

Suffolk County Vanderbilt Museum

Board of Trustees

Minutes

A regular meeting of the Suffolk County Vanderbilt Museum Board of Trustees was held in the Lancaster Room, Centerport, New York, on June 20, 2012.

The following were in attendance:

Ronald A Beattie - President
Joseph Dujmic - 1st Vice President
Thomas Glascock - Trustee
Gretchen Oldrin Mones - 2nd Vice President
Betsy Cambria - Treasurer
Kevin Peterman - Secretary
Dr. Steven Gittelman - Trustee
Peter Gunther - Trustee
Michelle Gegwich - Trustee
William Rogers - Trustee
Michael Mule - Trustee
Anthony Guarnishelli - Trustee
Lance Reinheimer - Interim Executive Director
Lorraine Vernola - Staff
Stephanie Gress - Staff
William Walters - Resident
Robert Pilnick - Resident
Ann Marie Pastore - Stenographer

Absent:

Rodney Rodriguez - Trustee
Stephen F. Melore - Trustee
Duncan Armstrong - Trustee

(Mr. Ron Beattie called the meeting to order at 7:10 p.m.)

MR. BEATTIE:

Let's begin the meeting with the Pledge of Allegiance.

(SALUTE TO THE FLAG)

MR. BEATTIE:

At this time I'll ask if there's anybody in the public that wants to address the Board? I see there are no visitors here, so I'm guessing the answer is no. Can I have a motion to accept the previous meeting minutes?

MR. PETERMAN:

Motion.

MS. OLDRIN MONES:

Second.

MR. BEATTIE:

Without objection? The minutes are passed.

Let's go right to the Committee Reports. Treasurer's Report.

MS. CAMBRIA:

You all have the long, skinny piece of paper; that's the Treasurer's Report. Lance informs me that under "Other General" the earned income, the actual for April indicates \$198,310. That includes the sale of the car and the rental of Normandy Manor. That explains why that's such a large amount. The rest of it is pretty self-explanatory. Any questions?

MR. BEATTIE:

Thank you. If there are no questions, let's move to Education and Exhibits.

MS. OLDRIN MONES:

We're going to start the report with the biggest and best news. Stephanie Gress, who is our Director of Curatorial Affairs, has graciously agreed to be here in person to explain this fantastic news and also to answer any questions that you might have. I will now turn it over to Stephanie.

MS. GRESS:

I'll briefly explain. In November we had a visitor from the granddaughter of Judge Charles Stoll. Stoll built the wing off of the habitat back in 1977 to increase the revenue of the museum, and he did donate a sum of money and his large animal collection.

His granddaughter came up from Florida with her entire family and was thrilled to see that his exhibit was still there and in pretty good condition considering so many years. On June 4 she sent me a letter, a very brief note saying, "May this gift be used to greatly improve the Stoll Wing. See you some time in the fall." I opened the note and there was a check in here for \$100,000. I was very surprised, needless to say.

Let me explain further that the check was written through her husband's foundation. Her name is Lynnda Speer, by the way. Lynnda Speer and her husband Roy have a private foundation. They tend to fund educational activities for various groups, and she informed me that this is the largest check he has written for one single institution. He was very, very fond of Judge Stoll and wants to see us bring the exhibit up to date.

The really odd thing about this – and it's funny how fate works – Judge Stoll was a Trustee for many years here. He also was – at that time, they didn't call them the Presidents of the Board. They were called the Chairman of the Board of Trustees. He began his service in 1966, and I think left in 1975, I believe. He was Chairman of the Board of Trustees from 1971-1975.

He officiated at the opening of the planetarium. He said the opening remarks and officially opened the planetarium. So what I'm hoping that we can have is Mrs. Speer – her husband, Roy, by the way, has health issues and he was not on the trip with her. She may be coming up hopefully next year – maybe to officiate at the opening of the planetarium in some way -- we're hoping so. It's funny how history repeats itself.

(Mr. Michael Mule entered the meeting at 7:15 p.m.)

MS. OLDRIN MONES:

Thank you. Does anyone have questions for Stephanie? Thank you so much. I know this didn't happen overnight. For your part in making this come about, we really are extremely grateful.

MS. GRESS:

Also, just to let you know, they kind of crossed in the mail, believe it or not. She had indicated to me that there may be a gift coming. I had no idea what the size would be. I didn't know if it would be \$500 or \$5,000. I didn't know. So I was very hesitant in preparing a proposal to upgrade the exhibit. I consulted with Lance many, many times and was agonizing over it. I didn't want to ask for too much money. I didn't want her to think that it was my intention to take advantage of their kindness.

I sent her a proposal that included a lot of historic documentation and a brief outline of the upgrades that are needed in that exhibit. They are in five broad categories – heat, the area is unheated. When educators teach down there, it is so cold that it's almost unbearable for a half an hour in the winter months.

The next use is the architectural elements where we can try to make it look more like the rest of the Vanderbilt. That wing is a little more modern looking.

Upgrade to the lighting and to the interpretation and science to the taxidermy, as well. It falls into those categories. I sent her a lot of documentation, including our not for profit status forms and things like that, so there would be no question about who we are or what we have been doing with the money.

MS. OLDRIN MONES:

Once these improvements are made, it's going to enhance not only the educational programs that Stephanie just mentioned but every visitors' experience down there. It's already a very popular place, but how much nicer is it going to be now? A big, big thanks to Stephanie and Lance and a huge thanks to the Speer family.

Along those lines, I'd like to make a motion that we change the name of the wing –

MR. REINHEIMER:

Excuse me, Gretchen. I know we discussed changing the name of the wing in honor of the Speer and Judge Stoll family. We discussed that in the Education Meeting. Stephanie and I called Mrs. Speer today and spoke to her. She, at this point, is not interested in having that – she's just really making a donation to honor her grandfather. That's the intent that she wants. She really isn't seeking any recognition.

We did talk to her today in preparation for the meeting because we did discuss that.

MS. OLDRIN MONES:

Does anyone have anything to ask Stephanie?

MS. CAMBRIA:

Yes, I do. What happens next?

MS. GRESS:

Lance and I have already begun the process to explore what the upgrades might entail, especially the heat, lighting and the technical parts of it at this point. We still need to get equipment pricing and things like that. We actually began that before we had the money because we suspected she was going to give us a gift.

May I also add, and it's probably on record elsewhere, she gave a \$3,000 gift in the fall when she visited us. She told us to use it wherever we needed it. She has been very generous.

In anticipation of some income coming in, Lance and I began that process already with the lighting, heat and some technical parts of the upgrade.

MR. GUNTHER:

At the very least, can we send them a thank you letter?

MS. GRESS:

We're trying to figure out really what is an appropriate way to thank them. Of course, we've already communicated with her several times and we will send them a thank you letter certainly, but it's such a generous gift. It's hard to know what's appropriate. We're welcome to any ideas, but of course we're going to thank her.

MR. REINHEIMER:

We had a discussion today on what we think they would like. Mrs. Speer is an older woman, and we're wondering what would be important to her. We discussed possibly something in remembrance of the Vanderbilt Museum, but we're trying to think of something that would be meaningful to her and to honor her. But, yes, we are going to do a written note. We called her the day we received the check. We spoke to her the day we received it. We spoke to her today. We received the check two weeks ago. We will be sending out a written acknowledgement, naturally.

MS. GRESS:

We'll also be acknowledging her on our donor wall in the planetarium. Is that correct?

MR. REINHEIMER:

That's correct.

MS. GRESS:

I don't think she even knows that yet. I don't think we discussed that with her. We have to do that, as well.

MR. REINHEIMER:

When we spoke to her today, it wasn't the appropriate time to talk to her about this. We kind of caught her at a bad time, so we had to cut the conversation short. She certainly is worthy of being recognized on our donor wall. She's been a tremendous support for the museum.

MS. OLDRIN MONES:

Stephanie has also brought in some other money. It's kind of an interesting story. Very recently a couple showed up and claimed that they had – insisted that they had bought some admission on the internet, which we don't do that yet. We will soon but not yet. Stephanie, with her personality and her way with people, gave them a private tour after showing them they could not have bought it on the internet. They obviously enjoyed the tour because she received a check for the Vanderbilt in the mail for \$100. Stephanie is making us all kinds of money.

MR. BEATTIE:

Did they ever find an answer to the mystery?

MS. OLDRIN MONES:

I don't know. It wasn't in the letter.

MR. BEATTIE:

Because it does concern me. I mentioned this at the Education Committee that there's some kind of scam that's out there of people selling tickets to places that don't sell tickets on-line, and then people show up. We should keep an eye out to see if it happens again.

MR. GLASCOCK:

Do you think people are – there's the Vanderbilt Mansion on the Hudson. Do you think maybe they're –

MR. BEATTIE:

That could be, too. We need to be aware in case we see a rash of those things.

MS. OLDRIN MONES:

Well, these people were all the way from Ohio, and Stephanie definitely made them have a pleasant experience. They wrote a nice, little thank you note. "Thank you, Stephanie, for a wonderful time last week. We really enjoyed it and appreciate you taking time out from your day." That was a nice recognition of Stephanie's efforts.

To continue with Stephanie, she's not resting on her laurels. She has submitted an application for the June 1 deadline for the Greater Hudson Heritage Network Grant Program to restore a Dutch maritime painting from the late 1600's by Hendrick Dubbels. She requested \$4,975 and obtained a commitment from approved conservator, Alexander Katlan. I will pass around a copy of that painting. As you can see, it will be lovely when it's restored.

(Dr. Gittelman & Mr. Rogers entered the meeting at 7:20 p.m.)

The Living History Tour began May 26 and has been well attended. Although the mansion was open fewer days this year than during the same time period last year, which there were 662 tours in May of 2012, as compared to 656 tours in May of 2011. As of June 17 the mansion is open every day except Monday for tours.

We received publicity in the local newspapers for Living History, dancing events, summer programs, plays, as well as the first annual young illustrators challenge. We're listed under the 50 best things to do this summer and recently as one of the top ten things to do this week. I'm going to pass around a folder with just some of those press releases and also a nice photo copy of the \$100,000. I'll also pass around the thank you note to Stephanie. Lots of interesting things to look at.

Stephanie obtained a free preview copy of a recent biography "Alva Vanderbilt Belmont – Unlikely Champion of Women's Rights" from the Indiana University Press. It focuses on Alva's suffragette activities and would be a nice addition to our gift shop, especially in this election year.

Dave and Lorraine are in the process of selecting programs from SKY-SKAN that will best suit our public audience and will stay within our

budget. They previewed all the program choices. Once viewership numbers can be projected, they can get accurate pricing and then we'll pick appropriate programs that are affordable. Right away there's an interest in a seasonal program, "Season of Light," that would be a good choice for the holiday season following the grand re-opening.

Down the line, a goal is to use the new state-of-the-art equipment to produce programs which can then be sold to other planetariums around the country. This would be a welcome new revenue stream. Dave has lots of experience in this area having produced 20 programs for our planetarium.

If you've ever come to the planetarium shows, say, on a Friday night and watched the live lecture series, "Long Island Skies," that's Dave. Or around Christmas time, the "Star of Wonder" Dave produced that. "Haunted Skies," the Halloween special, that's Dave along with lots and lots of other ones. We're very lucky to have him. He's a great resource, along with Lorraine.

The brochure for visiting camps has been sent. However, with the planetarium down, there have been only a few reservations to date. The summer museum workshop, elementary and Pre-K flyers have been distributed to the Huntington Schools. Beth reports that one week is fully booked and calls are coming in every day.

The Harborfields Library has booked the traveling space museum. In preparation for the visit, Lorraine has provided display materials and even some free passes to be raffled off. The science bus fits nicely with the theme of Harborfields' summer reading program.

Finally, the cottage has been vacated and is once again available for classrooms and other museum purposes.

That's the report, unless someone else who was at the meeting has something to say.

MR. BEATTIE:

No, I just wanted, for those of you who missed it, to let them know again the good news that Stephanie has secured a \$100,000 donation from the Speer family. For those of you who were not here when that was announced, just thought you should know. That's for the renovation to the Stoll Wing. Everybody should know that. Peter?

MR. GUNTHER:

A couple months ago or maybe a year ago, you weren't here, but I'd like to thank you personally for all you do. For the amount of money that you make, you're a Godsend to this planetarium and museum. We appreciate it very much. Thank you, Stephanie.

MR. BEATTIE:

Joseph?

MR. DUJMIC:

I get to the microphone and people probably think it's a Johnny Storm Cloud moment. But I do want to say, I did go on a bit of a diatribe about two months ago based on my frustrations with certain things that have to do with the Vanderbilt. But I have to say, I think what sometimes goes largely unnoticed is the fact that we have such an amazing staff that day in and day out, they do so much. I really want to applaud Stephanie and everyone else who's here, and Lance also is doing a great job leading the staff and moving forward.

In addition, when I first came on the Board, you can take a look at the minutes from my first meeting. I was disappointed in the way that the Vanderbilt was advertising itself. I didn't think it was using the social media that was available at that point in an appropriate way.

I have to say that in the year and a half that I've been here, there's been such a vast improvement. I feel a lot more comfortable moving forward that once the planetarium is open and hopefully we make some additional changes, I will feel a lot more comfortable moving forward, that at some point the Vanderbilt will be a self-sufficient institution and potentially even a moneymaking facility for the County.

I think everybody sitting here at this table knows that that will be something that is welcomed by the County of Suffolk and the government at this point.

I just wanted to take a second to thank the staff, especially Lance and Stephanie, for doing an amazing job day in and day out. We really appreciate your contribution and support to this great institution. Again, thank you.

MR. BEATTIE:

Very good. Does anybody else have any comments or questions for Gretchen and the Education and Exhibits Report?

Moving on to Development. We had a very good meeting on Development. The main thing is that we kind of got off focus in the last few of them, and we were kind of myopically looking at some of the things that we needed to do more immediately and weren't taking a look at the bigger picture.

The main thing in the last Development Committee Meeting was that we decided to go back to the structure that we had before in identifying the areas of development that we can concentrate on and then see if we could get input from the Board of where we can actually start to concentrate our efforts and start to track them using this great system – this great new system that the training is going on today. I'm sure we'll be talking about that so that we can track some of those things.

We're going back to identifying – and in the next section of the report we will talk a little bit about how we can do that also through the Neighbor Relations Committee.

The main categories are Membership, Donations, Corporate Giving, Naming Rights, Grant Writing, Fundraising and others. When it comes to Donations, that's further broken down to bricks, benches, planetarium seats and other donations, which we were talking about before. Stephanie had lots of success on that.

But what we'd like the Board to do is under those categories, to contact me and I will contact the rest of the Development Committee, and let's see what contacts each of us have in all those categories.

If some of us have contacts for corporate giving, and some of the major corporations that we have either been close to us – I know Betsy is working on that with Peter and some of the local companies. But it's the Suffolk County Vanderbilt Museum. Whatever contacts you have in those categories, let's start compiling this list and start getting into this system and see if we can develop those campaigns that way.

We have to now start looking at – we're fortunate enough to finally see a lot of progress being made on the planetarium. That was the thing that we were all focusing on. We have to start thinking post planetarium opening now.

For those things, we have an \$800,000 to \$2 million structural deficit in our budget. We need to look at all of those ways that we could start plugging that hole other than what we hoped to be a lot more

admissions when it comes to the planetarium. We need to start looking at those things.

That is it on Development. Does anybody have any comments or questions on that? Very good.

Let's talk about more good news. The Neighbor Relations Committee, we had our first meeting the week after our last Board Meeting. We have a great committee on this. Michele, Michael, Peter, Elizabeth, myself – who else is on that committee? Am I missing someone? Steve Melore is also on that committee.

We came up with a lot of great ideas. The most important of which was a little neighbor shindig that we threw this past Sunday. It was a lot of fun. I felt we had a pretty good turnout. We met a lot of the neighbors.

The idea is we really want to energize this group. We were fortunate to not have a lot of NIMBYism here. The neighbors are generally very supportive of the things that we do, and they want to see us succeed. We want to tap into that energy. I think we did. I think we made a major impact on that.

I think the next initiative that we talked about in that meeting is to have -- good fences mean good neighbors' event and to recruit some of the neighbors to help us restore the big white wall that most of the neighbors identify with the Vanderbilt more than anything else. That will be the next thing that the Neighbor Relations Committee works on, but I'd like to thank the committee for all its work in making that happen. We will move on from there. Can I ask any of the other committee members to make a statement or comment? Okay, good.

Again, I thank everybody for their work on that, and we'll continue to see how we can create that energy with our neighbors.

On to Operations and Buildings and Grounds.

MR. PETERMAN:

Before last month's meeting, I got here a little early. Stephanie and I walked around the grounds, and I took some photos. The last thing I said was that I would distribute some photos at the next meeting. Stephanie was kind enough to label them on the back.

These are some of the problems that we have here, some of the leaks. Stephanie identified the locations. I just thought I'd pass these around so that we can see some of the problems that we are starting to address, but obviously with the staff that we have, they're doing a great job, but we still have to come up with some resources and some kind of funding to stop some of the leaks. On the back of each photo they are labeled. There are wide shots and close-ups so you can see what's going on here.

MR. GUARNISCHELLI:

I have a question. I don't know if it comes under Buildings and Grounds, but do you want to, at some point, get the Lincoln running?

MR. BEATTIE:

It probably has more to do with Education and Exhibits, but I would guess the answer would be yes, of course.

MR. GUARNISCHELLI:

There's no sense letting it sit there and just going to rot. Maybe next month at some point, if you want, I will come and pick it up and take it up to my place at no cost to you. We'll clean it up and get it running and see what it needs to make it drivable.

MS. OLDRIN MONES:

Are any of you noticing Stephanie's eyes. They just popped out of her head.

MR. BEATTIE:

We have to be very careful with the accessioned items in our collections. I guess coordinate with Stephanie. She knows all the rules and regulations in terms of our accreditation and what's required of doing something like that.

Are there any other questions for Kevin and the Buildings and Grounds Report? Okay, thank you.

Tom, I know you were working on some of the Human Resources stuff.

MR. GLASCOCK:

Yes, so far I have been somewhat a committee of one. That's because, frankly, I wanted to meet and communicate with the Director of Human Resources, Bridgett, here at the Vanderbilt.

She and I have communicated a number of times. We have met. I think we had a good dialogue. The two of us have discussed the policies that are in place. I kind of tweaked them a little bit and more or less cleaned them up. There weren't any real substantive changes, but I think in terms of policies that are necessary are in place. We're looking at the employment handbook. Again, cleaning it up. Really the topics are there, it just needed to be cleaned up.

Our conversations have gone kind of beyond those things to other human resource type issues. With that said, we're getting to the point where, at least personally, I feel ready to have a broader committee meeting. Frankly, I felt I needed to do the due diligence before we had a bigger meeting, so to speak.

What I will try to do is reach out to people in the next few weeks and maybe we can -- not in the heart of summer when people are on vacation and not wanting to have committee meetings -- maybe we can try to schedule one here together.

MR. BEATTIE:

Sounds good. Any questions for Tom? Very good. Thank you, Tom.

On to the Executive Director's Report.

MR. REINHEIMER:

I'd just like to expand a little bit on what Ron said about the Neighbors' Day. We had two people join the museum that day. They both joined at the \$300 level. People really liked what they saw. It was a very positive day. There was a lot of energy. People liked what they saw. The tent and the grounds looked beautiful that day. The weather certainly cooperated.

I want to thank the Board Members who walked and distributed over 500 letters. This was a Board initiative, and the Board took the initiative and delivered the letters. Aside from wearing out shoe leather, it costs us nothing to distribute the letters except for minor printing costs, so it was very positive. We came away with two \$300 memberships. That was phenomenal. It was a really positive day.

If some of you got here earlier today, there were about 2,000 young people on our property. Harborfields, their prom is today. It's been a long-standing tradition where they come here for pictures. The people that coordinated for the school changed a few things, and they had the buses and the limos go down to the beach. It worked without any

incident. Everybody was happy. They were hot but happy, and it went off really well. Again, that is an expansion of our goodwill and being a good neighbor, so that was great.

The planetarium update, Lorraine took some pictures. These guys are going at breakneck speed. I stopped in there tonight before the meeting, and they are two days ahead of schedule, which doesn't sound like much, but the lift came last week. The equipment came on the 14th, and as you will see from these pictures, the star oracle and the star projector are on the lift. The lift works, and they are two days ahead of schedule. They're really going like gangbusters. I will pass these pictures around. The work that they are doing is really impressive.

The enthusiasm of the contractors and the workers, they just love working here. It's nice. They're taking a lot of pride in their work, and it shows in the level and speed which they are doing it.

The HVAC, the air conditioning, if you want to hang out in a nice, cool building, no chairs, but the building is cool. The air conditioning is up and running.

They removed the old furnace this week. We're scrapping the metal. I have my maintenance people on a scrapping safari; I guess is the best way to put it. Whatever they scrap of waste, which I know what they're doing, they're turning into tools. They have about \$2,500, and they're buying a brush mower, and I also suggested that they buy a power pole saw for trimming some of these tree limbs that are reachable without having to get a lift or professional tree trimmers in here.

There are a couple other tools that I'm sure they have in mind. They are happy to get tools. They want to do the work, and we have limited staff. They do a wonderful job.

Blackbayd's here on campus. They're going through installation. We should be up and running and live tomorrow. There are a few bugs, but we're working them out. We have the computers. We put internet into the mansion last January. We have internet now down where the admissions area is. We will be live on-line, and it will improve our membership management.

Who comes here? We know who comes here. I'm sure everybody from every state, but we don't have records on that. We don't have

documentation on that. What countries are people from who are coming here? We have people come from all over the world, but we can't say for certain what countries these people came from in 2011 because we didn't track that information. It's neat that we'll be able to have an accountable program to track how many visitors we had here, how many seniors, what countries, what states, where they went and who are the members.

So it's going to be invaluable. It's just a quantum leap from where we were. We're almost to 2012 in terms of technology here. I think we traveled about 15 years in this past year. That's going really well. I'm real happy about that.

We have a couple of events coming up this week. We have the Fusion Jazz Festival. We'll have somewhere between 50 and 100 artists also attending that are doing speed art. I'm not sure what that is, but the people that are playing here, the various jazz bands are playing for no cost, so we're not charging them. We're only charging the admission fee of \$7. I'm sure we'll have 500 to 600 people here. We may even have more. We tried this last year and Hurricane Irene knocked it out. That's this Sunday. It goes from one o'clock to dusk. I hope that's an exciting day in the life of the museum.

In addition, people are still booking and sponsoring chairs. I had a woman call up today. I was lucky enough to take the phone call, and she sponsored two chairs – one for her deceased mother in her honor and one for her grandmother, also in her grandmother's honor. The word is getting out there.

In the past two weeks, I've gotten compliments on our website. We got one today and one about a week and a half ago. Things are looking good in that regard.

I distributed the budget. We're on a very tight timeframe. I don't expect you to digest this or be able to analyze it, but I have to present a budget to the County Executive on Tuesday. They gave very short notice of about three weeks' notice. This year I professionalized the budget. We have a theme. This is a plan for success.

I have been putting budgets together for 20 years. They are realistic budgets. The revenues are what I feel is a good estimate. Expenses are pretty easy to do because we have expenses. We know we have staff expenses, utility expenses and insurance expenses. The expense side almost puts itself together.

When I put everything together, I came up with a budget I think of \$1.7 million, which is about where we have been. But we have cut some costs. We cut insurance costs. We cut costs on the fire alarm system. I'm holding staff hours to the part-time staff down. We have been able to cut some costs, too.

The budget does -- depending on the Hotel/Motel Tax, the 2 percent increase in the Hotel/Motel Tax, that's about \$750,000. It also has a small distribution from the endowment. I think a plan for success -- in order for this museum to be successful in the future, we have to protect the endowment. We have to try to give it a rest and grow it. That's a difficult thing to do at this time in this market.

The endowment was up to around \$10 million and then the market took some of that back. We're still taking distributions of \$60,000 a year out of the endowment, which is necessary because we have no revenue or no admissions coming in for the planetarium.

The planetarium revenue in this budget is about \$400,000. That's not a crazy number. We have done \$400,000 in planetarium admissions within the past several years.

The revenues are not overstated. It does resource staff. It does provide for some building improvements.

One of the things I have kicking around with the maintenance people is closing the mansion down for six weeks this winter between New Years and Valentine's Day. We'd like to do things like this floor. When you go out today, look at the floor in the nursery wing here. It needs to be protected. We need to redo that floor. We need to get runners. When you go through a tour of the mansion, and you look at the dressing room of Mrs. Vanderbilt, the ceiling needs to be fixed. Willie K's bedroom, there was a leak there in the chimney from about two years ago. We haven't gotten around to fixing that.

There are a lot of things -- and I've talked to Stephanie -- that we'd like to do. It's hard to do these things when the mansion is open. When admissions are down, walking around here in January is not a pleasant thing to do. However, there are people that come here. We think this is an opportunity to do at least some of the things that we can do to protect the mansion, and to improve it and make it a better place for people to visit.

Another area -- I'm trying to get carpet out of a major retailer for the stairway going up to the organ room. It's not in the best condition and needs to be replaced.

What I'd like to do is, the budget has an executive summary in there. It has the narrative. The County Executive includes a narrative in his budget. That narrative comes from the various departments. So there is a narrative in there for you to read. It talks about the things we've done this year in revenue enhancement, public relations and our plans. In the first page it has bullets. These are just some of the highlights, things that are important for you to know.

When it all came together I was pleasantly surprised because it's a better budget than I thought I would come up with. As I said, I look at the numbers. I use the current numbers. I looked at history and came up with a budget that I thought was going to work.

I think we have turned the corner. I really feel -- and I told this to some of the neighbors the other day and people that I talked to -- that this museum has turned the corner financially. I think we're on our way to independent success without having to look for money.

With that being said, we're still looking at a subsidy of \$700,000 from Hotel/Motel Tax and \$175,000 from the endowment. We're talking \$1 million in non-museum generated revenues. But that's all cultural institutions and museums. We need help. This is history. This is quality of life. Part of the renovations to the planetarium and why Suffolk County is supporting it is it's a quality of life. It's education, and it's also that they're giving us the tools to be successful.

The easy part right now is building the planetarium and renovating the planetarium. The hard part -- and it's not going to be hard because we will be successful -- but this is our chance to show the County, show the neighbors and to show the world that we can be successful. When you give us the tools, we can do the job.

This budget, I think we're good where we are and where we're going. I think it's the start of a bright period for the museum.

With all that being said, are there any questions? I finished that budget last night. If the ink is running, it's literally hot off the press. Mr. Walters knows because he came at 5:30 and I wouldn't meet with him. I told him I was putting a budget together. You know, Bill, that I was straight with you.

While I mention Bill, I know you weren't here at the very beginning when we have the public meet, but Bill is concerned. He is a neighbor, and he's a good neighbor. I have had a lot of discussions with Bill. He's concerned about our proposal for the cell tower. He would like to contact each of you individually. I, as the Director, cannot give out your contact information without your permission. I suggested that Bill come here today and to talk to you. That way he can express his feelings and what he feels about the cell tower.

Are there any questions about the budget or where we are in terms of planetarium renovations?

MR. PETERMAN:

I just want to comment. I think you did a great job.

MR. GLASCOCK:

Lance, your dedication has been exemplary.

MR. REINHEIMER:

Thank you.

MR. BEATTIE:

I just have a question for Lance in terms of the – and I think it's a great idea – closing the mansion for six weeks, I think you said. Are we allowed to do that?

MR. REINHEIMER:

Yes.

MR. BEATTIE:

I mean, the whole idea is to keep the doors open. I don't know what restrictions are on that if we close the mansion for that time. It obviously needs some resting time.

MR. REINHEIMER:

To address that, the will talks about that this has to be opened for the public for their enjoyment and education. Closing it to do renovations is still part of that mission. We're consistent with the original will and document.

MR. BEATTIE:

Good. Any other questions for Lance?

MR. GLASCOCK:

It would seem that would be not really that different from closing the planetarium.

MS. CAMBRIA:

Plus the planetarium will be open by then.

MR. GLASCOCK:

The grounds will be open for people.

MR. REINHEIMER:

Yes, that's true but it's hard to imagine that people would come here in January to see the Hall of Fishes and the dioramas without seeing the mansion. The mansion really is the draw for most people that come here. They want to see the mansion tour.

MR. GUNTHER:

Is there a way to just partially close down parts of the mansion?

MR. REINHEIMER:

In the scale of mansions, this is one of the slower ones. If you start closing portions, it's like giving somebody half a dessert. It's okay, but they're going to go home saying they're not happy. I think that January and the beginning of February we have weather problems and snow problems. We're only open three days a week. This year we open for Tuesdays, Saturdays and Sundays. In six weeks you're missing eighteen days of time that we're open.

DR. GITTELMAN:

We did renovations in the mansion while the public was still coming in the past. The public seemed to like to see that we were repairing; for example, in Willie K's bedroom, I remember the scaffolding being up there, and I remember curators working up there. It was part of the tour.

It's not an all bad thing. Unless you feel it would be a drain on the institution to have it open, it's not a bad thing to let the public see that we, as an organization, are making improvements. They like it. Frankly, I remember curators talking about what they were doing to groups coming through. It added a living history component.

MR. REINHEIMER:

You know you make a good point. The only part of the renovation that's a challenge to keep this mansion open, which we can concentrate and do in a limited period of time, is this hallway here.

DR. GITTELMAN:

But this hallway, it accesses the – there were many times when we did the Living History Tour and tours of the mansion and we did let this wing be closed.

MR. REINHEIMER:

We could do that and maybe that's the way to go. I was just thinking in terms of this wing and trying to do a number of things at the same time. But it is something to consider.

DR. GITTELMAN:

Also, there was a time when public relations can be everything. The news getting out that the museum is closed for renovations but it's closed might not sit well.

MR. REINHEIMER:

Good point.

DR. GITTELMAN:

I'm not opposed to it. I'm just suggesting that the experience we had was not unfavorable in the past.

MR. REINHEIMER:

That's good. I think you made some real valid points.

DR. GITTELMAN:

Unless you see a dramatic savings.

MR. REINHEIMER:

No, the savings in terms of staff is minimal because they're part-time, and they're not working that many hours to begin with.

DR. GITTELMAN:

I could show you pictures where workers had to go on the scaffolding in the Sistine Chapel, and they were talking about the renovations.

MR. REINHEIMER:

If they can do renovations on the Sistine Chapel and remain open, I guess we can, too.

MR. WALTERS:

I don't know if this is the proper time for me to make a request?

MR. BEATTIE:

I really don't think so yet. Let's get through our agenda. The public address portion was earlier on in the meeting, but we will talk to you about your issues in a bit.

With the President's Report, there was a flurry of emails this afternoon and yesterday, thank you, Mike and Tom, in terms of adding to the discussion on the Conflict of Interest Statement, which I think, based on the emails, we're not ready to finalize. But we do want to finalize it by July. Do we know when in July?

MR. REINHEIMER:

I think if we move toward it, it should be fine. Part of that question is the Better Business Bureau requires us to have a written Conflict of Interest Policy.

MR. GLASCOCK:

You're supposed to have one.

MR. MULE:

Do they have a deadline?

MR. REINHEIMER:

They gave us an extension of July. I'm sure if we talk to them and tell them the document is in progress, they're not out to work against us. We can do that.

The other thing is that we do need an annual report, which we are working on, which we have not completed yet.

MR. GLASCOCK:

Can you circulate that? I was, frankly, very sick last month and missed the meeting. I didn't get the Conflict of Interest Statement circulated -

-

MR. GUNTHER:

Just about the Conflict of Interest. What Mike said was absolutely true. What Tom emailed everybody, I thought it was a good boiler plate, but there's too much there. If there's only two paragraphs of what we can and can't do, or just something very simple, we should be

able to do it by July. If Mike and Tom can take a look, and send it out to everybody, then we can approve it next month.

MR. REINHEIMER:

Does anybody need copies of it? I have it here.

DR. GITTELMAN:

May I add something? There's a very sensitive piece missing from the Conflict of Interest Statement. It is the piece that causes the most trouble. I would like to bring it up. You can choose to ignore it or not.

There's an intellectual component unique to museums that often allows people who have – and I'm going to use as an example the dinosaurs. There is nothing in our Conflict of Interest Policy that addresses the issue of a Trustee advocating for an area of interest of his own particular design.

It's a sensitive area. It's an intellectual conflict. For example, Tony is an ardent lover of antique cars. He starts to push heavily for car shows – so much so that it appears as if it's a conflict. I was accused of pushing so heavily for the dinosaurs, as if dinosaurs were my bread and butter. We're not talking about financially. Tony would never take any money. I never took any money.

What happens at times is that Trustees become so allied to the program that they are ardently interested in, that it becomes a conflict. We do not have a clause like that in our Conflict of Interest Policy. It's a sensitive clause because it's the clause Trustees are most likely to do.

Also, the perception of it might be misled. For example, let's drill into the dinosaurs. The dinosaurs were something that I used, and I was involved in because it excited children in museums. It was a particular interest of mine, although I'm not a paleontologist. I have some of those, and I have two dinosaurs named after me. So perhaps that constitutes a conflict. Perhaps if I was advocating for a dinosaur program, you might say I was advocating for my own interest.

I'm interested in cars also, so if I was advocating and I would love to advocate for car shows here, and I think we should have more car shows here, but there is a conflict when you – you have to address this. This is what has been missing, and I feel that because it's missing, its absence speaks to allowance. Absence speaks for allowing

and allows someone to go okay and do it and say there's no conflict here.

MR. GLASCOCK:

I think for a Board Member to be particularly passionate about an aspect of the global programming in museums could be a good thing. In terms of the actual Conflict of Interest Policy, the IRS, for example, in looking at your taxes designation– they don't care about things like that. They care about whether or not somebody is gaining some type of financial or other related type gains, whether personally or a related associate or something of that nature. They want to know that there's a system for disclosure to prevent that. It goes to that as opposed to really the other.

Now you could address it in some way. I don't think you want to discourage people, though, from being passionate and advocating for certain aspects.

DR. GITTELMAN:

This is groundwork for what I'm saying. The American Association of Museums has codicils to that effect. They recommend such clauses exist.

MR. GLASCOCK:

Do they have language –

DR. GITTELMAN:

They have language to that effect.

MR. GLASCOCK:

That would be really helpful.

DR. GITTELMAN:

I'm sure we can access it. It's in the red book. Do you have a copy of the red book?

I think my point is this. We have to either make a decision that relates to that threshold or we commit the activity. Because it's not fair to not put it in the code and then penalize those who behave in that fashion. Do you understand what I'm saying?

In other words, what happens in this institution is that I can simply pull up the AAM code book and throw it on the table and say –

MR. GUARNISCHELLI:

It's such nonsense. You're saying is that if we're going to have a big car show where we can make \$10,000, but that could be a conflict so let's not make the \$10,000. Let's say the heck with it. That's such nonsense. I understand what you're saying, but this language is just ridiculous.

What this does is kill the enthusiasm or the expertise of somebody to come forward with an idea. Because you and I like cars, well we better not because it could become a conflict, even if we can make \$10,000 doing it.

DR. GITTELMAN:

But –

MR. GUARNISCHELLI:

But I understand where you're going with this and what you're saying.

DR. GITTELMAN:

It's the point that because it's –

MR. GLASCOCK:

There might be two audiences, though. If the museum accreditation expects the institution to have a Conflict of Interest Policy, then it really needs to have a theme that addresses the IRS issue. It needs to have one in terms of –

MR. GUARNISCHELLI:

How do you segregate your idea to make the \$10,000 and get that incorporated into everybody's head so that it wasn't just your idea; that it was all our ideas? Then it would be okay.

DR. GITTELMAN:

There are remedies in the law, and there are remedies under the AAM guidelines, which we have not discussed. One of the remedies is disclosure. Inherent in any ethics guidelines, a conflict of interest is an ethics guideline. Disclosure is extremely important.

If you disclose that you are an ardent car enthusiast, and therefore you need to have the Board know and approve of the conduct, that helps to ameliorate the conflict. But the Board still has to address the issue as to whether the risk –

MR. GUNTHER:

But there has to be some sort of financial gain.

MR. GLASCOCK:

If I could add something. As the fiduciary – in Michael’s email to this, you’re held to, basically, a business judgment standard. If a reasonable person in your shoes, absent some type of personal gain, what would they do? If there’s an opportunity by a car show to bring \$10,000 in, that seems to me that would satisfy any type of inquiry of that nature.

DR. GITTELMAN:

You have to understand, this is as much a process as adopting such a code, as rejecting it. Saying that we do not wish to institutionalize a code where the special interest of a Trustee can create a conflict, one, it did not disclose and, two, if that Trustee acts – the theory is that the Trustee will – let’s say there was no planetarium and a guy interested in astronomy came along. He started pushing for a planetarium. It could be perceived as a conflict.

What I’m saying is that the Board never addressed this policy. We need to address it, reject it or adopt it.

MR. GUARNSCHELLI :

But they don’t care that it became an asset to the –

DR. GITTELMAN:

It doesn’t matter if it becomes an asset. For example, let’s say that you are an ardent car enthusiastic. If you were making money by doing it, you would say, that’s not fair. But even if the museum got \$1 million or \$100,000, it was totally unethical.

What they’re saying here is there is another currency. The other currency is feeding a hobby, an interest, an enthusiasm that goes beyond the interest of the institution and goes to feeding that individual’s particular interest. I’m saying it is a conflict of interest not based financially. It’s an intellectual conflict of interest.

MR. GLASCOCK:

Even if you were getting some type of collateral, financial, whatever, really the importance there is disclosing and recusing yourself from a vote on something.

If Peter had a company that could come in and do something and they got paid for the work that they did, he wasn't doing anything inappropriately – I shouldn't say Peter – any one of us did – that would be directly a conflict. What they would have to do is disclose that conflict, that they have ownership interest in that company. They would have to recuse themselves from a vote on that. Let the Board know about it, and there be a system in place to deal with that type of thing. That's where having a Conflict of Interest Policy comes into play.

MR. GUARNSCHELLI:

So the conflict of interest would be, for example, I take the Lincoln up to my shop. We polish it up, change the oil, whatever we have to do to get it running, put a new battery in it, whatever we have to do to get it running, make it presentable. I take nothing out of it. I say, "Here you are, guys. It's been a pleasure." But the gain I got was seeing the thing glow again.

MR. GLASCOCK:

That's not a conflict of interest.

MR. GUARNSCHELLI:

Okay, that wouldn't be a conflict of interest.

MR. GLASCOCK:

Michael, correct me if you think I'm wrong.

MR. MULE:

If I may address this briefly. My understanding of the conflict rules are generally – and I know it's beyond financial – but the most common situation is when there's a substantial financial interest in a transaction. That's the most obvious case.

These situations where you're talking about intellectual conflict, those are the very fine line areas that – I have cases here in New York, and they don't even discuss them. We all have judges disagree on these cases. If we as an institution want to institute a policy that courts don't even come down on one way or the other, I don't know if we want to go in that direction.

The straight black and white rule really concerns the substantial financial interest. I know there are other situations, and we may be best addressing those on a case-by-case basis. It's something we can discuss.

DR. GITTELMAN:

We stand one foot in general public law, and we stand another foot in museum culture. The museum culture is a powerful force that we have chosen not to deal with, but when we start to institutionalize Conflict of Interest Policies, that is something that museums and the AAM will look at. It's a world unto itself that we do need to stay part of.

MR. GLASCOCK:

And that's why we need to – you mentioned the handbook and that there is language. I think we should take a look at that.

MR. MULE:

I agree. Why don't we look at the language. Maybe we could see if there's some way to deal with this and if it's been done before, we can look at the language.

DR. ROGERS:

You know, listening to all this conversation, I would be afraid to do anything.

DR. GITTELMAN:

And I will say to you that it's because of the lack of addressing the issue that there were some very awkward moments for us with the dinosaurs. So what I'm trying to do is to protect the next guy. What I'm saying is having a policy, we either make a choice to ignore the policy or you adopt the policy. But whatever you do, let's make the choice.

MR. GLASCOCK:

We can't ignore the policy. There was a policy that was enacted from 2002 which changed the landscape for not-for-profits even though that wasn't directed toward not-for-profits. The 4990 has been amended. The IRS asks or expects you to have a Conflict of Interest filed. They ask a number of questions regarding, "Do you have mechanisms for enforcing your Conflict of Interest Policy?" You can't take a stick-your-head-in-the-sand approach to this in the way you might have 15 years ago.

MR. PETERMAN:

I'd like to go with Michael's suggestion. Let's look at the language and go from there.

MR. BEATTIE:

We do have a time component to this. I don't think the Better Business Bureau in their requirements, at this point, would have a problem if we did not address the intellectual component to this.

I think the AAM might, and when we go for accreditation we might have to take a look at that again. If Tom and Mike wouldn't mind doing a draft – if we could get that done, let's say, the week before the next meeting, where the entire Board has – and the way the discussion has been happening is everybody has been doing reply to all. All of us Board Members have been seeing it. If anybody wants to chime in what they think the language should be, but a week before the next meeting, if we can have a final so that we can all print it out at home, have a signed copy, I think that would satisfy the Better Business Bureau for July 18.

MR. REINHEIMER:

I would think so, yes.

MR. BEATTIE:

So is that a reasonable goal? Good.

The Clambake is July 14. If you haven't been distributed ten tickets to sell, we're asking each Board Member to sell or buy ten tickets each. That would bring us up to a hundred and fifty.

We are inviting some dignitaries to come, certainly from the County, the people who have supported us the most. That's factored in there, but the Clambake is a big thing for us this year. Hopefully at that Clambake we will also be able to sell benches, bricks, planetarium seats, memberships and the like.

MR. GUARNISCHELLI:

I have a couple of questions. We have a Clambake, but there's no clams. There are mussels. If you put a pile of mussels and a pile of clams, the clams are going and the mussels are staying. How about I donate the clams? Can we get together with Northport Deli?

MR. REINHEIMER:

I don't think they will have a problem with that.

MR. GUARNISCHELLI:

I spent most of my life in the wholesale seafood business.

MR. REINHEIMER:

Who's opening the clams?

MR. GUARNISCHELLI:

I'll take care of that. The worst time to eat a lobster is in the middle of the summer. That's the worst time. You have a new shell and a hard shell. The new shell, there's nobody home. You crack that claw open and it's about that much meat. If you get the best of the hard shells, you could be lucky and get a full lobster.

Does Northport Deli realize the difference, and what size lobster? If they're charging you \$45, lobsters are probably \$10 a pound. If they give you a one pound lobster, which certainly isn't much, there's \$10. That only leaves them \$35 to fix the rest of the deal up. I don't know how you can have a Clambake without a clam.

MR. BEATTIE:

It says clams.

MR. GUARNISCHELLI:

If we could figure out how many people and even if they get a little half dozen clams a piece or something, we could figure out how many bushels that is.

MR. REINHEIMER:

It does say that we do have clams.

MR. GUARNISCHELLI:

Where?

MR. REINHEIMER:

You're right about the lobster.

MR. GUARNISCHELLI:

I'm reading this paper here. It says, "Enjoy unlimited seafood lovers favorites, whole steamed lobsters, mussels, clam chowder, barbequed chicken, burgers, hot dogs, corn on the cob, wine, beer –" It doesn't mention clams.

MR. REINHEIMER:

I have clams on this here.

MR. GUARNISCHELLI :

Oh, you have it on another sheet? Are they going to give us steamers or hard clams? The worse thing you can do is have your first Clambake and people go home hungry or unhappy. You're doomed. If they go home full and the stuff is right, next year it's a shoo-in.

MR. REINHEIMER:

I will talk to Northport Caterers and Deli.

MR. GUARNISCHELLI :

But the most important thing is if they realize that – it's probably a one pound lobster. It has to be hard shells. If that's what they're planning on a one-pounder, boy that isn't much. It's like a little tease.

DR. ROGERS:

But can they be Long Island lobsters or do they have to be Maine lobsters?

MR. GUARNISCHELLI :

No one would know the difference.

MR. BEATTIE:

Unless the lobster has some sort of conflict of interest.

MR. DUJMIC:

I think we need to think about the local preference law. We have to have Long Island lobsters.

MR. GUARNISCHELLI :

It doesn't make a bit of difference. No one would know. They couldn't tell.

MR. REINHEIMER:

I will pose these questions to the caterers.

MR. GUARNISCHELLI :

But those are just a couple of things I thought were very important. I sold more steamers than any man alive on Long Island at one time by tractor trailer loads. I don't know if he's going to give us steamers or hard clams. Long Island has the finest steamer in the world but there's hardly any left. Then they came up from Maryland. Where they come from it doesn't make too much of a difference, but I think we should have either steamers or hard clams. If they want hard clams, I can take care of that. Steamers –

MR. REINHEIMER:

I'll talk to them. If they're doing steamers, we can have the best of both worlds. Thank you on your clam analysis. I haven't found steamers in a long time.

MR. GUARNISCHELLI:

And they say clam chowder, and I'm going to tell you all right now, it's not going to match my clam chowder. At your next Board Meeting, I'm bringing you all a quart of clam chowder, and you're going to tell me it's the finest clam chowder you have ever eaten because there's nothing in it but good stuff. There's no water. There's no salt. There's no minced clams. His chowder is probably going to have minced clams. You might as well get an inner tube and cut them up and drop them in. You'll never know the difference.

MR. BEATTIE:

Tony, I have to tell you, we lost a Board Member who used to bring clam chowder to the Employee and Staff Appreciation Day.

MR. GUARNISCHELLI:

Who's that?

MR. BEATTIE:

Noel. And they all said that was the greatest. We might have a chowder off, if we can get Noel back there and compare.

MR. GUARNISCHELLI:

I make ten gallons at a clip and just give it away.

MR. BEATTIE:

You're certainly invited to contribute that this year.

MR. REINHEIMER:

I just want to say, Tony, that "Clambake" was an Elvis Presley movie. I went on-line to listen to the music, which was interesting. There was a movie clip. Not only were there no lobsters, but there were no clams or seafood, but they had a lot of chickens on a spit.

MR. GUARNISCHELLI:

It becomes a barbeque instead of a Clambake.

MR. BEATTIE:

When you have a Clambake in Memphis, that's what you're stuck with.

MR. GUARNISCHELLI:

At one time, the finest steamers were right out here at your back door.

MR. BEATTIE:

Michael?

MR. MULE:

I was just going to say as far as getting bricks and getting people to donate, is there a particular spot where we have more bricks that have been donated with people's names, someplace that we could have a display and lights? We can show people here, that this is where you will see –

MR. BEATTIE:

The planetarium.

MR. MULE:

I don't know if we could – is there a spot that's closer to where the Clambake is going to be on that night where we could display them?

MR. PETERMAN:

Why not take a photo and maybe have a 25 by 30 –

MR. GUARNISCHELLI:

Are you going to have any kind of raffle or a bidding thing to raffle off anything? I have a friend in the commercial mower business. He would donate a new weed-wacker if you want to raffle it off.

MR. PETERMAN:

How about the clam chowder recipe?

MR. GUARNISCHELLI:

That's a secret. I'll only give it to Bill.

MR. REINHEIMER:

I'll tell you we haven't gone that route.

DR. GITTELMAN:

If you bring a gallon of your clam chowder, I'm –

MR. GUARNISCHELLI:

I'm bringing everybody a quart. I'm bringing about 25 quarts. You guys can be the judge.

MR. ROGERS:

I think the better clams came out of Oyster Bay.

MR. GUARNISCHELLI:

There's no argument because the North Shore, whether it's Oyster Bay or Cold Spring Harbor, Centerport, Huntington, those were the finest clams in the world.

MR. BEATTIE:

We are way beyond our limits of authority here for the Vanderbilt Board to decide that.

MR. REINHEIMER:

I like your enthusiasm. Bring that with you to the Clambake.

MR. BEATTIE:

Michael, did you have another question?

MR. MULE:

No, that was it. I just wanted to see if we were going to have some type of public displays for donations, seats, bricks or whatever. We could put something together on poster board with lighting to let everyone know what we have.

MR. BEATTIE:

We should have a whole display board that has – and we should have had this the other day – that has the planetarium seat and the price, the bench and the price, the bricks and the price to see what kind of excitement we could generate.

MS. CAMBRIA:

And the donor board.

MR. BEATTIE:

Yes, the donor board, absolutely.

Okay, the cell tower public meeting is going to be held on July 18 at seven o'clock per the Board's decision two meetings ago. The pictures, the visual impact pictures were taken the other day. I understand that went very well.

MR. REINHEIMER:

Yes, part of the analysis and visual impact study that was done the last time; there was more concern about the surrounding area and not

the historic site. They took pictures around the harbor and the neighborhood and things like that. They didn't take a lot of pictures on site.

They came the other day and took pictures at every historic building site. I went with the topographer for a couple of reasons. First, in case he had any questions.

Second, I went to make sure that the visual representation of these pictures is true and fair, meaning, you can stand ten feet over here and not see the tower. If you stand here, you can clearly see the tower. We looked at each building to make sure that the phrase that the topographer used, and he's a very ethical person, as best I can tell, because he said worse case scenario. You want to take the pictures at the building site worse case scenario.

They're working up the computer enhancements of those pictures, meaning that they will put the cell tower in the picture, so you can see where it is.

One of the areas that they wanted us to take a picture from was the courtyard. You cannot see the cell tower from the courtyard. You can see it from the bridge out there. I'm pretty sure he took pictures of the little grassy knoll I call that hill out there. You can see it from there, but you can't see it from the boathouse. You can't see it from the seaplane hangar.

They are going to have those pictures available. My understanding is they would be available for the July 18 meeting.

MR. BEATTIE:

Okay, good.

So before that meeting – yes, Tom.

MR. GLASCOCK:

Can I ask for the agenda for the meeting? What will be happening? What will be available for people to view? Will there be a speaker? How will it be different than the meeting the last time?

MR. BEATTIE:

I wasn't at the meeting the last time, but what we specifically talked to the cell tower people about was that the pictures are available and that there are hand-outs available in terms of the exact location of the

proposed tower. There will be professional consultants there to address the issues. Most importantly, it is a public meeting. We are there to listen to the people who have either positive or negative comments on that, and that we, as a Board, and this is what we discussed two months ago, will all be there, which did not happen the last time, and that the Board meets the following meeting, the August meeting – and by the way, that’s when I’m suggesting that we provide the Board Members with a copy of the contract so that we all have a month to review it before the next meeting. We will be voting on it at the August meeting.

MR. GLASCOCK:

I was at the meeting, and people were very upset because the purpose of the meeting was to give them an opportunity to comment, but there was no information about the cell tower at the meeting. People found it very disingenuous. They attributed that fact on the part of the Board Members, and it was not well received.

MR. BEATTIE:

And that’s why we – we are not required to have another meeting. That’s why we are having that meeting, because we heard that loud and clear. We want to give the public the opportunity to address the board on their feelings.

MR. PETERMAN:

On the record, where are we meeting?

MR. BEATTIE:

At the Centerport Fire House. We’re going to meet here at six o’clock. We’re going to have a Board Meeting. Hopefully, we’ll all be –

MR. PETERMAN:

We’re meeting here?

MR. BEATTIE:

No, I guess we should really meet there.

MR. GUNTHER:

It’s all set up. At six o’clock we can all go there and have a private meeting in a private room. At seven o’clock we can come out of that private meeting and have the public here and we can do whatever we have to do.

MR. PETERMAN:

One more point, if I may. Are you going to bring that system?

MS. VERNOLA:

Yes, I'm going to bring the system, but I can't move it in a timely fashion. We'll have to have that meeting first in the same area –

MR. BEATTIE:

And then open the doors to the public after our meeting at seven o'clock.

MR. GUNTHER:

I spoke to Lorraine and Ann Marie after the last meeting. They're going to pick a day and come down and walk through everything. They're going to pick what they want to do. I believe we have equipment to help them so that they will be all set up and not have any worries that night.

MR. PETERMAN:

Does the firehouse have a PA system? If not, we could get one. I think what we need to do is – the last time, because I was at the meeting, there was not a PA system, and the audience could not hear us.

MR. GUNTHER:

I just have to make sure it works properly.

MR. PETERMAN:

Peter, if you have an issue, please let me know, and I can get one.

MR. GUNTHER:

I'll check tomorrow and let you know.

MR. MULE:

Can I raise two things? One is on the public meeting, and the other is on the Clambake signs. Do we have any signs up? I just wanted to know if there's a sign for both the Clambake and the public meeting.

MR. REINHEIMER:

I ordered the sign for the public hearing last week. I followed up today. They are working on it. That sign will be posted the same place that it was posted last year, which is at our entrance where we have our planetarium renovation sign. We will put the public meeting notice there and move the planetarium sign.

We can work on getting signs for the Clambake. What was your vision? What did you have in mind?

MR. MULE:

I was hoping to get something down at that corner of 25A.

MR. GLASCOCK:

Maybe you could put something on Washington Drive and 25A. Right there the Lion's Club always has their big shindig advertised there. There are thousands of people who drive past there that know about it because of that. Whereas a sign up here, unless you're driving by the Vanderbilt, you're not going to see that.

MR. MULE:

I don't know if you could do both in the same place, but 25A is such a prominent spot. This is a little off-the-beaten path in that sense.

MR. REINHEIMER:

I didn't mean that we would put the sign for the Clambake here. I was thinking 25A and maybe we could get some other signs. But the public notice should be here because it's our property that's being impacted. We want the neighbors to know and they do drive by.

MR. BEATTIE:

And also the advertisement has been arranged for the cell tower as well.

MR. REINHEIMER:

Yes.

MR. GUNTHER:

Excuse me, Kevin. I stand corrected. We do have a new system. It's a portable system. I'll make sure it's set up.

MR. BEATTIE:

Joseph?

MR. DUJMIC:

Everybody just answered my questions now.

MR. BEATTIE:

I'm going to old business here. Bill, I'll address you on this. If you have some comments that are going to be anything other than what you have already addressed the Board on –

MR. WALTERS:

Just a few comments. I'm Bill Walters. I'm a long time neighbor. I've lived here since 1975 off of Idle Day Drive, a very historic area, as you know the Van Idlestein Estate. But I don't want to address the cell tower right now.

I'm a former history teacher of American History in a neighboring school district, Half Hollow Hills. I really appreciate all the work you guys are doing here to keep the Vanderbilt going. I really mean that from the bottom of my heart.

Naturally, the neighbors are against the cell tower, but that's another issue. I won't get into that right now.

A few requests, we don't have a list of the people who are actually on the Board. I know we could go on-line and everything, but doesn't the Vanderbilt come up with that contact information. For example, this is an old one, but this is the Suffolk County Legislators' contact information. You guys are making decisions that affect the public.

MR. REINHEIMER:

But the contact information you have for those Legislators is their public office. These people – most of these people on this Board do not have public office. That's why when I spoke to you yesterday, Bill, I can't give out their personal contact information, unless they allow me to.

MR. WALTERS:

Or a way of leaving a message here that could get to them, even if it's not their private information.

MR. REINHEIMER:

That we would definitely do. I said that to you. If you want to send emails to me that you want sent on to Board Members or a particular Board Member, I would certainly do that.

MR. WALTERS:

But where the Board Members and their general areas that they're from --

MR. BEATTIE:

But that's personal information. We have people who are serving on the Board and spending a lot of their time on the Board. If we let that open to the public – if we were elected officials, certainly, as Lance

said, that's different. But we can't just open ourselves up to everybody who wants to make a comment about anything that's debatable.

MR. GLASCOCK:

If I could comment as to where people are from, a number of us live very close by. I don't live in Centerport, but it's about three minutes to my house from here. A cell tower will not immediately impact my house, but the condition of the Vanderbilt will very much impact my community.

You also have people that drive an hour to get here to the Board Meetings, and that's because they're very passionate. Even though if the Vanderbilt fell apart, burned up, evaporated or whatever the case may be, it wouldn't affect their property or their home, they're still passionate toward it. It's good for Long Island. It's good for the community. It's good for the County. Therefore, even though they don't live by here, they're willing to devote their time and resources to preserve this place.

MR. WALTERS:

That's why I said in the beginning, I really appreciate that. I would urge all of you to go to the Harborfields Library, the historical site. I don't know if you've all been there, but there's a wealth of information on the historical connection between the neighboring Van Idlestain Estate and the Vanderbilt Estate here -- the deeply historic connection that it has. I find it very interesting.

Anyway, Lance already addressed my second request, which would be a photograph and detailed information on this proposed cell tower, such as the dimensions or will there be a light flashing at night to warn airplanes?

MR. BEATTIE:

Now you're getting into what the public meeting is going to be about.

MR. WALTERS:

That's something we'd like to see at that meeting, which -- I'm sorry, I don't know your name.

MR. GLASCOCK:

Tom.

MR. WALTERS:

Yes, Tom. He addressed that, that it was sort of disorganized the last time, and we couldn't get down to what the real information was last summer. That's what I'm simply requesting. Could we have a picture to see what this thing looks like or whether there's a light flashing. What is the radiation emission? I'd like to know what other people's pros and cons have said about it. That's the purpose of that meeting.

MR. BEATTIE:

We're going to have professionals there, which they weren't there the last time. That's why we're doing this again.

MR. WALTERS:

This is what I'm actually urging, so that we can get information. We'd like to, also, like some of you didn't know where the meeting was going to be next month, so how could the community know where the meeting is going to be. They assume it's going to be here.

MR. BEATTIE:

We're taking the advertisements out. We're putting the signage out.

MR. WALTERS:

But I think the way to really involve the community is like you did for the neighbors' meeting, to actually go around and pass out information. I know we will, the Civic Association will. But I think you should, too. You should actually get it out to the Little Neck Peninsula and other people in Centerport who would be affected by this cell tower.

MR. BEATTIE:

I think we've taken ads out that we were not even responsible to do. I don't think I could ask this Board to spend more shoe leather.

MR. WALTERS:

But I could do it. I'm sure I could organize this. There are a lot of neighbors who are interested. To put a sign in front of the Vanderbilt, a lot of people never go this far.

MR. BEATTIE:

That's why we just spoke about putting signs on 25A.

MR. WALTERS:

That's why I said, not just the Clambake sign should go on 25A, but the meeting sign should go on 25A also, because this is going to affect the residents of the entire Centerport Community.

MR. BEATTIE:

When there's a zoning change for property, they put that zoning request on the property.

MR. GLASCOCK:

There's a radius map, and they have to –

MR. BEATTIE:

I think we're doing as much as we can to get the word out. We're advertising. We have the signs out, and I'm sure people like you will get the word out.

MR. GUNTHER:

Mr. Walters, it's important for us to make sure that all your neighbors get the right information, just not your side, to make sure that they all get the information they need so that they can make an educated decision on this.

MR. WALTERS:

Whereas last summer's meeting the immediate neighbors on Idle Day Drive and Sherry Court and so forth were never informed of the meeting.

MR. GUNTHER:

I'm sorry for that. Hopefully we're moving on from there and we'll make sure – I know the President is committed to make sure that everyone gets all the information or whatever you need at that meeting.

MR. WALTERS:

It is the topic of deep interest here.

MR. GUNTHER:

I know some other people it's the topic of discussion that they want it. It's a double edged sword.

MR. PETERMAN:

I just wanted to inform you that on the Vanderbilt website the Trustees are listed.

MR. REINHEIMER:

Yes, and Bill knows that.

MR. WALTERS:

Yes, Lance reminded me of that.

MR. BEATTIE:

Okay, is there any other old business?

MR. WALTERS:

But there's no way to contact the Members.

MR. PETERMAN:

If I may, I know at Suffolk Community College the Trustees were listed but their contact information is not.

MR. GLASCOCK:

That's pretty uniform.

MR. PETERMAN:

You can do it through the Executive Director.

MR. REINHEIMER:

And that's what I had said to Bill.

MR. BEATTIE:

Okay, any other old business? Any other new business?

MR. GUNTHER:

I'd like to thank Lance for having the kids from Harborfields down here to take pictures. I know last year when they weren't here, they were down at the bridge and people weren't too appreciative. When they came back here, people in the community were out standing – and Lance came down early to make sure everything was going well. I talked to a lot of people, and they're tickled pink. That's a positive for the museum, to be able to have the rest of the community see what we're about.

The other thing is that the fire department was here today, but they were called twice this month. One time they were called for a false alarm and once for chasing a raccoon around the clock tower for a couple hours.

MR. GUARNISCHELLI:

Also, I want to thank Lance for making sure we have clams at the Clambake. I can sleep at night now.

MR. REINHEIMER:

Just wanted to mention that we have significantly reduced the amount of false alarms here. It was almost a weekly occurrence. Now it's rare. It really is. I tried to make that commitment so that – the fire department has been here graciously every time they needed to be here. But to have them come down constantly without addressing the problems that we had is an abuse on our part. I'll go on record that we appreciate the Centerport Fire Department. I signed a check today for a \$200 donation to show our appreciation.

MR. GUNTHER:

That's not needed.

MR. REINHEIMER:

No, it absolutely is. We have been doing that for many years.

MR. GUARNISCHELLI:

Did they get the raccoon?

MR. REINHEIMER:

Yes, they did. And it was delicious.

{LAUGHTER}

MR. BEATTIE:

Please mention the laughter at that statement. If there's nothing else, can I have a motion to adjourn?

MR. PETERMAN:

Motion.

MR. DUJMIC:

Second.

MR. BEATTIE:

Thank you everyone. **(Vote: 12/0/0/3 Absent: Mr. Armstrong, Mr. Melore & Mr. Rodriguez.)**

(Mr. Ron Beattie adjourned the meeting at 8:40 p.m.)

RB/ap
Attachments

Suffolk County Vanderbilt Museum

June Meeting Agenda

June 20th, 2012 / Lancaster Room / 7:00 PM

- I. Pledge of Allegiance**
- II. Public Address to the Board**
- III. Previous Meeting Minutes**
- IV. Committee Reports**
 - A. Treasurer's Report**
 - B. Education**
 - C. Development**
 - D. Neighbor Relations Committee**
 - E. Operations**
 - 1. Buildings and Grounds**
 - 2. Human Resources**
 - 3. Finance**
- V. Executive Director Report**
- VI. President's Report**
 - A. Conflict of Interest Form**
 - B. Clam Bake / Jul 14th**
 - C. Cell Tower Public Meeting / Jul 18th / 7:00**
 - D. Next Board Meeting / Jul 18th / 6:00**
- VII. Old Business**
- VIII. New Business**
- IX. Adjournment**

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MID SUMMER NIGHT DANCES

EXCEPT AUG 2

Starting July 12th at The Vanderbilt Museum. Every Thursday night starting at 7pm.

\$20 per person includes group class. Bring a picnic dinner! Gates open at 6:30pm

Summer Fun

at the Vanderbilt Museum (VANDERBILT)

Just Around
Vanderbilt Museum

Clam Bake

Saturday, July 14

Vanderbilt Celebration Tent

6:00pm - 10:00pm

*Food, Music and Dancing under the stars at
the Vanderbilt Estate on Northport Bay*

Unlimited Seafood Lovers' Favorites:

Whole Steamed Lobsters, Clams,
Mussels, Clam Chowder

Barbequed Chicken, Burgers, Hot Dogs,
Corn-on-the-Cob
Drinks include Beer, Wine and Soda

The Vanderbilt has planned special summer events at its beautiful 43-acre estate on Northport Bay. For details, ticket prices and updates on all of the programs, please visit www.vanderbiltmuseum.org, or call 631-854-5579.

TICKETS:

\$100 per person

(Include Beer, Wine, Soda)

Tickets can be purchased at:

www.vanderbiltmuseum.org

or call the Vanderbilt Museum at

631.854.5579

(Reservations Required)

***This Benefit Event
supports Museum
Education Programs***

SUFFOLK COUNTY VANDERBILT MUSEUM

Treasurer Report

April 2012

	Actual	Budget	Variance
	April	April	
Revenue			
Admission	\$ 11,623	\$ 57,300	\$ (45,677)
Membership	\$ 500	\$ 4,300	\$ (3,800)
Museum Store	\$ 91	\$ 5,000	\$ (4,909)
Special Events	\$ 1,487	\$ 4,000	\$ (2,513)
Suffolk County Funds	\$ -	\$ 60,542	\$ (60,542)
Endowment	65,000	16,666	\$ 48,334
Site Use	\$ 1,925	\$ 5,000	\$ (3,075)
Donations & Gifts	\$ 360	\$ 833	\$ (473)
Other General	\$ 198,310	9,425	\$ 188,885
Total Revenue	\$ 279,296	\$ 163,066	\$ 116,230
Expenses			
Salaries & Wages	\$ 54,231	\$ 49,700	\$ 4,531
Benefits	\$ 18,344	\$ 22,000	\$ (3,656)
Maintenance & Equipment	\$ 2,435	\$ 3,291	\$ (856)
Insurance	\$ 5,400	\$ 5,858	\$ (458)
Professional	\$ 18,984	\$ 10,416	\$ 8,568
Museum Store	\$ -	\$ -	\$ -
Telephone	\$ 4,238	\$ 958	\$ 3,280
Utilities	\$ 11,493	\$ 13,650	\$ (2,157)
Supplies, Programs, Gala	\$ 1,925	\$ 3,458	\$ (1,533)
General Expenses	\$ 1,481	\$ 2,322	\$ (841)
Total Expenses	\$ 118,531	\$ 111,653	\$ 6,878
Excess / Deficiency	\$ 160,765	\$ 51,413	\$ 109,352

**2013 Operating Budget Request
Vanderbilt Museum**

Appropriations

Fd	Dept	Dept Name	Unit	Unit Name	Act	Activity Name	Obj	Obj Name	2011 Actual (unaudited)	2012 Adopted	2012 Estimated	2013 Requested
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	1100	Permanent Salaries	\$427,418	\$380,000	\$308,000	\$360,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	1120	Overtime Salaries	\$10,124	\$6,000	\$9,000	\$5,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	1130	Temporary Salaries - No Fringe	\$450,990	\$178,306	\$375,000	\$490,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	2050	Other Motorized Equipment	\$0	\$0	\$0	\$0
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3010	Office Supplies	\$9,551	\$6,000	\$6,000	\$10,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3020	Postage	\$3,887	\$6,000	\$2,500	\$4,500
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3040	Outside Printing	\$8,216	\$8,000	\$1,500	\$4,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3050	Fuel For Heating	\$35,339	\$55,000	\$30,000	\$32,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3070	Memberships & Subscriptions	\$4,390	\$1,500	\$2,500	\$2,500
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3100	Instructional Supplies	\$16,684	\$5,000	\$13,000	\$15,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3150	Gasoline & Motor Oil	\$11,733	\$8,000	\$7,500	\$18,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3160	Computer Software	\$0	\$1,000	\$1,000	\$2,500
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3190	Tools & Implemets	\$0	\$2,000	\$3,000	\$5,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3230	Building Materials	\$13,552	\$5,000	\$30,000	\$10,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3310	Clothing & Accessories	\$674	\$663	\$600	\$1,200
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3320	Household & Laundry Supplies	\$7,061	\$3,000	\$2,500	\$2,500
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3500	Other: Unclassified	\$40,388	\$25,000	\$25,000	\$35,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3510	Rent: Business Machines & Sys	\$6,749	\$4,000	\$7,000	\$8,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3610	Repairs: Office Equipment	\$430	\$500	\$500	\$1,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3630	Repairs: Licensed Vehicles	\$12,326	\$5,000	\$8,000	\$10,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3650	Repairs: Buildings	\$1,918	\$2,000	\$4,000	\$5,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3770	Advertising	\$5,188	\$10,000	\$6,000	\$5,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3810	Landscaping	\$6,642	\$2,000	\$7,000	\$8,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3910	Items For Resale	\$15,895	\$0	\$4,500	\$25,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3920	Laundry & Sanitation	\$2,345	\$1,500	\$1,500	\$8,000
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3930	Carriage	\$10,099	\$11,000	\$10,142	\$10,500
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	3935	Other (Collections)	\$391	\$200	\$500	\$500
708	VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	4010	Telephone & Telegraph	\$10,208	\$11,500	\$28,336	\$30,000

Appropriations

2013 Operating Budget Request
Vanderbilt Museum

Fd Dept	Dept Name	Unit	Unit Name	Act	Activity Name	Obj	Obj Name	2011 Actual (unaudited)	2012 Adopted	2012 Estimated	2013 Requested
708 VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	4020	Light, Power & Water	\$124,921	\$105,000	\$81,524	\$90,000
708 VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	4310	Employee Misc-Expenses		\$500	\$0	\$600
708 VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	4330	Travel: Employee Contracts	\$1,304	\$1,000	\$1,219	\$1,500
708 VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	4560	Fees For Services: Non-Employ	\$220,988	\$125,000	\$217,254	\$225,000
708 VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	4890	Insurance Premiums	\$59,603	\$70,300	\$56,666	\$35,000
708 VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	8280	State Retirement	\$27,914	\$27,444	\$17,383	\$28,000
708 VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	8330	Social Security	\$66,738	\$60,400	\$52,500	\$65,500
708 VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	8340	Flexible Benefits	\$0	\$5,000	\$222	\$250
708 VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	8350	Unemployment Insurance	\$10,516	\$6,000	\$8,000	\$5,000
708 VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	8360	Health Insurance	\$127,853	\$149,902	\$130,413	\$143,454
708 VAN	Vanderbilt Museum	7450	Vanderbilt Musm & Planetarium	0000	NON-CONTRACT AGENCY	8380	Benefit Fund Contribution	\$15,114	\$32,816	\$16,857	\$20,000
								\$1,767,149	\$1,321,531	\$1,476,616	\$1,722,404

Budget Assumptions

The 2013 budget request does not include revenue in 2013 from proposed cell tower contract

Assumes contract for catering will be signed by September 2012

Assumes a 2% growth increase in Hotel/Motel tax revenue from 2012 to 2013

Planetarium will open to the public in December 2012

The 2011 actual expenditures and revenue are un-audited

Does not include donations and expenditures for the Museum's portion of the planetarium renovations

Includes rent from Normandy Manor commencing March 1, 2012 through December 31, 2013

Revenue

2013 Operating Budget Request

Vanderbilt Museum

Fund	Dept	Rev Cd	Revenue Name	2011 Actual (unaudited)	2012 Adopted	2012 Estimated	2013 Requested
708	VAN	2089	Other Museum Events	\$84,543	\$65,000	\$75,000	\$85,000
708	VAN	2090	Museum Admission & Sales	\$246,680	\$225,000	\$120,000	\$250,000
708	VAN	2091	Planetarium Admission & Sales	\$195,928	\$200,000	\$5,000	\$400,000
708	VAN	2093	General Membership Fees	\$21,872	\$25,000	\$7,500	\$25,000
708	VAN	2094	Corporate Membership Fees	\$14,400	\$10,000	\$5,000	\$10,000
708	VAN	2095	Unrelated Museum Events	\$103,458	\$125,000	\$40,000	\$70,000
708	VAN	2401	Interest And Earnings	\$277	\$100	\$200	\$200
708	VAN	2655	Minor Sales - Other	\$37,844	\$50,000	\$600	\$45,000
708	VAN	2705	Gifts And Donations	\$6,303	\$10,000	\$5,000	\$5,000
708	VAN	2755	Endowment & Trust Fund Income	\$344,939	\$150,000	\$725,000	\$175,000
708	VAN	2770	Other Unclassified Revenues	\$2,777	\$113,000	\$2,000	\$0
708	VAN	2410	Rental of Real Property	\$0	\$0	\$62,884	\$66,000
708	IFT	R192	Trans from Hotel Motel Tax	\$705,096	\$726,499	\$726,499	\$739,830

\$1,764,117 \$1,699,599 \$1,774,683 \$1,871,030

Status of Funds

2013 Operating Budget Request Vanderbilt Museum

2013

2011 Actual	2012 Adopted	2012 Est	Description	Requested
(\$443,661)	(\$378,068)	(\$446,693)	Fund Balance Jan 1	(\$148,626)
\$1,764,117	\$1,699,599	\$1,774,683	Plus Revenues	\$1,871,030
\$1,320,456	\$1,321,531	\$1,327,990	Total Funds Available	\$1,722,404
\$1,767,149	\$1,321,531	\$1,476,616	Less Expenditures	\$1,722,404
(\$446,693)	\$0	(\$148,626)	Fund Balance Dec 31	\$0

Summer Fun at the Vanderbilt Museum



Mid-Summer Night Dances

Thursdays, July 12 – August 30 (Except August 2)

Vanderbilt Celebration Tent

7:00 – 9:30 (Gate opens 6:30)

Love to dance or want to learn? Join us for ballroom and other popular types of dancing. Lessons included. Bring a picnic dinner. Tickets: \$20.00 per person at door. Sponsored by Ballroom on the Bay of Huntington. Opening night July 12: hors d'oeuvres and wine courtesy of Claudia Dowling Interiors, Huntington.

Vanderbilt Museum First Annual Clam Bake

Saturday, July 14

Vanderbilt Celebration Tent

6:00 – 10:00

Food, music and dancing under the stars. Proceeds from this benefit event support museum education programs. Enjoy unlimited seafood-lovers' favorites: whole steamed lobsters, mussels, clam chowder, barbecued chicken, burgers, hot dogs, corn-on-the-cob – plus wine and beer. Tickets: \$100 per person (includes beer, wine, soda). Purchase tickets online at vanderbiltmuseum.org, or call the Vanderbilt, 631-854-5579 (M-F, 10-4 p.m.).



Romantic Evening of Tango and Ballroom Dancing

Saturday, July 21

Vanderbilt Mansion Courtyard

6:30 – 10:30 (Gate opens at 6:00)

Legendary Argentine dancer Nelson Avila and his wife Madalyn will return for a third summer. Joining them are champion dancers Karen Lupo and Mark James. Each couple will give a featured performance. Bring a picnic dinner. Soft drinks available. Tango and ballroom lessons taught 6:30 to 7:00 before dancing starts. Tickets: \$20 in advance, \$25 at the door. Tables for four or more can be reserved. Purchase tickets online at www.vanderbiltmuseum.org, or call the Vanderbilt at 631-854-5579 (Monday-Friday, 10-4 p.m.).

Spicy Sounds for a Hot Night:

Alex Torres and His Latin Orchestra

Friday, August 3

Vanderbilt Celebration Tent

6:00 – 10:00

Latin music, dancing and romance will fill the night when Alex Torres and His Latin Orchestra return for their sixth summer. Grounds open at 5:00. Professional club-style Latin dance lessons 6:00 to 7:00; performance 7:00 to 10:00. Sponsored by Ballroom on the Bay of Huntington. Advance tickets are \$25; at the gate, \$30, Members are \$25. Dance lessons are \$5 per person. Bring a picnic dinner. Wine and beer will be available for purchase. Purchase tickets online at vanderbiltmuseum.org, or call the Vanderbilt at 631-854-5579 (Monday-Friday, 10-4 p.m.).



Suffolk County Vanderbilt Museum 2013 County Operating Budget Request



A Blueprint for Success

June 20, 2012



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2013 Vanderbilt Museum Operating Budget Highlights and Assumptions

- The 2013 requested budget of \$1.7 million is \$44,747 or 2.5% less than the 2011 actual expenditures. This reduction reflects significant reductions in the following areas: a reduction of \$67,418 for permanent staff salaries, a reduction of \$38,260 for utilities and a reduction of \$24,603 for insurance (directors and officers, theft).
- These savings are partly offset by the following increases: \$19,792 for internet and telephone service, \$15,601 for health insurance, \$9,105 for the museum store merchandise inventory.
- The proposed budget reflects 12 months of rent revenue from Normandy Manor in 2013.
- In 2013 Hotel/Motel tax revenue for the Museum is projected at \$739,830, a modest increase of 2% over 2012 revenue of \$726,499.
- The 2013 budget reduces the distribution from the Endowment to \$175,000, a reduction of \$550,000 from the 2012 estimated distribution of \$725,000.
- In 2012 the Museum depended upon the Endowment for revenue to bridge the \$300,000 shortfall associated with the closing of the planetarium for renovations. The planetarium closed August 1, 2011.
- The 2013 budget includes \$400,000 from planetarium admissions.
- The proposed budget does not include revenue from the proposed cell-tower contract.
- The proposed budget excludes Museum-funded capital improvements to the planetarium.



2013 Vanderbilt Museum Operating Budget Narrative

DEPARTMENT DESCRIPTION

- The Museum is charged with year-round maintenance, operation and stewardship of Eagle's Nest, the estate of the late William K. Vanderbilt II and its extensive marine, natural-history and ethnographic-artifact collections and archives.
- The Museum's mission is to preserve, interpret and enhance the estate as an important regional educational, cultural and scientific institution.
- Exhibition and program themes focus upon Long Island's Gold Coast history and build upon Mr. Vanderbilt's desire that his collections promote appreciation and understanding of the marvelous diversity of life, global cultures and scientific knowledge.

ACTIVITIES AND ACCOMPLISHMENTS

The Museum – which has made significant progress during 2010-2011 in fund-raising, institutional visibility, program expansion and, most importantly, the creation of new revenue sources – has turned a corner economically and is looking forward to a bright future. The initiatives begun during 2011 are having a positive budgetary impact during 2012, and will continue to do in 2013.

The 2013 budget will reflect a full year of admissions from the renovated planetarium – set to reopen in late October 2012– which will be one of the finest and most advanced in the country.

The \$3.5 million planetarium renovation includes the installation a state-of-the-art, Konica Minolta Infinium star projector with full-dome video and surround sound, which will offer a thrilling, totally immersive, audience experience. Other aspects of the project include the installation of a new energy efficient gas furnace with a computerized building management system with remote access and the refurbishment of the ventilation and existing air-conditioning system. Private donations are funding the installation of new seating, carpeting and for the refurbishment of the lobby and gift shop.

The Vanderbilt is installing a web-based management system from Blackbaud (which will go on-line in June 2012) that will greatly improve the museum's ability to streamline and operate all aspects of its business – including membership, marketing, the gift shop and an on-line planetarium ticketing and reservation system.

The Vanderbilt is developing a comprehensive marketing program to promote the new Planetarium with the goal to substantially increase attendance and admissions revenue. Renovation plans will allow the star projector to retract out of audience sight lines. This feature, along with removable rows of seating, will provide flexibility for the planetarium theater to become a venue for lectures, performing arts and large-group meetings, will allow the Museum to expand its audiences, visibility and regional appeal, and will broaden its ability to generate income.

1. Creating New Sources of Revenue

The Vanderbilt's strategy to create new income sources continues successfully:

- A catering contract is being finalized to provide improved food services for Museum events, weddings and receptions (The 2013 budget will reflect income from the final catering contract)
- Discussions continue for possible installation of a cell-phone tower on the estate to improve regional phone service and to enhance police and fire emergency communications
- The Estate's Normandy Manor, transformed by regional designers and artisans into the 2011 Restoration Design Show House, is now being rented as a private residence, which generates \$66,000 of additional income per year.
- Sale of the Museum's one-of-a-kind 1937 Chrysler Imperial Town Car, which was not part of the Museum's collections, was sold for \$275,000, which will be used to establish an endowment for the maintenance and preservation of the Vanderbilt collections

2. Reducing Operating Costs

A careful review of expenses and selection of new vendors have yielded significant reductions in operating costs:

- Insurance premiums for directors and officers were reduced by \$20,000
- Annual fees for fire and security alarm contracts resulted in a savings of \$10,000

3. Increasing Fund-Raising

The Museum has successfully increased its fund-raising, through cash and in-kind-donations:

- The Vanderbilt received a \$10,000 gift from a private donor
- A private foundation donated \$100,000 for improvements to the Stoll Wing of the Mansion
- Major private donations for the Vanderbilt Planetarium project, a total of \$150,000, include gifts to the successful Sponsor-a-Chair program, in which individuals sponsor the purchase of a planetarium theater chair for \$400.
- The American Museum of Natural History gave the Vanderbilt a gift with an estimated value of \$80,000 – *Traveling Museum: Discover the Universe*, a 37-foot-long customized recreational vehicle that is a mobile, hands-on science and astronomy classroom. The vehicle will be used to expand museum outreach to local middle and high schools.

4. Building Membership

General Museum membership for 2011 was 335. A corporate membership program was initiated and well received. The Vanderbilt is also actively promoting museum memberships to Long Island libraries for the use of their patrons. Total library membership for 2011 was 31, a 30% increase from the prior year.

5. Expanding Public Programs, Special Events

The Museum has created new events and programs to add to its annual offerings:

- This summer, the Vanderbilt will hold its first annual Clam Bake in July in the celebration tent on the mansion lawn, as well as Mid-Summer Night Dances on Thursdays in July and August.
- Musician and producer Rich Rivkin has created the *Summer Music & Art Series*, with an unusual outdoor event each month from June through September. Each combines speed-painting with live music. Musicians and artists are volunteering and all visitors will pay only the general-admission grounds fee to attend the events. Proceeds will benefit Museum education programs.
- The Arena Players Repertory Theatre is now in residence at the Vanderbilt Carriage House Theatre and offering productions for adults and children as well as its Summer Shakespeare Festival.

The Vanderbilt also offers its usual calendar of popular summer programs and special events:

- "A Romantic Evening of Tango and Ballroom Dancing" in the mansion courtyard, featuring live music and dancing with Argentine tango master Nelson Avila and his wife Madelyn (back for their third year), including tango and ballroom lessons for all
- Alex Torres and his Latin Orchestra, back for the sixth summer, playing for dancing and listening in the mansion courtyard
- Creative summer workshops for children
- Classic car shows hosted by regional Corvette and Jaguar clubs and by the Antique Automobile Club of America
- Living History tours, conducted by staff member-actors, that capture the Vanderbilt era
- Tours of the Vanderbilt Mansion, decorated festively for the holidays
- Holiday and Valentine's Day candlelight dinners in the Mansion

6. Enhancing Communications

Targeted cultivation of, and outreach to, regional and New York City media – print, broadcast and on-line – has significantly increased the quality and quantity of publicity for the Vanderbilt Museum and its programs and events. This media attention and consistent exposure has created greater institutional visibility, which has had a positive effect on attendance, fund-raising and membership.

In addition, the Museum participates actively in the North Shore Promotion Alliance and Gold Coast Mansions/Long Island Heritage, key professional organizations that promote business, tourism and culture.

**SUFFOLK COUNTY VANDERBILT MUSEUM
TREASURER REPORT FOR THE YEAR ENDING 2012**

	Actual January	Actual February	Actual March	Actual April	Budget May	Budget June	Budget July	Budget August	Budget September	Budget October	Budget November	Budget December	Project Year End	Adopted Budget	Dollar Variance
REVENUE															
EARNED INCOME															
Admissions	6,018	11,922	7,313	11,623	51,000	42,200	54,500	32,900	27,900	34,900	27,900	33,900	342,076	425,000	(82,924)
Membership	35	500	1,260	500	600	2,600	4,500	2,900	1,350	760	1,000	590	16,595	35,000	(18,405)
Museum Store	69	93	15	91	5,400	3,000	5,000	7,500	5,500	5,500	6,000	6,000	44,168	50,000	(5,832)
Special Events	5,890	8,697	3,024	1,487	5,000	6,000	10,000	10,000	3,000	4,000	5,000	3,000	65,098	65,000	98
Suffolk County Funds	0	0	0	0	60,542	60,542	60,542	60,541	60,541	60,541	60,541	60,541	484,331	726,499	(242,168)
Endowment	60,000	60,000	60,000	65,000	16,666	16,666	16,666	16,666	16,666	16,666	16,666	16,674	378,336	200,000	178,336
Site Use	4,975	5,420	2,275	1,925	30,500	12,500	13,500	13,500	13,500	13,500	5,500	3,500	120,595	125,000	(4,405)
Donations & Gifts	0	0	0	360	833	833	833	833	833	833	833	837	7,028	10,000	(2,972)
Other General	5,592	82,613	310	198,310	9,425	9,425	9,425	9,425	9,425	9,425	9,425	9,426	362,226	113,100	249,126
Total Earned Income	82,579	169,245	74,197	279,296	179,966	153,766	174,966	154,265	138,715	146,125	132,865	134,468	1,820,453	1,749,599	70,854
EXPENSES															
Salaries & Wages	57,988	58,967	55,499	54,231	49,700	49,700	53,250	53,250	46,150	46,150	46,150	50,266	621,301	564,306	56,995
Benefits	23,454	17,250	20,147	18,344	24,000	24,000	26,500	26,500	24,000	24,000	23,119	23,443	274,757	281,562	(6,805)
Maintenance & Equip.	1,589	1,035	1,555	2,435	3,292	3,292	3,292	3,292	3,292	3,292	3,292	3,292	32,950	39,500	(6,550)
Insurance	6,000	5,881	5,800	5,400	5,858	5,858	5,858	5,858	5,858	5,858	5,858	5,862	69,949	70,300	(351)
Professional	13,900	16,388	21,672	18,984	10,416	10,416	10,416	10,416	10,416	10,416	10,416	10,424	154,280	125,000	29,280
Museum Store	0	385	124	0	0	0	0	0	0	0	0	0	509	0	509
Telephone Communic.	4,235	409	521	4,238	958	958	958	958	959	959	959	959	17,071	11,500	5,571
Utilities	14,660	15,979	10,682	11,493	10,010	10,920	15,470	15,470	11,830	12,960	12,960	12,960	155,394	160,000	(4,606)
Supplies, Prgrm., Ball	19,322	10,471	2,721	1,925	3,458	3,458	3,458	3,458	3,459	3,459	3,459	3,459	62,107	41,500	20,607
General Expenses	4,532	10,560	10,283	1,479	2,322	2,322	2,322	2,322	2,322	2,322	2,322	2,322	45,430	27,863	17,567
Total Expenses	145,680	137,325	129,004	118,529	110,014	110,924	121,524	121,524	108,286	109,416	108,535	112,987	1,433,748	1,321,531	112,217
Excess / Deficiency of Revenue	(63,101)	31,920	(54,807)	160,767	69,952	42,842	53,442	32,741	30,429	36,709	24,330	21,481	386,705	428,068	(41,363)