascia, and then since you're a Trustee, poke and then just catch it. You have to do that to see so you know what we're talking about. This place will just be gone.

(Mr. Glascock entered the meeting at 7:29 p.m.)

MR. GUNTHER:

What I'm really getting at and worried about is the stucco on the outside of the architecture of that wall. I'm worried about the water inside and ruining some of the exhibits inside.

DR. GITTELMAN:

The exhibits inside are undeniably threatened when there's a leak in a roof and water gets into them. But, unfortunately, when Willie K. built this place, the underlayment underneath the stucco just was not appropriate for this climate. So what happens is this is destroying all the decorative elements on the outside. But what I mean by destroying is I mean it's turning back to sand.

MR. GUNTHER:

It's turning it back to sand.

DR. GITTELMAN:

The mortar content wasn't high enough in terms of its glue ratio to withstand – it wasn't a 500 year building. So it's happening and it's disappearing. What looks like a carved element is really mortar. So as it's exposed to the elements, it's just going away.

The facades project shouldn't require an enormous amount of planning because it's a continuous project. Each year there should be some stabilization going on. But when we put a net over the tower, and we say, "Well we're not going to fix the tower," well, then the tower just isn't going to be there. What we're doing is we're catching it in pieces as it falls apart.

Our primary responsibility as Trustees is not the programmatic elements of this institution. Its biggest collection is the buildings. Preservation is the first responsibility of Trustees in any institution. I need you to think about that because we have to remember that if the buildings aren't here, the programs can't go in, and the buildings are disappearing. Go down there. Take a close look. The new Trustees have to take a really close look, and don't forget to poke.

MR. GUNTHER:

Well, can we come up with some sort of plan to be able to chip away at each of these areas little by little so that –

MR. REINHEIMER:

That's what I approached Public Works on. You're absolutely right, Steve, in a perfect world we should be working on that bell tower before it disappears on us.

The reality is they are not going to do that. The compromise is, let's try to preserve what we have and work at least on something year by

year rather than nothing because the past year nothing was done. They didn't allow us to do anything. We lost that year.

We need to preserve what we have to keep it from further crumbling, but we're not going to be able to get the funds to do the job right, which is several million dollars. If we can, that's terrific.

That's why I said before, the compromise is, what can we do, what resources will the County give us, and that's what we're going to have to work with. It's kind of reality versus what you want. What you want is the restoration of the bell tower. The reality is you're not going to get it so what can we get?

DR. GITTELMAN:

But there's a different reality. Part of the reality is education. Part of the reality is explaining that we're not talking about something you can replace. We're not talking about something that you can bring some craftsman in at \$100 an hour and he'll fix it for you. We're not talking about putting up a {inaudible} to replace the stucco.

We're talking about the decorative elements – just think about the bridge. The cobblestones on the bridge constantly needed re-pointed over the years. When the cobblestones and the bridge needed re-pointing and water was allowed to seep through them, it was too late. Now the water is in there, and it's blowing out the bottom of the bridge. Now we're talking about \$1 million plus project. Now we're talking about how it's too expensive to do now.

What's going to happen is we're going to have to knock down the bridge and put up a new bridge. Then go ahead and plan on knocking down the tower because that's what's going to happen. That's what you have to think about. You're never going to do that.

It took me years to get the money to re-point the cobblestones. That was 20 years ago. Now what? We have to elevate what – they have to realize that this isn't the matter of just waiting a few years and then fixing it. It's when they come back to fix it, it won't be there to fix. It will be like the bridge. We will have to replace it, and you can't.

Look at the weathervane. The weathervane is irreplaceable. It's one of the finest weathervanes probably in the country. You couldn't put it on top of the building at all. It's has to be reproduced. That's our responsibility. To make sure that the Legislature and the public knows what we're up against and what we're losing. Not just that the steps

are crumbling or that some stucco is coming off the wall. Because that's what it feels like when we say, "It's crumbling." I have photographs that I could take you back and show different sections of how they are disappearing.

MR. BEATTIE:

It's one of those things where I think what you're getting at is that we have to think bigger in terms of what needs to get done and what we can do to bring resources to bear.

The reality is the County is not going to be available for that. So we, as a Board, have to think bigger in terms of other resources that we can bring to bear that will make us viable again and restore these things the way they should be.

This is the jewel that's been called the jewel in the Suffolk County system. It's a very tarnished jewel right now. If you just look around at the newer buildings and look at the watermarks on the planetarium floor -- the planetarium is our biggest money maker. Look at the seaplane hangar that, by the way, is a public hazard that needs to be stabilized. The same money that is budgeted to stabilize the building is about the same number as it would be if it fell down, and they had to haul it away.

DR. GITTELMAN:

Actually, the number they now have for stabilizing it was equivalent to the number that we have for complete restoration of the waterfront.

MR. GUNTHER:

Lance, please don't take any of this personally.

MR. REINHEIMER:

I'm not taking anything personal.

MR. GUNTHER:

You're doing a wonderful job, and I know it's very difficult. I know there's no money to be had.

MR. REINHEIMER:

Steve makes some great points. You're right, as a Board Member. As an administrator, I am trying to interface with the County to see what we can do to get what you want in the reality of what the County is going to give us. I fully support what Steve says. The bell tower,

which is a beautiful piece of architecture, and when it had the weathervane on it was phenomenal, but that's gone. You're right.

MR. BEATTIE:

Tom.

MR. GLASCOCK:

Not to make a mountain out of a molehill, but in terms of logistics, I remember hearing a conversation a year ago concerning the bridge, that if somebody gave a million dollars or they offered to donate their services to re-build the bridge, you couldn't just do that. Money would have to go into the general fund with the County or you would either have to have DPW approval or things of that nature. If we're pretending and dreaming, if we had resources – even a little bit of resources to address some of these issues – what type of logistics would have to be worked through?

MR. REINHEIMER:

Public Works has to oversee all construction projects. I assume that – you can fund County projects with public/private money. It's been done with other projects. You would have the same agreement. It would be supervised by Public Works, depending on how much money you're talking about you're talking about privately and whether the County's contributing money determines other aspects in terms of who is going to let the contract and things like that. The County will work with private money on that. If you raised \$1 million for the bridge, I'm sure the County would be happy to spend that money with their supervision that we could do something to do construction with that.

MR. GUNTHER:

Last month, I brought up about the roof and how difficult it is to get somebody in. I could get on the phone tomorrow and have a guy here tomorrow to repair the whole roof for nothing. I mean, I guess I really didn't say that well enough.

MR. BEATTIE:

You said it great.

MR. REINHEIMER:

Roof repair – we're responsible for the repair and maintenance of the buildings. A roof repair is our responsibility. A major capital project to reroof a building would come under the County supervision.

MR. GUNTHER:

I'm sure the County has worked with the guy I'm speaking about on many different occasions or know of him, but if we're able to get people like that, as Tom said, to come in and do that stuff – I mean, I don't foresee that being a problem. But if we can get people to fund and do these things for free, that behooves us and the County.

MR. GLASCOCK:

It's easier to say than to do. To the extent that you can get naming rights, that's different -- you could grant credit to the now Leviton Bridge or the roof or something to try to leverage – I mean, it's a difficult economy. The opportunities are not what they were ten years ago. Nothing ventured; nothing gained.

DR. GITTELMAN:

There's a shift in what the County is able and willing to do. Perhaps if there were things that we could get outside support to get done, the County might suddenly have a different attitude. If they're not going to pay the money to fix the place, they ought to be letting us get people to do it, and maybe they will give us some latitude that they wouldn't have given years ago.

MR. GLASCOCK:

Going to our meeting last winter where you were talking about a capital plan. This is an example of where a public/private partnership is going to be necessary to bring it where we need to be.

MR. BEATTIE:

That plan was the whole property. That wasn't just talking about a bell tower. That was talking about creating venues for new revenue. We have the other ticking time bomb of in two and half years the Hotel/Motel Tax going away and of having a structural deficit of \$800,000 to \$1 million. That's not going away.

What's going to go away is the Hotel/Motel Tax. We have no strategic plan in place for that, even though the former County Executive mandated us to create this strategic plan for that. We still have not done that.

We're not thinking strategically. We go from meeting to meeting and we talk about the Valentine's Day Dinner, and it's great that it was a success, but that's not what's going to keep our doors open in two and a half years. That's what we have to worry about. Then we have to

worry that we have doors to keep open when it comes to the structural integrity of the buildings here.

MR. GLASCOCK:

This is a very imperfect analogy, but I remember when I was interviewed by the County and testified as to my qualifications and my thoughts and whatnot.

I lived in Tennessee, and I lived in North Carolina for a couple years. I was an annual member of Biltmore Estates. Biltmore Estates was a cousin of Willie K. It is apples and oranges, but what they had there was a very large mansion and with dwindling family resources, what are they going to do with it?

Well, they have done something incredible with it. They are very successful. They have a winery. They have a hotel there now. They have an amazing mansion people go see at Christmas time and all times of the year. They were able to kind of leverage that property to create a destination and do something great with it.

Now this is certainly a destination. It doesn't have all the resources that they have but on a smaller scale, certainly more can be done with it. Like they're saying, you have to think big. Thinking big may now accomplish all that you want to accomplish, but you're likely to accomplish more than if you think small.

MR. BEATTIE:

Anybody else? Kevin said there was nothing on Buildings and Grounds.

MR. PETERMAN:

Nothing new, I said.

MR. BEATTIE:

Anything further on the Executive Director's Report?

MR. REINHEIMER:

I think that covers everything, unless somebody has a question.

DR. GITTELMAN:

Did we get all the signatures on the dinosaur issue?

MR. REINHEIMER:

Yes, I had to fill in a couple blanks – not blanks, but there was additional paperwork that needed to be done.

DR. GITTELMAN:

That's all done now?

MR. REINHEIMER:

As of today, it's done.

DR. GITTELMAN:

Great.

MR. BEATTIE:

Okay, the President's Report, I have a proposal for the Board here in terms of hopefully streamlining a little bit and adding an Operating Committee to the Board that would handle things like the Buildings and Grounds.

One thing that we used to have and no longer have is a Human Resources Committee. We have had issues over the past couple of years that I think should be looked at with a finer tooth comb -- and a Finance Committee, for obvious reasons. Does anybody have any suggestions in terms of the Operating Budget? Any volunteers about who might want to be on there and serve in those roles?

MR. GUNTHER:

I wouldn't mind working with Kevin on the Buildings and Grounds.

MS. CAMBRIA:

Am I on the Finance Committee?

MR. BEATTIE:

Well, we never really had a Finance Committee, per se. I would think, yes, as Treasurer, that should fall under that.

The other thing is that I think there's a real need, especially with some of the issues that have come up in the past year, to re-institute a Neighbor Relations Committee. One thing that we don't have – and I asked Lance for earlier – is a comprehensive list of our neighbors and a way to contact them when we do have issues that come up.

MR. GUNTHER:

I can get you that.

MR. BEATTIE:

Great. I think that should be a standing committee, as well. I would be willing to head that up, at least at the beginning of it.

That kind of leads me to – I don't want to give the names but four names were put forward with the Legislature to fill the remaining Board seats. That would bring us up to a full compliment. Two of those that have been nominated actually live on the peninsula, which is the reason given to me for wanting them to be on there. Hopefully, they would be able to take over that committee. But I'll start it up. I will work with Peter, who will get me the list and the contacts. We can start a better dialogue with our neighbors.

Actually related to that is a need for a Board Member packet. I know when I first joined the Board, I just showed up, and it was just a matter of discussing what issues were out there. I'd like to create a packet that has the Charter so we know as a Board how we supposed to operate, the roles of the Executive Committee, and what's expected of the Board. I'd like to start to put that together, but I'm hoping to have help on that as well, if anybody has any ideas.

DR. GITTELMAN:

The American Association of Museums puts out what we call the Red Book. It's a very simple – it's 100 pages, but it does give the guidelines for Trustees at museums. It's very appropriate. Every Trustee should read it. It gives an overview of what the American Association of Museums uses as appropriate conduct.

That's something that every Trustee should read. I think it would be - - the book I wrote so that people will know why bother with Willie. It would be good if Trustees knew a little bit more about him.

If you do those two things and then you add the Trustee list and, as you call it, the by-laws, the other thing that's missing is if somebody would put together a two-page narrative. Lance, you certainly can do it. It would be the structure of the government and how this institution is interfaced. The final piece I would put in there is I would put Willie K's will. That is the underpinning of our connection to government.

MR. BEATTIE:

Very good.

DR. GITTELMAN:

All those documents are available.

MR. BEATTIE:

Great, I appreciate that.

DR. GITTELMAN:

And I'm sure that Bill would not be opposed to providing for paying for copies of the Red Books out of the Rogers Fund that we have set aside for publications. We can probably fund it from there if you want.

MR. BEATTIE:

Great. Okay, old business, I might as well ask for a motion to approve the meeting minutes.

MR. PETERMAN:

Motion.

MR. GUNTHER:

Second.

MR. BEATTIE:

All in favor? Opposed? **(Vote: 8/0/0/3 Absent: Dr. Rogers, Mr. Rodriguez & Mr. Armstrong.)**

Any old business?

MR. GUNTHER:

I have one thing.

MR. BEATTIE:

Sure, go ahead.

MR. GUNTHER:

I guess I'll go officially on the record. I had mentioned this to Lance when I came down and walked around and met most of the people that work here. I understand that most of these people haven't had a raise in 11 years. When I talked to a girl like Stephanie, how wonderful it is to have people like that. If you don't take care of your people, you may not have them some day.

What I'd like this Board to do is consider some sort of – maybe toward the end of the year – we find out exactly where our finances are – a bonus for some of the people here or all the people and say a thank

you to them. I know the Appreciation Day you do for them; I think that's a wonderful idea. I would just like to see something in the works for that for the people that work here to say thank you again.

MR. BEATTIE:

Absolutely. The people really have been – especially if you look at where our staff was ten years ago, you look at where it is today, and you look at the pattern of raises in that period of time, it really is telling about the people that we have on staff and their dedication and their love for the place. We're all doing it because we love the place, and so are they. Whatever we can do – I think we did do something a couple of years ago. It was token, but we'd love to turn this place around so that we have all the revenue that supports the staff. That's my goal, as the new President. Let's bring this place around because two and a half years is – time is ticking.

Any other new business? Can I have a motion to adjourn?

MR. OLDRIN MONES:

Motion.

MS. CAMBRIA:

Second.

MR. BEATTIE:

(Vote: 8/0/0/3 Absent: Dr. Rogers, Mr. Rodriguez & Mr. Armstrong.)

Thank you all for coming.

(MR. Beattie adjourned the meeting at 7:50 p.m.)

RB:ap
Attachments

Suffolk County Vanderbilt Museum

February Meeting Agenda

February 15, 2012 / Planetarium / 7:00 PM

- I. Pledge of Allegiance**
- II. Public Address to the Board**
- III. Committee Reports**
 - A. Treasurer's Report**
 - B. Education**
 - C. Development**
 - 1. Corporate Giving Program Development
 - 2. Planetarium Grand Reopening
 - 3. Visitor Experience
 - D. Building & Grounds**
- IV. Executive Director Report**
 - A. Valentine Dinner**
 - B. Presidents Day Exhibits**
 - C. Normandy Manor**
 - D. Traveling classroom, "Discovering the Universe"**
 - E. Sale of the 1937 Chrysler Imperial**
 - F. Planetarium Renovation Update**
 - G. 2012-13 Capital Budget Summary**
- V. President's Report**
 - A. Committee Realignment Proposal**
 - 1. Add and "Operating Committee" with subcommittees:
 - a) Buildings and Grounds*
 - b) Human Resources*
 - c) Finance*
 - 2. Add Neighbor Relations Committee
 - B. Nominated Board Members**
 - C. Need for "Board Member Packet"**
- VI. Old Business**
- VII. New Business**
- VIII. Adjournment**

SUFFOLK COUNTY VANDERBILT MUSEUM

Treasurer Report

December 2011

	Actual	Budget	Variance
	December	December	
Revenue			
Admission	\$ 19,326	\$ 45,000	\$ (25,674)
Membership	\$ 725	\$ 3,300	\$ (2,575)
Museum Store	\$ 137	\$ 5,000	\$ (4,863)
Special Events	\$ 2,478	\$ 8,000	\$ (5,522)
Suffolk County Funds	\$ 146,895	\$ 58,750	\$ 88,145
Endowment	60,000	20,837	\$ 39,163
Site Use	\$ 1,482	\$ 6,000	\$ (4,518)
Donations & Gifts	\$ 3,000	\$ 3,337	\$ (337)
Other General	\$ 42	42	\$ -
Total Revenue	\$ 234,085	\$ 150,266	\$ 83,819
Expenses			
Salaries & Wages	\$ 52,676	\$ 85,000	\$ (32,324)
Benefits	\$ 22,443	\$ 22,000	\$ 443
Maintenance & Equipment	\$ 1,539	\$ 8,674	\$ (7,135)
Insurance	\$ 7,500	\$ 7,500	\$ -
Professional	\$ 14,095	\$ 14,174	\$ (79)
Museum Store	\$ -	\$ 2,000	\$ (2,000)
Telephone	\$ 2,352	\$ 2,500	\$ (148)
Utilities	\$ 10,969	\$ 14,000	\$ (3,031)
Supplies, Programs, Gala	\$ 9,779	\$ 12,500	\$ (2,721)
General Expenses	\$ 1,858	\$ 4,200	\$ (2,342)
Total Expenses	\$ 123,211	\$ 172,548	\$ (49,337)
Excess / Deficiency	\$ 110,874	\$ (22,282)	\$ 133,156

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

	Actual January	Actual February	Actual March	Actual April	Actual May	Actual June	Actual July	Actual August	Actual September	Actual October	Actual November	Actual December	Project Year End	Business Plan	Dollar Variance
REVENUE															
EARNED INCOME															
Admissions	29,967	57,620	53,051	59,153	52,022	42,710	55,935	19,930	15,317	22,328	15,339	19,326	442,698	700,000	(257,302)
Membership	945	11,226	4,820	4,288	648	2,585	4,465	2,850	1,350	760	995	725	35,647	55,000	(19,353)
Museum Store	2,298	5,170	5,032	7,956	9,078	2,345	4,839	286	325	215	163	137	37,844	80,000	(42,156)
Special Events	3,868	8,614	3,469	3,138	7,305	6,731	18,345	12,932	-100	4,388	13,376	2,478	84,544	140,000	(55,456)
Suffolk County Funds	0	0	0	0	117,516	146,895	0	97,930	48,965	97,930	48,965	146,895	705,096	705,000	96
Endowment	0	0	144,939	50,000	0	0	0	0	90,000	0	0	60,000	344,939	250,000	94,939
Site Use	14,175	3,930	4,425	7,236	14,175	5,194	21,207	685	7,895	1,705	21,350	1,482	103,459	160,000	(56,541)
Donations & Gifts	1,000	0	2,000	-451	0	206	20	0	10	0	20	3,000	5,805	40,000	(34,195)
Other General	41	62	635	168	116	110	181	169	82	37	1,412	42	3,055	500	2,555
Total Earned Income	52,294	86,622	218,371	131,488	200,860	206,776	104,982	134,782	163,844	127,363	101,620	234,085	1,763,087	2,130,500	(367,413)
EXPENSES															
Salaries & Wages	69,848	63,622	138,269	75,061	78,851	73,193	86,751	76,268	63,610	54,625	50,625	52,676	883,399	1,026,000	(142,601)
Benefits	23,009	18,012	32,004	18,320	20,313	25,170	18,560	21,329	24,759	15,073	16,653	22,443	255,645	279,000	(23,355)
Maintenance & Equip	2,772	4,530	1,608	2,038	5,500	5,954	2,630	4,009	2,074	1,880	1,801	1,539	36,335	104,000	(67,665)
Insurance	7,500	7,664	7,500	7,500	7,367	7,367	7,367	7,367	7,367	7,367	7,500	7,500	89,366	90,000	(634)
Professional	10,115	15,456	24,223	16,469	23,366	25,765	34,930	25,095	14,695	21,206	13,143	14,095	238,558	170,000	68,558
Museum Store	524	4,184	7,628	1,367	743	214	1,191	0	270	-228	0	0	15,893	35,000	(19,107)
Telephone Communic.	2,738	2,527	2,594	2,165	-726	-14,894	2,119	3,892	2,017	2,241	3,183	2,352	10,208	30,000	(19,792)
Utilities	19,251	20,177	13,231	17,112	9,155	11,309	15,896	15,652	13,022	6,880	8,954	10,969	161,608	185,000	(23,392)
Supplies, Pgrmn., Ball	3,033	8,940	3,119	3,803	3,091	3,980	8,773	9,180	3,073	3,458	2,424	9,779	62,653	126,500	(63,847)
General Expenses	1,797	6,120	4,784	2,859	19,685	1,900	1,806	5,238	4,694	3,849	8,598	1,858	63,188	50,000	13,188
Total Expenses	140,587	151,232	234,960	146,694	167,345	139,958	180,023	168,030	135,581	116,351	112,881	123,211	1,816,853	2,095,500	(278,647)
Excess / Deficiency of Revenue	(88,293)	(64,610)	(16,589)	(15,206)	33,515	66,818	(75,041)	(33,248)	28,263	11,012	(11,261)	110,874	(53,766)	35,000	(88,766)



*The Vanderbilt Museum & Planetarium
presents the
Discovering the Universe Traveling Museum*

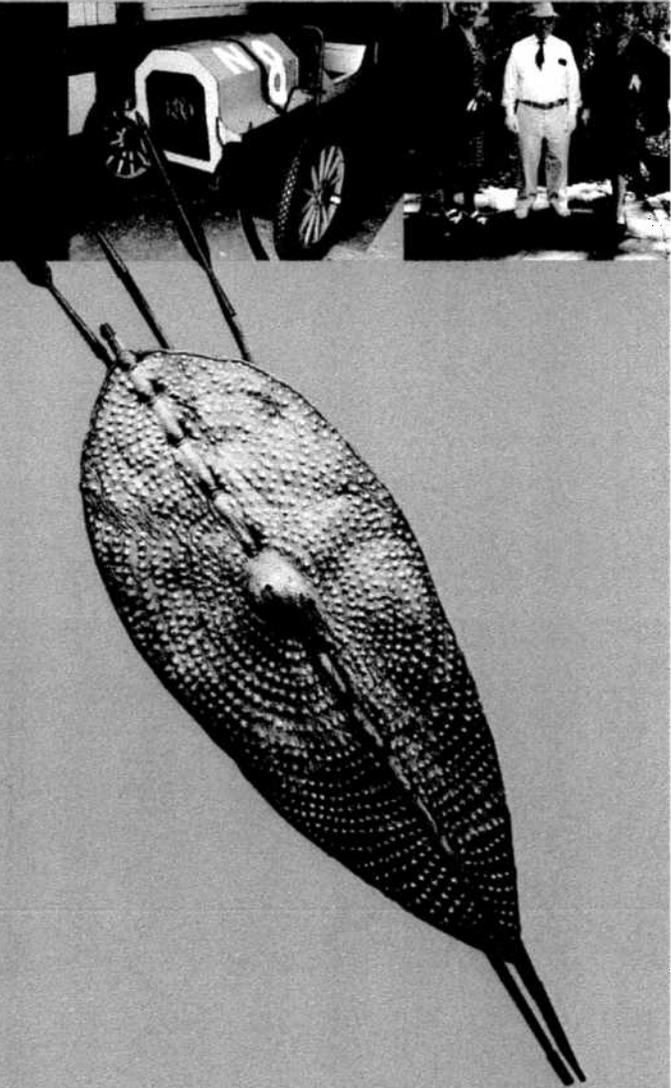


This exhibit is a traveling outreach program that serves schools and community groups in the Suffolk and Nassau County area. It is designed to bring unique educational experiences beyond our Planetarium programs. The traveling museum consists of several stations that offer hands-on interactive exhibits that engage visitors in different topics. While each station is a self-contained module, a single underlying theme connects the information and ideas offered throughout the exhibition. This unifying thread is an examination of how astronomers acquire knowledge about the Universe. Each module presents a different part of the process of obtaining information. The educational modules within this museum are Light, Telescopes, Digital Imaging, The 3-D Universe and Gravity.

Discover Long Island's Treasure. **DISCOVER THE VANDERBILT.**

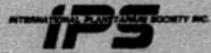


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