Suffolk County Vanderbilt Museum

Board of Trustees

Minutes

A regular meeting of the Suffolk County Vanderbilt Museum Board of Trustees was held at the Lancaster Room, Centerport, New York, on January 16, 2013.

The following were in attendance:
Ronald A Beattie - President
Joseph Dujmic - 1st Vice President
Gretchen Oldrin Mones - 2nd Vice President
Betsy Cambria - Treasurer
Kevin Peterman - Secretary
Dr. Steven Gittelman - Trustee
Michelle Gegwich - Trustee
Michael Mule - Trustee
Thomas Glascock - Trustee
Anthony Guarnishelli - Trustee
Duncan Armstrong - Trustee
Stephen F. Melore – Trustee
Jack DeMasi - Trustee
Lance Reinheimer - Interim Executive Director
Lorraine Vernola – Staff
Ralph Colamussi – Thatched Cottage
Lora Gellerstein - Aide to Legislator Spencer
Peter Gunther
Ann Marie Pastore – Stenographer

EXCUSED ABSENCE:
William Rogers - Trustee

(Ms. Oldrin Mones called the meeting to order at 7:05 p.m.)

MS. OLDRIN MONES:
We're going to begin the Vanderbilt Museum Board of Trustees meeting. Ron and Joe will both be a little late this evening, so that's why I am calling the meeting to order. Can everyone please stand for the Pledge of Allegiance?

(SALUTE TO THE FLAG)

Is there anyone from the public who would like to address this Board?

MR. GUNTHER:
Yes, I would like to address the Board.

MS. OLDRIN MONES:
Sure, come on up, Peter.

MR. GUNTHER:
Gretchen, thank you very much. I may have not been able to sit on the Board, but I'm still an interested resident. I will be attending some of these meetings and give you some of my input from time to time.

There are a few things that I want to bring up. Before I resigned, I made a motion and a second and it was voted on by this body to produce the minutes of the meetings with the contract and the approval and the bids. I know in November it wasn't brought up. I know you didn't have a meeting in December. It's a new year, but I'd like to know are they available? If not, why not?

MS. OLDRIN MONES:
I don't know if Ron has them, but they are all available on-line.

MR. GUNTHER:
That means all the back meetings of when they had the votes for the contract, that's on-line?

MS. OLDRIN MONES:
They're all on-line.

DR. GITTELMAN:
Yes, they are all on-line.

MR. GUNTHER:
Thank you.

MR. GUANRISCHELLI:
I'd just like to but in for a minute. In those minutes, it was agreed by everyone present that the next meeting we would do that, which would have been December, so that paperwork and the contract should have been brought up at this meeting. That was agreed upon.

MR. GUNTHER:
I'd just like to ask the Board at this time – they handed out the contract in October. I'm sure that some of the Board Members, if not all, should have been able to review that contract. I would ask the Board to vote on the catering contract tonight. I don't think there's any reason to hold that up.

The Vanderbilt is looking to make money. They have six weddings booked for next year, to my knowledge from October. I don't know if that increased, but the only way it's going to increase is to be able to have that catering going. So I would ask the Board to vote on that tonight and approve that catering contract.

As a Fire Commissioner, who was elected by the public in Centerport, last night we brought up several issues to the Little Neck Peninsula body of residents. We brought them up for our concerns of fire fighting and protecting the people on Little Neck.

One of the issues is a grid system, which means a loop in the water system, in one direction. Right now Little Neck Peninsula on Little Neck Road is called a dead-end main. You only get X-amount of water, and that's all the water you're going to get. If the water pipe breaks, that's it, you're out of business.

Fortunately, yesterday, the water main that broke was the new one, but there was a parallel one – the new one that was there and the old one, so they, believe it or not, closed down the new one that was broken and opened back up the old one to use that for water.

We asked the residents to be able to go through and hook that up from Prospect Road, which parallels Little Neck, so that both places will be good to go.

The other thing was a right-of-way for the fire department to get their vehicles if they're in an emergency. Most people that were there were

not in favor of doing that at all. When we explained that we had an obligation to provide fire protection for, one, life safety and, two, for the protection of property. Life safety always comes first.

Most of the residents were not really happy with that presentation of having the right-of-way for the fire apparatus. But they were for the water. They understand the concern. Some people brought up about maybe having a sub-station up here on Little Neck Peninsula.

I just wanted to bring you up to snuff with that. But the important thing is that as the fire commissioner with the proposal of that plan, the hotel, convention center and the restaurant, that brings a bigger and larger problem to the smaller problem that we're trying to solve last night with the residents.

Therefore, at the end month at the regular meeting with the fire commissioners at the February meeting at the fire department, after that's over and after I leave the presentation of what the proposal is and also bring that to the news media after the fire department has their opinions of what they have said – like I said, it also presents a problem with life safety again. And it also presents a problem being able to come down here and protect the property.

I want you to know that that's going to happen. Don't be surprised if some of the fire fighters and some of the residents from Centerport start to show up and be at the meetings to be able to voice their opinions to make sure that the over intensification of use of the Vanderbilt Museum complies with all the laws and regulations and what the fire department needs. I would like to make sure that everyone understands so that I'm upfront with you, so that when you see it someplace and you're hearing it, you know where it's coming from. It's not coming from anybody else. They may have their opinions, but you know who started it, me.

I would like to just remind the Board of one other thing. The Board is run by a thing called Roberts Rules. I'm not here to give a lecture to anybody. I just want to remind people that the President oversees the committees and runs the meetings. It's the membership of the Board that makes the motions and drives the boat. You people make it go. It's not a one man band or one person's idea. If one person is doing something behind somebody's back that the rest of this Board doesn't know about, that's totally inappropriate – totally inappropriate. If you have something like that, there should be a committee of people from this Board to be able to discuss that.

Also at this time, I would like to ask since their proposal is a big secret as to who the person is that would fund that, I would like to ask the Board or Gretchen who is running the meeting at this time for the person who intends on funding that.

MS. OLDRIN MONES:
You mentioned a lot of different topics. First of all, I want to thank you for your service on this Board and thank you for your service as the fire commissioner.

MR. GUNTHER:
Thank you.

MS. OLDRIN MONES:
In terms of a secret agenda, I'm not aware of that. In terms of who is behind the funding, I don't know the answer to that either. I'm just running the meeting for about 15 minutes until Ron or Joe gets here. I believe Ron has a presentation. If you plan on staying, perhaps some of your questions will be answered.

MR. GUNTHER:
Previously when I was on the Board there were certain things that were going on, like the proposal, where did it come from, who did it and who did people speak to? I just feel that some of us on the Board and there are some new members but it's just totally inappropriate. If there's going to be some negotiations offered to somebody or a group of people about something -- I think the members of the Board should step up to the plate and say, "Hey, wait a minute. We should be told about this. I would like to sit on a committee so we can discuss this." Thank you very much. Maybe when the President comes in, maybe he can answer those questions.

MS. OLDRIN MONES:
Thank you, Peter.

MR. REINHEIMER:
I just want to clarify where the minutes are on-line. They are on the Legislature's website.

MR. GUNTHER:
I'm sorry –

MR. REINHEIMER:
The minutes are on the Legislature's website. It's not very intuitive to find out where they are, so if you have a problem finding them, call me here and I will walk you through and show you how to find the minutes for all boards and commissions for Suffolk County, including the Vanderbilt.

MR. GUNTHER:
Thanks, Lance.

MS. OLDRIN MONES:
Okay, I think we have a quorum so we can vote on accepting the minutes from the last meeting.

MR. PETERMAN:
Motion.

MR. MULE:
Second.

MS. OLDRIN MONES:
Any opposed? **(Vote: 9/0/0/6 Not Present: Mr. Beattie, Mr. Dujmic, Mr. Armstrong & Mr. Glascock. Absent: Mr. Rogers. One vacant position.)**

We can now go to the Treasurer's Report.

MR. COLAMUSSI:
I was wondering if I could make a comment after the President arrives—

DR. GITTELMAN:
Point of order. The public usually speaks at the beginning of the meeting.

MS. OLDRIN MONES:
We could go back to the public session, if you'd like. Do you want to make a statement?

MR. COLAMUSSI:
I'd just like to know what the status of the catering contract is, which was finalized. I know at the last meeting that the President said, which was totally untrue, about the RFP that we did. I was selected. There

are members that are not here, but it said that I was selected by phone calls and emails.

It's in the minutes by the past President and the Catering Committee that I was picked – the Catering Committee after finalizing the terms of it.

All those terms were done and the discussions were done with the County Legislator for a year and a half. I know it was probably because of Levy leaving and things got delayed, but the basic agreement was agreed upon almost two years ago. There was just some different wording, which I know Lance was talking with him at the end. He was also on the committee and attended the meetings. The last of the details were done. It was being finalized by the Town Board – I mean the Legislator. I was told it was going to be voted on.

At the last meeting, again, I know just certain things are not true. It's in everybody's mind here. A lot of people here have been to some of these meetings and have said it's not a lie. I was accused of saying a lie to somebody.

I'm a person of the community, and I won't be called a liar. You selected me. I worked very hard for a lot of money, energy and have done everything I can for the Vanderbilt before I got the RFP and after. It had little to do with it.

At the last meeting, if this big project is something better for the Vanderbilt, or the Vanderbilt can make millions of dollars doing it that way, and it's good for the community, I think you should go ahead and do it.

(Mr. Ron Beattie entered the meeting at 7:20 p.m.)

But as part of the catering contract, any catering whether it was after the emails happened or in the future, I would do the catering there. As I said at the last meeting, if there was any bigger agenda at the Vanderbilt, I would back out. I would walk away from that part of the contract where they want to put in a big concert theater by the airplane hangar, put in a monster restaurant and do 500 weddings a year, that could have been part of the contract, but I'll back away from that part of it. All I wanted was the parts that we talked about, to put a concession in there that only pertained to the parts we talked about. If there's a bigger agenda, I will back away from that part.

I'm looking to do – if you're doing twenty or thirty million a year with a wine café, planetarium snack bar and a restaurant to have people able to stay here and enjoy themselves. I'm just looking for this to be apart of my life that I can do something even more to be apart of the Vanderbilt with having this little restaurant. Again, I'm looking for this to be voted on and finalized 100 percent.

MR. PETERMAN:
Can I just say something? I didn't print out the minutes from the last meeting, but I do recall many of us were not here during that time. I know I felt uncomfortable dealing with something that I had no clue about. In fact that meeting, we passed a resolution asking for the County Attorney to look at the contract. It's my understanding that all the Trustees got copied on that in an email from Ron.

MR. BEATTIE:
Not all the Trustees, just the Executive Board.

(Mr. Thomas Glascock entered the meeting at 7:22 p.m.)

MR. PETERMAN:
I received that this morning asking for a ruling from the County Attorney.

MR. BEATTIE:
That's right. Michelle.

MS. GEGWICH:
I think the frustrating part is that that was two months ago. We met in November, so I appreciate, Ralph, all that you have done. I'm not sure – I don't understand why the delay. I don't understand why it's two months and the email was just sent. Furthermore, I don't know why we're not copied on that also. I don't know why every Trustee is not copies on those communications.

MR. MULE:
I would just like to mention that you talked about the email. I don't really understand the reason why it's just Executive Committee on that. I think that the Board is entrusted with making decisions for the Vanderbilt and as a matter so important as to a contract like this we should all be copied on that. I don't see any reason why not.

MR. BEATTIE:
I'm sorry for being late. Just jumping into this and not hearing everything, the motion that was brought to the table was for the Executive Board to meet with the County Attorney to discuss these concerns.

There were the holidays that were involved. We haven't been able to coordinate everyone's schedule in order to have that meeting.

When it comes to the entire Board, obviously, the entire Board is going to be asked to make the decision. That's why we distributed the contract to everybody.

MS. GEGWICH:
Can you give me clarification why the Board can't be included on emails and why I then wouldn't then be able to attend a meeting with the County? Is there something in our bylaws that says I'm not allowed in on meetings?

MR. BEATTIE:
No, absolutely not. What it was is it was the motion on the proposal that was made at the last meeting was that the Executive Board would do the follow-up.

MS. GEGWICH:
I guess my question, Ron, is that I had asked if I could be included in it.

MR. BEATTIE:
I don't recall that.

MS. GEGWICH:
I asked either why we weren't included or if it was something that I could sit in on. You had, at that point, said it was only the Executive Committee. I'm just not sure why we wouldn't be invited. Why, at a time like this, we wouldn't be looking for more input and we wouldn't be trying to get everyone's – even if it's not feasible to have 16 people meeting with the County Attorney, if those of us that want to sit in on it would be permitted. I think we should try to do this quickly. I feel like we've been putting this off for a long time.

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

MR. BEATTIE:
I don't recall that on the record. If that did occur, I do apologize. To have a larger group try to get together with the County Attorney – it's hard enough to get six people together. I thought what we had agreed on was the Executive Board was going to go and speak with the County Attorney. That's what the motion was.

MS. GEGWICH:
So going forward, is it something that I can be included on? Can all of the Trustees be included on these correspondences?

MR. BEATTIE:
Sure.

MR. GUNTHER:
Mr. President, I made a presentation before. I don't know if you want me to repeat some of the things that were said but, Gretchen, do you want me to restart the whole thing or –

MS. OLDRIN MONES:
Can you just summarize?

MR. GUNTHER:
Just to put this in summary, right before my resignation in October, I had asked the Board for a motion and a second. It was passed and that was to have the minutes about the request for proposal at the next meeting. I resigned just before that meeting. I understand from that meeting, that stuff wasn't there. Lance just told me that the minutes are on-line, but that's not what I asked for.

What I asked for was to have that stuff here so that it could be presented to the members of the Board to have background to be able to make a decision. The reason why they wanted to make a decision now is because they have been kicking the can down the road now for the last six months.

I don't think it's appropriate to have a businessman in Centerport, one, badmouthed by you -- bad terminology. I think that he is owed an up or down vote to approve that catering contract. I think the members of this Board owe it to him. He spent a lot of money and a lot of time negotiating for a long period of time with the County Attorney. I don't think it's appropriate. I really don't think it's appropriate.

I spoke about a proposal brought to the Board in October, which I do have. I also spoke about many fire fighting assets that needed to be reviewed. We're going to present that to the fire department within the next month. We just had a public meeting on Little Neck that I referenced and some of the proposals that the fire department had been concerned about life safety and protection of property.

The other thing was, with that proposal, you kind of see that everything was secretive. Ron and whoever you were working with weren't really upfront with the members of the Board. I don't think the members of the Board had any input or sat with you with whoever you were dealing with. I don't think that's appropriate either.

The other thing is that if there is somebody that has money that's involved and you have that person, I don't know what the big secret is. If that person is willing to back up their proposal, I think the membership has the right to be able to hear it. I don't know what the big secret is.

The other thing that I went into was a little bit of Robert's Rules. Robert's Rules – the President usually runs the meetings and oversees the committees. It's the members of this Board who I explained to them that I'm not given a sermon on this. I'm not giving a critique. I'm just adding my opinion to refresh people's minds that they're the ones, the doers and shakers of the Vanderbilt Museum, who get to vote. They're the ones that make the committee go. There shouldn't be any secrets.

I talked before about the members. There's no reason why any correspondence shouldn't go to all the members of the Board. Again, I'm not here to lecture or give a sermon. Since I resigned, I'll still be here every month. I'll be bringing some citizens around. I know that I am concerned with a convention center, a hotel and a restaurant because we have a problem with the fire service as far as being able to fight fires and do certain things. That's why we brought it to the community to a public meeting last night. If you'd like to see the minutes, they will be available on-line probably through Legislator Spencer's office.

The one thing I ask for is to do an up or down vote today for Ralph's catering.

MR. GUARNISCHELLI:
I'd like to ask something. Is it just a rumor that someone on this Board has been negotiating with someone else in the catering business or some other type of facility –

MR. BEATTIE:
Absolutely. This Board has approved an economic stability plan.

MR. COLAMUSSI:
Can I just –

MR. BEATTIE:
I'm sorry, Ralph. I'm going to interrupt now. I've heard about badmouthing – that I badmouthed someone, so let me go to the minutes. I've taken that with me. By the way, Peter, I didn't bring that up last – the stuff that was asked for and seconded in the last meeting because we decided to take it to the County Attorney. That was the agreement by the Board.

MR. GUNTHER:
That was after the motion of the previous month.

MR. BEATTIE:
That is correct. But what happened was we tabled the issue, so why would it be brought up? If you want to bring it up today, we can bring it up today. Now we're going to start with who is badmouthing who. I sat here and I had someone come in here on the public record call me a liar and then the next meeting came here and told me I called him a liar. Let me read -- Ralph, put your hand down for a second, okay? I have the floor because I've heard enough of what's been said and what hasn't been said.

Here are the minutes from November 2012. I'll read this section of the minutes from the last meeting: Mr. Colamussi said, "At the last meeting, you called me a liar and told me I wasn't awarded this." Mr. Beattie, "You're the one that called me a liar. I did not call you a liar at all." Mr. Colamussi, "If you read the minutes, you're wrong. I said you were misinformed, but I didn't say you were a liar."

Now we're talking about the credibility of Mr. Colamussi, who feels he was awarded an RFP, and he was not, but he called me a liar about that. The October 2012 meeting that he's talking about – and I'll read the minutes again. Mr. Colamussi, "I do have one more thing to say. This absolute lie that I'm being told now I think the rest of the Board

who knows what's going on should address it and not have me address it. You cannot say something which is a lie to the general public here, when you were part of it. It's an absolute lie." Mr. Beattie, "We will discuss it as a Board. I'm not going to sit here and have you tell me I'm a liar."

Now at the next meeting, he said that I was the one who called him a liar. I don't like being called a liar, and I certainly wouldn't call anyone else one on public record, but that's what we're doing here.

But let's go back if we want to talk about what's been on the record because I haven't heard anybody here that comes in here and calls me a liar bring in any public record that this was part of the RFP. The minutes are there and available to everybody to see. Nobody has come in here and pointed out the Board minutes of what was called an RFP.

Let me go back to the minutes on March 17, 2010. This is me speaking. Mr. Beattie, "We did RFP's a year ago, and we got very limited response. The response that we had received was not beneficial to the institution. I think we all received that. The Thatched Cottage has submitted a proposal not really as an answer to the RFP."

That was March17, 2010, on the public record on the internet. So if anybody wants to dispute the fact that Ralph won an RFP, I could ask another question to Ralph. Ralph, do you have an award letter of any RFP from this Board?

(Mr. Joe Dujmic entered the meeting at 7:30 p.m.)

MR. COLAMUSSI:
After that was done and that letter was put in, I was asked at that point by Carol, who was here at the time, and Noel Gish that they were going to send an amended letter to answer the questions that were painted and base it upon the Coindre Hall contract. I answered the balance of those questions and documents, and I was told at a Board Meeting and in person that I answered everything they needed for the RFP. I was also told on the record --

MR. BEATTIE:
Did you receive an award letter from this Board that you won the awarded RFP? It's a simple question.

MR. COLAMUSSI:
Verbally I did, and I have numerous emails that went on back and forth. I was told on the record, and I don't know what date it was, but it was when there was another project on the agenda and it sprung up at the last minute. I was upset, and it was a couple years back. Noel Gish got up and said, "Ralph Colamussi, you do have the RFP granted to you. You are getting the contract. We are finalizing it with the County Attorney." Those were his words. I spoke to him recently, that is what he said, and that is what happened.

MR. BEATTIE:
Was there a formal letter to say that?

MR. COLAMUSSI:
No, but I have emails back and forth. I was told that, and he reaffirmed it. He will come in and say this to the Board. We negotiated this for over a year and a half. You sat on the committee yourself.

MR. BEATTIE:
When it comes to delays, I know that the very first meeting that we set up, you cancelled it 20 minutes before it. When it comes to delays, you had your share in delaying your responses in the negotiation process. Here's the deal --

MR. COLAMUSSI:
I don't remember cancelling a meeting. I rarely cancel meetings. Maybe I did and my memory is going bad. I don't know, but I just know that most of the Board knows the facts that the RFP was granted and we were doing the final negotiations. I had the contract here.

MR. BEATTIE:
You don't have a contract. I have an email from the County Attorney saying you do not have a contract. The issue is, if we entered into negotiations with you -- you don't have a contract until this Board approves the contract.

MR. COLAMUSSI:
It's not a contract but you approved me – the RFP, and we were working out the details of the contract. It did get held up for almost a year because of the controversy with Mr. Levy.

I don't know who the County Attorney is now. I know things went back and forth. Just like there are new members of the Board, there's

a new County Attorney. The new County Attorney doesn't know what the old County Attorney did on various meetings.

I met with Mr. Levy about the contract. He told me that he knew about the contract. Do you want to get Mr. Levy here? He will tell you the same thing that the Board has told me, that I was granted the RFP–

MR. MULE:
Mr. President, may I be recognized?

MR. BEATTIE:
Yes.

MR. MULE:
Thank you. To avoid getting into a discussion of people's recollections as to what occurred without the benefit necessarily of documents and for my own benefit, I wanted to perhaps move beyond this and ask is my understanding of what occurred, that at one point there was an RFP that we received. There was one response and it was not acceptable.

MR. BEATTIE:
That's not true.

MR. MULE:
But that the response wasn't from the Thatched Cottage.

MR. BEATTIE:
There were eight responses. One of them was a letter of intent from the Thatched Cottage. It was a two-page document. I have some of the others, and I have the meeting minutes from our Executive Board meeting when we had that and the submissions that were made.

MR. GUNTHER:
Is that all a secret? You couldn't hand that stuff out to everybody so we could see it?

MR. BEATTIE:
These are contract negotiations. You don't hand everybody's proposals to everybody. And, by the way, this is not an open public hearing. Let's get down to the fact that we're a Board here. Ralph, can you please sit down? You had your say.

Michael, did you have something else you wanted to add?

MR. MULE:
Thank you. I just wanted to, as a new Board Member, an understanding as to – a clarification as to what occurred. It was a letter of intent from Thatched Cottage expressing an interest in the catering.

MR. BEATTIE:
Yes, that was one of the submissions, and it was rejected out of hand because it didn't meet with the criteria of the department.

MR. MULE:
Did we receive any other –

MR. MULE:
Yes, we received – there were twenty RFP's sent. Two were received, one was a previous submission, one was a submission that was withdrawn, and one was still interested but not submitted, and that was the letter of interest, and that was Ralph.

MS. GEGWICH:
So if we now have a draft, what is preventing us from voting?

MR. PETERMAN:
I think at the last meeting, we expressed some discomfort because of lot of this took place before some of the members were on this Board, including myself. I just asked a simple question. Do we have a contract or not?

MR. BEATTIE:
I'm sorry to interrupt. The other mitigating circumstance here is that the previous President was conducting this negotiation for this period of time without anybody involved.

MR. COLAMUSSI:
Not true.

MR. BEATTIE:
At the beginning there was a committee, and then after that it was a committee of one.

MR. COLAMUSSI:
No, you were on the committee also. There was a second letter, and after the contract was finalized, then Lance has the final contract. The second letter that I was asked for, but the other RFP was given out to follow Coindre Hall after they asked me for the letter of intent. I gave them the letter as a formality in there but after that they gave me the Coindre Hall one to answer some additional questions on there.

MR. BEATTIE:
Plain and simple, it was not an RFP. Ralph, I'm sorry, but I'm going to have to cut you off. The Board now has to discuss it. This is a Board Meeting and not a Public Meeting.

MR. MULE:
Mr. Chairman, can I make a motion to create a committee to review the terms of the draft contract?

MR. PETERMAN:
Second.

MR. BEATTIE:
Okay.

MR. MULE:
Can you put the motion to a vote?

DR. GITTELMAN:
Can I just say something?

MR. BEATTIE:
Sure.

DR. GITTELMAN:
The dispute here is whether there is a contract or not.

MR. MULE:
I don't believe it's whether there's a contract. There's no dispute that there is no contract, because there's nothing signed.

DR. GITTTELMAN:
But there's a dispute for Mr. Colamussi regarding the contract. I think we have to make the decision first whether we agree there's a contract—

MR. COLAMUSSI:
There's one more thing with the contract –

MR. BEATTIE:
Ralph, you don't have the floor.

DR. GITTELMAN:
I would appreciate it if –

MR. BEATTIE:
It's not just one more thing, Ralph. You said your piece and now –

MR. COLAMUSS:
Everybody on the Board at that time had a copy of the contract. There was a contract but it was not a signed contract. But it was completely agreed upon.

MR. BEATTIE:
We do not have an executed contract, but if you agree upon that no formal agreement has been reached, that's the first step. If we're obligated by contract, that's one thing. If we have not agreed upon a contract, then we are in a different place in this discussion.

Michael, I'm not disagreeing with you. I'm just structuring it. The first step is to say we do or do not have a contract. That's not a tough decision. I think we can all see whether we have a signed contract or not. If no signed document exists, there are enough lawyers in the room to say you don't have a contract.

DR. GITTELMAN:
We don't need – and I say this respectfully – we don't need to go to the County Attorney every time we need to make a decision. Either we executed a contract or we didn't. If we did, then we're obligated to the contract. If we didn't, then we have to consider the discussion on its merits – not on the merits of future proposal, but on the merits of this proposal. Does this proposal meet the needs of this museum? That's something that we can all do by reading the proposal. It's a proposal. It's not a contract that's been signed. It's not an agreement if it's not signed.

What we have to do is look at the merits. That can be an open discussion at this point. I really feel that those of us who read it – and if anybody doesn't have a copy, you certainly could read it. Does it

give us what we need? We can discuss the terms. We should be discussing the terms at this point.

I think what I'm reading into this is in the absence of an agreed contract, we have to decide on the merits.

MR. BEATTIE:
Betsy.

MS. CAMBRIA:
I read the contract. It's not a contract; you're right. It's a proposed contract. It's not even a proposal. It's a proposed contract. I like that term better.

I have questions. If you want to open a committee meeting to discuss the proposed contract, I think that would be great. This has been going on for three or four years now.

Everyone will have something to say. I have no problem with an open meeting to discuss the proposed contract, except I think you're going to have to make it a special meeting because if you have a monthly meeting with business to conduct, and you want to talk about a contract, and everyone has something to say about all 53 pages, that could go on for a long time. There are a lot of issues. I read it very closely. I have a number of things that I am concerned about.

In addition to that, from the time that it was first written, things have changed here. For example, it is proposed that there be some kind of refreshment area in the Vanderbilt Planetarium. I have subsequently found out that there are fire laws having to do with egress. It can't be as it was initially proposed. If you take a very close reading to it, you probably have a lot of questions, too.

DR. GITTELMAN:
I did read it, and what I'm suggesting is that Board's have to handle complex issues all the time. Even though a contract might be 53 pages long, you can sum up your feelings toward the issue and after some discussion, head toward a decision. We cannot remain paralyzed over this issue. We need to act positively or negatively. I truly feel that an open discussion at this juncture would serve well for everybody. Let's hear some of the problems. If the discussion goes on, as you said, toward an hour, maybe we'll adjourn it. I suspect half an hour, and we'll be done.

MR. BEATTIE:
Tom.

MR. GLASCOCK:
If this was a contract coming before the Legislature, the County Attorney's Office would do an executive summary that would summarize the terms of the contract. It would be provided to the members of the Legislature so that it could guide the discussion, they would review the contract, then they would vote on it perhaps.

Going back to your resolution, I think it makes sense to have a committee that can review it. I think the some members of this Board have an idea of what the contract says, but it's been a while since I have read it, so I, frankly, need to read it again.

I think it would guide action with respect to if we have a committee that could review it and prepare maybe a summary document for the Board. They can then circulate it. We could have a special meeting to review it and then decide where to go from there. I think your resolution make complete sense in terms of how to move forward.

MR. BEATTIE:
Kevin.

MR. PETERMAN:
I have no problem with your resolution. My only concern as a fairly new Trustee with stuff that went on for two years, whether it was with a former President or whoever was dealing with the County Attorney and negotiating this document.

All I want to know as a Trustee is, is this a legitimate document? If we're going to have a committee to discuss something, and we're told that it's not legit, what are we doing then? I have no problem with the Thatched Cottage if it's a legitimate deal. If there's a contract that was – an RFP that was awarded or whatever the terms are, I have no clue because I wasn't here. All I want is a legal opinion saying yes or no, this is a document that we can vote on.

MR. GLASCOCK:
Procedurally, doesn't the Legislature have to review this contract and then approve it?

MR. BEATTIE:
I'm 99 percent sure they don't – am I wrong on that? I saw on your notes that we needed approval.

MR. PETERMAN:
But that's a question I think I'd like to have answered, as well.

MR. GLASCOCK:
If we have a committee and we were being hung up with those types of questions, then we can go to the County Attorney to have them review it.

MR. BEATTIE:
And that's what I thought we had talked about doing – I think it should be the Executive Board. If you guys want to supplement that with other people on the Board for that committee, does that sound like a fair proposal? Michelle.

MS. GEGWICH:
I agree with a lot of we're all saying. I agree with Steve in that I feel this conversation needs to happen. I agree that we need some legal input, but I'm here almost a year and I feel like I leave the meetings every month not resolving this. I feel like it would be really nice – I mean, for whatever personal things have happened in the past, I'm not privy to and I don't even want to know. But Ralph is a good guy. He's really supportive of the community, and he's really supportive of the Vanderbilt.

Looking at the contract, there's a different story, but I feel like we shouldn't alienate our neighbors that are really important to us. This is something – I want to get the conversation. I want to figure out just the merits of this contract, regardless of what has happened. If we agree – obviously, there's not a signed contract, but we have to move forward. We can't keep coming back month after month and not move forward. We have to do something.

MR. GLASCOCK:
I think we have a document. If we review that document and not talk about what might have been negotiated a few years ago, we have a document that we can review and then we can make the decision to move forward at that point.

MS. GEGWICH:
Yes.

MR. PETERMAN:
All I want to know from the County Attorney is, is this a document that we have a legal right to deal with. That's all I want to know, as a Trustee. I have no problem with Ralph or any of the other issues. As a Trustee, I want to make sure that I am dealing with a document that's legitimate.

MR. MULE:
Mr. President, if I may, Kevin, my understanding, and correct me if I'm wrong, but there was a resolution that was passed at the last meeting to submit it to get that opinion. Is that correct?

MR. PETERMAN:
I believe that was done.

MR. MULE:
So we have two resolutions that have been passed. One was that resolution at the last meeting, and this resolution here which was to put it into committee. I don't think those two are conflicting resolutions in any way. Since they're resolved, we should get on with executing those resolutions.

MR. BEATTIE:
So my question, then, is who else do you want – I mean we can't all go as a Board to meet with the County Attorney. That's not fair to them.

MR. GLASCOCK:
I'm not talking about a committee meeting with the County Attorney. I'm talking about a committee sitting – it's your resolution, but my thought is that we sit down and each of us review the agreement, and we sit down and we put together a document. It could be a summary to help review this and make some sort of report. That's my thought.

MR. MELORE:
Pursue it on two tracks. With the way things move here, I'm sure that there will be plenty of time to hear dialogue or to hear input from the County Attorney at the same time that we're doing our review. Just pursue it down parallel tracks and see where we go. There's no reason to treat it mutually exclusive.

MR. MULE:
Mr. President, I'd be happy to join the committee. I would be happy to volunteer Tom Glascock or Steve Melore. I know they're attorneys,

as well. But I think it makes sense for us to come together to put together an executive summary of the terms, some of the issues as we understand them. Then we can present it in a more summarized fashion for the Board in total. At the same time we can pursue the opinion of the County Attorney.

MR. BEATTIE:
To me, to have parallel tracks doesn't make sense, especially if we're talking about doing it faster rather than not. I would rather have additions to the Executive Board if people want to volunteer to do that and to meet with the County Attorney. I don't see how it makes sense to have one group do a summary on something that the County Attorney might rule on things and take those things out.

MS. GEGWICH:
But you said we determine – we vote on the contract. So the County Attorney would just be to understand the validity of it. We don't need their input to make our decision, correct?

MR. BEATTIE:
Okay.

MR. PETERMAN:
Excuse me, I don't have a problem with dual tracts, but we could be spinning our wheels here. My point is no matter what you decide, and I hope you move the County faster than they normally move, no offense to the County, but I don't think we can do anything until we have an agreement that says yes.

MR. GLASCOCK:
To make it simple, let's break it down to what we need here. I think we need from the County Attorney, from my understanding, is to understand if we could move forward on this agreement and make a decision on this agreement. I mean, obviously, there is more information that the County Attorney and more advice that the County Attorney can provide, but if you just distill it down to the essence, we need to hear back on that one question from the County Attorney.

If the answer is that we can move forward on this document and make a decision, then I think we need to have something that can guide a discussion and decision on this document because I think if we poll people and ask them what it says, we would get a varying level of understanding with respect to that. So for people to make an

informed decision, I think having a summary document that can guide the discussion will be helpful toward making a decision.

To me, those are the primary steps to move forward toward action. If I'm wrong or I'm missing something, please inform me. But I think if you break it down to elements, what's that we primarily need.

MR. BEATTIE:
Steve.

DR. GITTELMAN:
I feel paralyzed. I don't think there's a person in this room who can't read that document. That's the first thing. I respect you all. You all can read that contract and understand it. You don't need a summary to understand the document. That's my point.

The role of the County Attorney in this particular case is advisory. If there's no contract or if there's a contract, we can still look to the merits of the contract. We decide what the operations are. The County has the physical plant. We have to decide how the museum will run.

We need to decide whether or not we like this deal, to put it in simple language. If you look at this contract, there are elements to it that you may point to it and say, "I won't go along with it, unless that's changed." If that's the case, you may decide that you don't want the deal or you may say, "This is the best thing since sliced bread. I want this deal." But you could all make that decision.

I don't understand why this Board doesn't have open discussions on this issue. Why do we need somebody to spoon feed us, with all due respect for Michael. I think we can be productive. I think we can make up our minds, and I think we ought to do it.

MR. BEATTIE:
Kevin.

MR. PETERMAN:
The last time I looked, it was the Suffolk County Vanderbilt Museum. Why would the County Attorney be involved at all if they didn't have a say in this document?

As I said before, I have no clue what went on before I got here. We have a different opinion on whether this was legitimate or if it's not

legitimate. All I want to know is, yes or no, and that's all I want. As a Trustee, I need to cover my you-know-what. I just want to know – I have no problem doing a parallel track. I have no problem with any of this, but I think we owe it to all of us to say yes or no. Either we have this agreement or RFP or a contract or whatever it is or we don't.

MR. BEATTIE:
Duncan.

MR. ARMSTRONG:
Like any contract that's done with an outside contractor, you need to take a look at your contract that he's proposing. If you have items in that contract that you need changed, you make the changes, you go back to that contractor and say, "This is what we don't agree with. This is what we do agree on." We advise the contractor to bring it back to us.

Then if we're all happy with the contract, then if there's some kind of approval we have to go through with the lawyer, then do it. But let's do our own work and get the contractor – it makes sense for the Vanderbilt and it makes sense for Ralph. Apparently there's a lot of discrepancies in that contract, so we have to do our homework. We have to get the contract, review it, get everyone's ideas, then come in here – if they want to take something out, then make a note of it.

If there are five people that want the same thing taken out, then let's make sure that we do that and get the contract so it's clean. Once we get it clean, then make the decision. Then get it in front of people that need to say, "It looks good." Let's make our decision and move forward. Let's get it done because I've heard this business about a catering system two years now. Some type of catering deal for the Vanderbilt has been discussed for over two years back and forth, back and forth.

Let's get something germane to what we need to do for the Vanderbilt. Let's get it done. Let's stop talking about it. Just get all the contracts, everybody's ideas and put it together in a pool and then summarize it all into a contract that is worthwhile looking at. Or Ralph could look at it and say, "Hey I agree on it. It's okay. That's the way we're going to go." We'll get it back, sign it, get the approval of the County Attorney, and let's go and make some money.

MR. GUARNISCHELLI:
The only question I have is you can do all of this as you want. Are there enough people here that feel comfortable with Mr. Colamussi or are not comfortable with him. We are going to vote. If nine of us don't feel comfortable with him, what's the sense of even going on?

I think first we should agree if the contract comes up and we feel comfortable with him, then it's a go. Then let's get ahead. But if there are enough people here who are going to vote that are not comfortable with him for one reason or another, then we're just wasting more time.

MR. ARMSTRONG:
Look at the contract, first of all.

MR. GUARNISCHELLI:
No, I'm just saying on a personal level, if you don't feel comfortable with him, then how are we going to vote on something?

MR. PETERMAN:
This is not an issue of comfortable or liking him or not. That's not my issue. My issue is, is there a legal document that says we're negotiating on.

MR. GUARNISCHELLI:
I understand that, but let's say you can come with a letter or a contract that there are enough people here and they say, "No, I don't know about him."

MR. PETERMAN:
I'm not even looking at that. I'm not even basing it on individual. It's really contract language. My question is, is it a legitimate RFP? Is it a legitimate contract? That's all I want to know.

MR. GUARNISCHELLI:
But before you even go there, if you're going to vote on something and you know it's not going to pass, why go through all this time?

MR. PETERMAN:
Because I need an opinion telling me that we can.

MR. GUARNISCHELLI:
If there are enough people here saying, "Yes, I feel comfortable –

MR. PETERMAN:
I can't make that decision. We are part of the Suffolk County operations, whether we like it or not. Why would we have the County Attorney involved in anything if they didn't have to be part of it?

MR. GUARNISCHELLI:
I agree with that.

MR. PETERMAN:
All I'm saying is, things went on in the past that I have no clue about.

MR. GUARNISCHELLI:
I'm new here, too.

MR. PETERMAN:
All I want to do, as I said before, is cover my you-know-what. That's what I want to do first.

MR. DUJMIC:
I want to jump in here for a second. I wasn't here when this all went down either. What I will say is, as someone who was an Assistant County Attorney in municipal law and also have experience in the County Executive's Office where I used to review some of the contracts that went before the County Executive.

Unfortunately – and Tony, I absolutely hear what you're saying. I know that you aren't saying whether or not we feel comfortable with Mr. Colamussi himself, but that if we're comfortable awarding the contract to Mr. Colamussi or approving the contract.

What I will say is that based on my experience, just because a document comes out, and this is going to sound crazy, I know, but please just remember where we are, but just because a contract comes out of the County Attorney's Office does not mean it is legally sufficient from the get-go. Okay?

I'm saying this based on experience that I have had. When I was in the County Executive's Office, there were some things that would come upstairs that we would take a look at and say, "You can't do this. Send it back down. Let them have a second look."

For me, the opinion I want from the present County Attorney's Office is whether this passes muster for legality, whether this is something if the Board votes on it, that we can move forward on it.

The first step in my opinion, and again this is just my opinion, and I think that the Executive Board has already reached out. To schedule a meeting with the County Attorney's Office and the County Attorney specifically who is handling this, sit down and say, "Is this legally sufficient?"

If we sat down as a Board and voted on this today, could we move forward on this contract? That's step one. If we get the go ahead, then we come here – and you're right on the money because that's what this is about. We're going to make a decision on whether or not whether negotiations took place or they didn't take place.

The bottom line is every contract that comes before the Vanderbilt is subject to our approval. If there were negotiations that took place prior to it coming before us, and we at this point after making sure that from a legality standpoint everything is fine, we can decide as a Board that we don't want to approve this contract for whatever reason, and we have the right and the ability to do that.

On the other hand, once we find out whether or not it is appropriate and the legality is appropriate, we come back in here. We vote on it, and we say, "Heck, yes, the Thatched Cottage is a great place. They do a great job there. He would be an asset to the Vanderbilt," and then we can move forward. It's just that simple.

I understand what everybody is saying. Do you know what? Unfortunately, whenever you're in government, there seems to be especially on this Board and it's been like that since I've been here, there seems to be the paralysis of analysis, as Jesse Jackson used to call it. That's something we want to break, obviously, but we do need to sit down and discuss this.

I will tell you this. I know for a fact that the President has reached out to the County Attorney's Office seeking dates to sit down specifically to discuss this and the legality of this contract. I was included because I'm a member of the Executive Board. We just received a response today saying, "Give us some good dates."

I will tell you this. I agree that this has gone on far too long, far too long. But I don't know that there's any one person to blame. We also have to take into account, and I know it's been a year, but there was a transition. I'm sorry to say this, and I know it's hard for all of us to believe because we're spending our time here, but with everything that's gone on in Suffolk County, with the $400 million plus deficit that

we're faced with, all the problems, we're trying to figure out what we're going to do in different areas, the Vanderbilt is not at the top of anybody's list. Sorry, guys. I hate to burst anyone's bubble.

That being said, the County Attorney's Office works hard. I know the people there. They are former colleagues. I have the utmost respect for them. When they say that they're going to do something, they're going to do it. Like I said, we just received word today indicating that they want to set up a meeting. I will be there. I will sit at that meeting. I will ask questions.

By the way, on another topic, and I'm sorry to take this time, but Duncan talked about negotiations and terms with regard to the contract.

MR. ARMSTRONG:
Just looking at the contract to make sure that we're happy with it.

MR. DUJMIC:
But here's the thing. When it comes to negotiating, and there are a bunch of us here who negotiate, and I'm sure we've all negotiated at some point in our lives.

Negotiating with one client is one thing. But we have how many different people here who are going to have different input. Some people are going to like this clause. Some people are going to like another clause.

It's going to have to go before this Board. It's going to be an all or nothing thing. Whatever contract, if it's legally sufficient, it needs to come before this Board. If the Board says, no, it's no good, then it's no good.

After that, if we wanted to negotiate that's another story. If you think it's taken us a long time now? Imagine how long it will take to get it down if we have everyone here talking about specific areas of the contract.

This is just my take on it. For legality purposes, I understand where Kevin is coming from. I tend to agree only because I'm sorry I'm a bit skeptical based on my past life. Once I get the go-ahead and they say, "Hey, this document is legally sufficient. It's fine. Let's go with it and vote on it." It should and must come back here for a vote. If we're okay with the contract as it's presented, we say, "Yes, Mr.

Colamussi, I'm sorry that we held you up this long. Welcome. We look forward to working with you." Or we say, "No, I'm sorry, this is not the direction that we want to take the Vanderbilt." I would say two cents, but it's more like ten cents.

MR. BEATTIE:
Tom.

MR. GLASCOCK:
The fact that the County Attorney's Office revised the document in the negotiations with the Thatched Cottage indicates to me that they felt that the Vanderbilt could enter into an agreement such as that. However, as you indicated and as you stated, we have a new County Attorney.

I do think it does make sense to meet with them to determine whether or not they're comfortable with the document. If it makes its way to the Board, it's like you said, we're voting on whether or not we're accepting this. We're not voting on whether or not we're revising the language.

To guide that, however, I think that's going back to the summary. If we had a document that broke down – for instance, this is a multi-year contract. People need to understand that language, the term of the agreement. They should understand the revenues that are going to be derived from it. We would just have a very simple breakdown that would help them or guide them in making a decision, a yes or no decision. It would be helpful.

In summary, it makes sense to meet with the County Attorney but then I think it makes sense to have a committee that looks at this also.

MR. MELORE:
I think we should be presenting to the County that document, that contract with our proposed revisions. That's our deal. If we're being asked to vote on this contract, our fiduciary responsibility – these have to be terms acceptable to us. So to me, why waste the time?

Given that time is of the essence, we should have a special committee meeting in a week or two week, go through the contract, come up and have a consensus as to what changes, and then present that to the County. Say, "Here's what was previously drafted. Here are the proposed revisions. Can we do a deal on these terms?"

MR. DUJMIC:
Can I jump is?

MR. MELORE:
Sure.

MR. DUJMIC:
I would be completely on board with that. The only concern I would have is it's taken a year for them to get a good look at the contract that has been in place for a year. My only concern is it's going to take even longer. I agree with you. I think that's the right way to go. But my concern is that we want to move on it.

By the way, I'm frustrated, too. I'd like to move on it, too. I've been hearing about this for a long time.

MR. GLASCOCK:
The negotiations – I remember sitting in Mineola reviewing a draft of the agreement and commenting on it for the President at the Board at that time. The firm I'm with moved from Mineola three years ago. So the negotiations have gone on for an extended period of time. I think that people are getting a little bit anxious about this continuing.

Therefore, right now is an opportune moment to review it. If there are any additional comments to make because there is a new County Attorney and a relatively new County Executive.

MR. DUJMIC:
Tom, you're right, but again, the only thing is if we put this committee together. We may bring forth recommendations or whatnot that have to come before the Board. We have to wait at least another month to get approval from the Board. Then we're going to have to take time to set up and find the County Attorney when we finally have her and find her again –

MR. MELORE:
You may not have to have the Board approve the comments because you can ultimately bring – because you're doing the same thing. You're saying, "I'm going to the County Attorney for approval under these terms, the ones we haven't negotiated. The ones that are being handed to me are being told to be approved and then presented to me." All I'm saying is, here's the contract. Here are our proposed revisions. Then tell us we can do that deal and we'll take it back to the Board.

MR. BEATTIE:
Let me make a proposal here. One, we have a motion and a second. There are legality issues – now I'm embracing the two-prong approach. There are the legality issues that we want to discuss with the County Attorney. Specifically, there have been public allegations made that this was done by a legitimate RFP process.

By the way, there is language, and I don't know if you know this, in the agreement that states that this was won through an RFP process.

MR. MULE:
I think it says there was one response. The response was unacceptable. It has something –

MR. BEATTIE:
But there has been allegations in the public made that this was a result of a legitimate RFP process.

DR. GITTELMAN:
There was a legitimate RFP process but it was not granted. It was not accepted. I come from a world that you decide in business whether you want a deal or not or whether you want to go into business or not. Then you get the lawyers because they're expenses, and they take a lot of time. Do you start the marriage with whether you want to get in bed, then you get married. What we're doing here is we're getting the judge, we're having the marriage ceremony and we're not even engaged yet.

MR. ARMSTRONG:
Right.

DR. GITTELMAN:
We need to discuss whether we want this deal. If we don't want the deal, then we need to find out whether we're obligated or not. Let's not get permission for a deal we haven't structured yet. Do we like the terms of this deal? Go look at that. If you want to do it by summary, do it. Come back with a summary. Let's do it.

MR. MELORE:
We should just do a mark-up of the agreement. We should literally just mark it up.

DR. GITTELMAN:
Everybody read this thing except for the new guy. They said, "I like this. What's that?" They went through and they came up with a list of pluses and minuses in their heads, and they can add. How many pluses and how many minuses? Let's just do it. If you don't want to do it today, do it another day, but this is paralysis. I'm sorry. It's too much discussion. I say let's do it and get it over with on the merits.

MR. DUJMIC:
By the way, welcome to the Vanderbilt, Jack.

MR. DEMASI:
Can I get a copy of this?

MR. BEATTIE:
To summarize where we're at, we have an Executive Board who will continue to go and talk to the County Attorney to talk about the whole procedural issue. There will be a secondary committee that drafts up if we were to approve this document, where we would want it.

MS. GEGWICH:
I'm not an attorney, but it seems to me that if it's so hard to get this appointment with the County Attorney and you've been waiting for a year, we should have every single duck in a row before we walk into that office. I don't want to keep waiting three months and then have to come back again and again. Let's have everything –

MR. BEATTIE:
The County Attorney has nothing to do with revisions that we suggested.

DR. GITTELMAN:
To discuss the terms for this agreement – do you like how long it is? Do you feel that the investment is sufficient? Do you feel that the return is good enough for this institution? Is this good for the museum? I don't need the County Attorney's opinion to get there.

MR. ARMSTRONG:
No, we don't.

DR. GITTELMAN:
That's what we're here for. We're supposed to make decisions as to whether we like it or we don't, then we get the County Attorney to bless the document.

MR. ARMSTRONG:
That's the only reason for that attorney.

DR. GITTELMAN:
They are not here to pave the way for our future discussions. They are here to approve the document. They are here to guide us on the law of the document. If we don't have a deal, there's no need for a document.

There's a motion on the table, but I would prefer that we have discussion now. I don't see why we can't begin discussion now. If it overflows into the next meeting, why don't we agree on 30 minutes of discussion, open discussion on the merits now? What are the terms of this agreement? We are allowed to discuss anything. We can discuss this.

MR. GLASOCK:
I think we need to have a discussion. I personally am not prepared for it. I think there's one copy of the contract in this whole room, and if we polled and asked how long the term of the agreement is or what the revenues are being generated from this, I think people would be hard pressed to give that type of answer. That's why I think it makes sense to schedule the next meeting. Let's do that. In the meantime, we can put together a summary and move forward. I think that's what people want to do, they want to move forward.

DR. GITTELMAN:
Let's schedule an hour to open discussion on this at the next meeting whether you're ready or not, with all due respect.

MR. BEATTIE:
The only question I would ask, though, is this is a contract that we're talking about. Are we going to do that in executive session? If we're talking about terms, I don't know if that can be in open session.

I don't have a problem with spending the next month's meeting being exclusively toward this – well, not –

DR. GITTELMAN:
No, just set aside a period of time. You can limit debate. You just have discussion. We aren't able to get to the merits of this, and I think the merits of this are more important that the legalities at the moment.

MR. PETERMAN:
Again, I don't need a long meeting with the County Attorney. All I want is an opinion.

MR. BEATTIE:
We're still going to go ahead and do that.

MR. PETERMAN:
I understand that, but again some of the questions, and I don't know if it's been answered or not, but does the Legislature have to approve this? I don't know.

DR. GITTELMAN:
No.

MR. PETERMAN:
Do you know that for a fact?

DR. GITTELMAN:
Yes.

MR. PETERMAN:
Based on what?

DR. GITTELMAN:
I'll tell you what –

MR. PETERMAN:
As a Trustee, as a fiduciary person here, I want to know legally what we are required to do. When it comes to this, all I want to know is, do we have authority to deal with this contract? Was it awarded properly? As far as I know, it was. I have no clue. I'm not an attorney, and I wasn't here. All I want to know is that we move forward.

DR. GITTELMAN:
We can certainly –

MR. PETERMAN:
I'm not asking your opinion. I'm asking the County Attorney who is negotiating with this individual. That's all I need to know.

DR. GITTELMAN:
Are you asking whether we have the right to debate the merits of –

MR. PETERMAN:
I'm not asking that. I want to know if can discuss it because is the contract legitimate? That's all I want to know. I have no clue.

DR. GITTELMAN:
If we don't have the right to debate the merits because we need County approval to do that, then you don't have a right to have a subcommittee to analyze the merits and we can't even talk about this contract. We certainly can. Obviously, we are Trustees to be a judge whether this is something we want to do, and so we can talk about it. There is too much paralysis. We have to be able to talk about this. I personally feel that we need to discuss this.

MR. PETERMAN:
We could be here all night. I have no problem awarding the contract tonight. I just want to know, legally, do we have that right to do it, and I don't know that.

MR. GLASCOCK:
The County has to approve the contract.

DR. GITTELMAN:
If the County has to approve the contract, we can still discuss it.

MR. BEATTIE:
Let's cut to the chase here. We already have an approved motion from the Board in the last meeting for the Executive Board to go and get those answers. That's going to happen anyway this month. Next month, this will be discussed in open session until such time as we deem the items to be sensitive and then we go into executive session. We will have a vote on it at the next meeting.

DR. GITTELMAN:
You can't mandate that we have a vote. You can mandate to have a discussion.

MR. BEATTIE:
Okay. There's a motion on the floor. Do you want to withdraw your motion?

MR. MULE:
No, I don't. My understanding is that it was voted on.

DR. GITTELMAN:
No, you had a motion and a second.

MR. BEATTIE:
All in favor? **12/0/0/3 Not Present: Ms. Cambria. Absent: Mr. Rogers. One vacant position.)**

I would like to recommend, because she's not here, Betsy to be on this committee.

MR. MELORE:
That will teach you not to be here.

{LAUGHTER}

MR. BEATTIE:
But seriously, Betsy has done a lot of work for us on the Executive Board on this issue, so I think she would like to be on it, too.

MS. GEGWICH:
I'd like to be included on the committee that meets with the County Attorney.

MR. BEATTIE:
Okay. Very good. Are we done with this?

Jack, welcome.

MR. DUJMIC:
You're going to love it here.

MR. DEMASI:
I feel very welcome.

MR. BEATTIE:
I was a little late, but I'm assuming we voted on the minutes.

MS. OLDRIN MONES:
Yes, we voted on the minutes.

MR. BEATTIE:
Treasurer's Report. Betsy isn't here right now.

MR. REINHEIMER:
Betsy asked me to say a few words on the Treasurer's Report. We did not meet in December, so there's the October and November Treasurer's Report to go over.

Generally, the expenses are in line. If you note, in October we had weddings -- the site use $8,135 is due to weddings. We had some weddings in Early October.

We are also taking deposits for 2013. We have right now scheduled 13 weddings for 2013. Things are turning around as far as weddings. That's good news.

November, as far as revenue, I'd like to point out that special events, $10,860, most of that money is prepayments for the Holiday Dinner. We have the Holiday Dinner the first Saturday in December. Again, it's been very successful. We had around 30 people on a waiting list. We can only accommodate 100 people.

We are calling another 30 people that were on the waiting list to see if they're interested in the Valentine's Dinner. The Valentine's Dinner is on February 9, which is a Saturday. There are two seatings. We can accommodate somewhere between 46 and 50 people depending on the configuration of tables.

It's nice to see a Trustee or two at these dinners. I'd like to put on the record that Kevin Peterman was at the Holiday Dinner. He has been at most of the Holiday Dinners and special dinners that we have had.

Also in site use, $9,000 of that site use money that's in November was from a photo shoot for a new television show on Adult Swim. They were here about 12 hours. Those are the highlights for the Treasurer's Report.

MR. BEATTIE:
Thanks, Lance.

Education and Exhibits Report, Gretchen.

MS. OLDIN MONES:
Possibly you were here over the holidays to enjoy some of the very successful events, as Lance just mentioned.

The tree lighting on December 1 was very well intended. A tree was donated, installed and lit by JLC Landscaping. They will return shortly to plant the tree on the museum grounds, where it will be a permanent reminder of their generosity.

The mansion tours continue to be popular with 1,036 mansion and candlelight tours this year as compared to 1,041 last year.

As in past years, the Holiday Dinner was sold out, thanks to people like Kevin Peterman, for both seatings.

If you want to go to the Valentine's Day Dinner, you have to make your reservation early.

Chris Collora made his annual visit to film the decorated mansion for the holidays. There were several spots in the local papers and *Newsday* advertising the house tours. In case you didn't see those, here's a copy.

Now the holiday decorations have been removed and stored for next season.

Outdoor statuary has been covered with canvas. Unfortunately, the cherub statute and pedestal in the boxwood garden fell over and broke in half. It was a clean break. Stephanie is looking into repairs.

Claudia Dowling made a follow-up visit to go over the fabric selections for the new draperies in the mansion. Drapery replacement will begin in the entrance hallway and the halls upstairs.

As you know, Claudia Dowling is also advising on colors for the lobby and store. Her expertise will certainly make a pleasant difference.

Lorraine and Dave report that all public shows are in. They are working on creating live lectures for public and for school groups. They remain in awe of the capacity of the new equipment and pronounced, "Whatever you can think of can be done." SKYSCAN will return once the chairs are installed to balance the sound system and do some final tweaking.

Exhibits in the lobby are being worked on. Staff will be putting the GOTO on display along with materials depicting the construction and reconstruction of the planetarium. They are working on doing an astronaut suit for the grand opening. You can climb up the back and

have your picture taken. NASA will loan for only two weeks, so timing is critical. Other exhibits are planned as funding becomes available.

Looking ahead to February 10 and the 18, some exciting programs are being offered for Pre-K and K–3. One of these – the Sailor's Valentine focuses on the Marine Museum and the fascinating creatures that live inside seashells.

Another Program Year of the Snake Lantern focuses on the natural history collection and animal habitat dioramas. Both programs culminate in creating a unique piece of art to take home.

Three additional programs involving things like polar bear sculptures and hand drums are being offered from February 19 through February 21 for Pre School. You can find this information on our website and in Patrick's mailings.

Also on our website is the ability to renew your membership. It is the easiest thing in the world to do. Just a click and you pick the level of membership that you want. I discovered, very happily, that the $125 membership in the associate membership gives you all kinds of benefits. Not only do you get the family package but you can go to 500 other museums. I printed them out and I'll pass them along to you.

I'm going to be in the city for four days, and I discovered I'm going to be able to go to MADD Museum, the Museum of Art and Design, and the Frick for free and right there I have saved $78.

MR. DUJMIC:
That should be a big selling point for us.

MR. OLDRIN MONES:
It's amazing. Kudos for you, Lance, for putting that together and offering those levels of membership. Here comes the entire package of what's available. I'm just amazed. This first page is just the different levels. That's the end of my report.

MR. BEATTIE:
Thanks, Gretchen. Development Committee, we can do the Logo Study as part of that.

DR. GITTELMAN:
I volunteered to do a study on the logo. We did a non-scientific sample. If you notice, this is a long and drawn out statement, which I had nothing to do with designing, but I went along with the client and put it in anyway.

What happened is that people were exposed to the long drawn out statement on the first page. After they read the long, drawn out statement on the first page, which is repeated on page two, they were then exposed to a battery of questions. We're doing this on paper, not on power point.

MR. REINHEIMER:
Steve, just a clarification. What you're going over, the Xerox machine was getting a little cranky. You're going to have to share some of them.

DR. GITTELMAN:
Okay, let's see if we can pull through it. The essence of it is that the first question was, "Have you ever heard of the Suffolk County Vanderbilt Museum?" Six people had been here. "Have you ever visited the Suffolk County Vanderbilt Museum?" "How recent was your visit?"

Then based upon the survey introduction from previous knowledge, "When you think of the Vanderbilt Museum Planetarium, what comes to mind?" You've all gone through these miserable surveys. I do this for a living.

It then asked various elements, whether it had multifaceted appeal, park like, then it went into photography and historic significance. We asked them to click on it.

Then we said, "Which logo best presents the Vanderbilt Mansion, Museum and Planetarium?" The three target logos were randomly exposed to the respondents in a random order. Mind you, these are 100 people with no thought that they would be doing this that afternoon.

Then they answered their response for which one they –"Please enter your response or rank the logos." This is the Rank the Logo Contest. They ranked the logos. That was based upon the contest. There were 94 out of 100 people that have never been here.

Then we asked them, “What aspect of the Vanderbilt logo was appealing and would encourage you to visit?” This was an important question. We asked them about planetarium, museum, mansion, special events, don’t know, and then asked them to write their interest in American History from one to five with five very interested. Then we asked them to rank their interest in the planetarium. If you’re on the graphs, you’re cheating, cut it out. That happens all the time.

Then we asked their interest in astronomy and what their gender was. I don’t even have these graphs to talk about. Then what happens is we asked them demographics because somebody is going to have to share with me some data. I don’t have a complete copy.

Okay, now we’re going to sex of respondent. You can see that the sex of respondent, which is typical, two-thirds female, because guys don’t have time to be bothered with this.

We broke them down into groups, those who gave us a five on either astronomy or history. Remember, I said this is a non-scientific sample. Don’t get carried away. It’s neither demographically balanced nor sufficient of size to making a bloody decision, but we did it anyway.

Believe me, Proctor & Gamble doing the same thing, so don’t worry about it. The average age of respondents was, as you can see, all versus interested. The interested people are a bit older.

Race, there was a lot of race. There was a distribution. The sample size here is so small that the itty bitty differences don’t mean squat. If you want to base an election on this and you make a decision that you’re going to win and you’re going to buy a lot of champagne, you may end up getting very drunk on your own.

Marital status, you see we have the demography all broken down. Then we get into interest of history and astronomy. You see that we have a little bit more on the American History side in terms of the distribution, but the preference of the logo, as you can see, when we get down to “Upon your first impression, which logo do you like best?” Here we have another pie chart. We all love pie charts.

What this basically said was that logo number three, which is the proposed logo, wins by – I can’t even read the damn thing – 40% to 34%. Where the first logo that was in my era only getting 22%. I will

tell you statistically this is boloney. There's no difference between 40% and 34% on a sample this small.

What this does is it locks out the old logo and says, "Look, the concept behind the new logo has merit." I didn't think so, but that's the case. At this juncture, it does appear that two logos are better than the old logo. They don't know that the old logo is the family {shield}. We don't say that in the description, so this is kind of like what we call a push poll, but that's okay. It's all right.

Anyway, going through this, we now have anecdotal evidence, and you're welcome to look at all the cute little charts. What I recommend – and by the way, this is taken from neighboring states. These are, as I said, people who do surveys for fun. They get 50 cents. Some of them make a living doing this, believe it or not. They are taken from a commercial panel. If you want to add to it and get the sample up to around 300, you can actually make a decision. But this gives you an idea. This is anecdotal evidence. I have seen candidates running and saying, "I win," from this.

MR. GLASCOCK:
Quick question, one page says, "Which logo best represents the Vanderbilt?" It looks like it has logo three as having the greatest percentage and logo two having the smallest? Then the next page goes from one to three is your favorite logo. Then a different logo gets the highest rating. I'm not sure what the second page –

DR. GITTELMAN:
I don't know which page is the first and which page is the second. Thank God I had a junior do this and I never paid attention to it.

MR. REINHEIMER:
I think I could answer that.

DR. GITTELMAN:
Lance was more involved in this. He threw the ball to me, and I had to field it.

MR. REINHEIMER:
I was a little puzzled by that, too. They sent me also, aside from the final study, the raw data. When you take the average, it's like a golf score. One is better than three. Actually the lower score is the higher ranking because one was best, two was second best, and three was the least liked. If one logo had all threes, that would have ended up

with an average of three. If one logo had all ones, it would have been one. It's the lower ranking which is best.

MR. GLASCOCK:
Okay, so you want to have the lower number.

MR. REINHEIMER:
Yes, the lowest. It's interesting what Steve brought up. If you take on the ranking the first and second choices and add those together, out of the 100 people, 74 like the new logo and the star logo. So the new logo had more number one votes and few number two and vice versa for the star. But when you add them up, if you took the first two rankings, they each ended up with 73, which kind of dovetails with what you said. Statistically between the star logo and the new logo you can't really say one is that much better than the other.

DR. GITTELMAN:
So the chances of winning are plus or minus 15 percent. It's a close race. You can't make any decision on that. I just want you to understand that.

MR. ARMSTRONG:
What I got from this whole thing that you're old.

{LAUGHTER}

DR. GITTELMAN:
I'm 63. I'm old.

MR. BEATTIE:
We don't need a poll for that.

DR. GITTELMAN:
No, we don't.

MR. BEATTIE:
Steve, I really appreciate that. I think it's a great test. I think it's something that we should continue.

DR. GITTELMAN:
I would be glad to do as many questionnaires as you want on the various sites. I can at times get respondents, but if you have people and you say, "Please do any one of these questionnaires," and you want to get their opinions, I will be glad to sponsor them for you. You

can get as many people as you want. It doesn't bother us. This is really simple for us.

MR. REINHEIMER:
Can I ask a question? As a professional poll taker, and I know we spoke on the phone earlier today, where does this take us?

DR. GITTELMAN:
What you really have here is that the old logo seems to lag behind. You can make a decision as to whether the number three logo, the one that you just proposed, is more popular than the other one that you're using now. The data doesn't support it. With the margin of error, it's enormous here. You only have 100 respondents. On 300 interviews, you have like 70 percent margin of error, and the difference here is like 7 or 8 percent. You really can't do it.

Besides that, this is not demographically balanced. I didn't have the staff time to go through – it's only 100 interviews. I would never do that. I wouldn't even bother. Normally we start at 300 or 1,000 or 5,000. We're not doing political work. We have studies that go to 300,000. You really can't make a decision on this. But it gets you to a process. If you want to do more, we'll do more.

MR. BEATTIE:
Can we use the Altru system and provide that data to Steve's people and get responses from them, as well? These are people who are familiar with us.

DR. GITTELMAN:
It's not a problem at all. We can give you a link. You can send them to the link. You could put your link on your website. They can tap into that link and go to our system. I will keep it on our system, just as long as someone who knows what's going on there.

The project time is where learning is. If you want to drive traffic to a site, we can handle as much traffic as you want. By all means, do that. I think it's a healthy thing for the institution to do, to get opinions. I think you should be collecting opinions as to, "How did you like your visit? Did you want to come back?" Anything you want. Do it; this was a good exercise.

MR. BEATTIE:
I think it's great. We really appreciate it.

MR. GUARNISCHELLI:
Betsy, while you were gone, they needed a volunteer.

MR. GLASCOCK:
You're now on every committee.

MR. BEATTIE:
We nominated you for the Catering Committee, since you did all that work.

MR. GUARNISCHELLI:
No one wanted it, so –

MS. CAMBRIA:
Can I just ask one question? While I was riding around in my car, my head was spinning. How many people here have actually read the contract?

DR. GITTELMAN:
I did. You did, too.

MS. CAMBRIA:
Yes.

MR. BEATTIE:
Let's not go back there right now.

MR. GLASCOCK:
I read the contract, but I have not read the most recent draft of it. That's why I think the discussion and the review will be helpful, at least for me.

MR. BEATTIE:
Neighbor Relations Committee. We have to get together. Here's what I'd like to do, a Committee Day. I know that the members that are on that committee vary in terms of their availability. What we're trying to do with some of the other committee members is make it the Wednesday before our next meeting. That was February 13. Do you guys want to have a morning meeting? Does that work better for you guys?

MR. MULE:
Which day –

MR. BEATTIE:
What time?

MR. MULE:
No, what day are you talking about?

MR. BEATTIE:
February 13.

MR. MULE:
Okay.

MS. GEGWICH:
Regarding the Neighborhood Committee, and I don't know if you want to get into this until we decided on the date, but being that we had the public meeting on the cell tower this summer and we haven't followed up on anything, I would like to see if there's some sort of communication we could send out from the Board to the residents and all the people who came out to that public meeting to let them know where we are in the process.

DR. GITTELMAN:
Boy, you really want to kill it.

MS. GEGWICH:
I feel like we caused a ruckus, and there hasn't been any follow-up. My request would be that we come up with some sort of follow-up. Whether we do that at our committee meeting on February 13 or something, but it occurred to me, and I said it last night at the meeting at the church about the access road, it's so important to get the public's feedback. We did a good job of getting it out there, but we need to do something. We need to follow up and let people know where they stand so we don't just make people angry and never come back. I would like to request that.

MR. BEATTIE:
That's the perfect subject for that committee meeting. Actually that correspondence should come from the Neighbor Relations Committee.

MR. MELORE:
That date is fine with me.

MR. BEATTIE:
What time is good for you?

MR. MULE:
Early.

MR. BEATTIE:
Eight o'clock in the morning?

MR. MULE:
Okay.

MS. GEGWICH:
Okay eight. Can we all come to that meeting with what we'd like to send out, and then hammer it out and get something done that day?

MR. BEATTIE:
Yes, agreed. And it's us four. Betsy, did you want to join that committee?

MS. CAMBRIA:
I am on that committee, but I won't be around that day. If you make it the day before –

MR. BEATTIE:
I'd like to keep it for the 13th. The other meeting is on the 13th, as well, the Executive Board. We agreed on that yesterday. It's the day before Valentine's Day. No, wait, we did that in HR, didn't we? We will definitely do that meeting on the 13th at eight o'clock, and we'll talk about the other committee.

MR. MULE:
That meeting is going to be here, Ron?

MR. BEATTIE:
Yes.

Buildings and Grounds, Kevin.

MR. PETERMAN:
Same thing. Let me just say that the following buildings still have some water issues. We still have leaks in the Marine Museum, the archives, the guides' room, the Northport Porch, the Habitat and the Windsor Bedroom. It looks like the Windsor Bedroom seems to be getting worse. With any luck and some help from Lance, we'll get more funds, and we could get these roofs repaired. Until we get the

roofs repaired, I think we're going to hear the same report every month.

MR. BEATTIE:
Human Resources.

MR. GLASCOCK:
We had a committee meeting last night. We reviewed our policies. I think we're in pretty good shape with respect to that. The one thing we were trying to do is update the Employee Manual. Our goal is to have that done within the next month to revise certain provisions in it, so that we could present it to the Board for review and adoption hopefully. We dealt with some specific personnel issues. The better part of the meeting we were trying to reignite the HR Committee to head in a good direction. I think we made some good progress.

MR. BEATTIE:
Let me add that the onus on getting this done for a presentation at the next Board Meeting is we are hiring people for the planetarium opening. While we're hiring them, we want to make sure everybody is on the same page, and we don't have some of the problems that we had in the past. Very good. Thank you, Tom.

Executive Director Report.

MR. REINHEIMER:
I think all of you got a copy of the annual report. If you need some, we only printed up 500 of those because they were a little lengthy and a little expensive. I think the important part of that report is that I think it will help you go out and help us go into the public and see if we can find sponsors and supporters and raise more funds. It's a very positive report. We have done a lot. It really covers 18 months to almost two years. In that period of time, we have done a lot. If you need more copies, I have them.

We are in the process of getting it on the web on a flip page, so that when you go on the link, you can actually turn the pages as if you were looking at the book. We will try to get that up by next month.

I guess the most important issue right now is the planetarium update. March 14 is the date for the opening celebration and private reception. Please if you have people that you think are important to invite that are important to the museum, important to cultivate as friends and supporters, forward to me their names and email addresses.

We are going to use an email alert system or we're going to send out "Save the Date" invitations within the next couple weeks, and then we'll send out an invitation RSVP that they can with an email RSVP and we'll have a count on how many people will be there.

There are quite a bit of friends and supporters of the museum, so that should be a big event. I think we'll have 250 people there. We'll have planetarium shows. We're going to end up with around 150 seats so we'd have two planetarium shows. We would do one show, a live lecture, and really showcase the planetarium. The planetarium is really the guest of honor that night. I think it speaks for itself. It's awesome. It really is. It's world class. It's something to be very proud of.

Where are we with construction? The roof is finished. I'm happy to report that they decided that the dome – the clay tiles, they are not removing those clay tiles on the dome. They are staying. They're going to do some minor repair on the top of the dome where they discovered that's where it's leaking. They have done a great job with the hatch that opens up for the telescope on the roof. They raised that trap about six inches. So that previously was cutting into the flat roof and causing leaks.

With the finishing of the planetarium last week, they have moved on to the Hall of Fishes. They started that on Monday. Weather permitting, they haven't been too active up there the past couple days, but they are doing that. From there, they're going on to the Stoll Wing.

Regarding the Stoll Wing, the materials have already been delivered for the roof. So they're sitting there waiting for them to work. The Marine Museum is a problem and is leaking. That should be taken care of.

MR. BEATTIE:
You wouldn't think that would be a problem, right, because it's a Marine Museum. It needs some water.

{LAUGHTER}

MR. REINHEIMER:
We do need work on the facades. Steve Gittelman has brought that to our attention previously. You could see those facades disappear and crumble into sand. We need to start to get the County to understand how important that is to work on the facades.

The Marine Museum, especially, is starting to show some real signs of decay and needs to some attention next year as soon as the weather is suitable for working on the facades.

Getting back to the planetarium, the carpet is scheduled to be installed the end of February. The donor wall is scheduled for the 24th of January. The museum staff is working on painting and dry-walling the planetarium lobby and store. The ceiling and new lights have been installed in the lobby. We have high energy lights, new ceiling tiles, and the difference of that ceiling is night and day. The lights in there are computer operated, so they can be dimmed or as bright as we need them. So the place looks great, and it's not even painted yet.

The County is providing us with new fixtures that need to be replaced in the restrooms. We will do the cosmetic work on the restrooms and get those in shape so that they look as good as the rest of the building.

I think that's it – wait, getting back to the logo, if I could just return to the logo. What I'd like to do -- I happen to like the logo with the star. But the problem with that is that it doesn't speak to the whole museum.

The new logo we developed to try to speak to the whole museum, green for the grounds, dark blue for the sky and light blue for the water. That's three iterations that are here on the property.

What I'd like to do is to develop some pieces to see how the public responds to them. One of the things I'd like to do is with the addition of our associate membership is to for under $100 we can have a thousand cards and see how that logo looks and works. But I'd like to have the Board's approval to bring that public.

Also I'd like to try to put this on our website. I think that's a good link to see how it is. We could do a dual tract. One of the things that I saw, we did a mock-up on the membership card with the new logo. Seeing it floating around, which I have some here, by itself, it's nice but it needs to be integrated into a piece to see whether it looks good integrated into a piece or not.

Betsy came up with a variation that we had mocked up also, which it takes more of the Yellin Ironwork and scroll work to do into that star. My feeling is, in terms of concept, if you like this, adding the scroll

work is minor. The major concept is, do you like this or don't you? Then we can go from there and discuss it.

There are two ways to look at the scroll work. It accentuates the Yellin Ironwork and kind of makes that complete in that little dome area. Or you can say, well, this is clear because there are three stars. Like everything, like the contractors, they always have two or three different opinions. I'm sure we'll have 15.

But I'd like to try to use the piece or the logo on a couple pieces and see how that's accepted by the public. I think it's important, and Steve had said it at the last meeting, you unveil a logo and if it's not accepted or it's not a good one, to retrench and to take it back is not a positive experience for the institution.

MR. MULE:
Can you pass those around?

MR. REINHEIMER:
Sure.

MR. BEATTIE:
I'd like to talk about a little bit about when I first came on the Board we did a whole branding and imaging thing. That was only five years ago. I think as a Board we need to look at strategically where we're heading, what we're communicating and what we're branding out there.

I don't think we should be in any rush to come up with a new logo. If we were doing it for the planetarium to make a big splash or if we had planned it and we were going to do it for that, I would say, yes. But that's something I think we really need to figure out strategically where we're heading as an institution and then design a logo to that. That's my opinion.

I don't think we should be in any rush to change our whole branding without doing a whole branding thing of changing the logo. That's my own personal marketing experience and opinion.

I want to bring up something regarding Buildings and Grounds. If you haven't noticed, and Lance didn't mention it, Lance was able to get the paving done, which looks fantastic. I think that's a real – when those buses come in and they see that, it's a real big branding and imaging

thing, as opposed to pot holes and how bad it was. Kudos to Lance for getting that done.

Anything else on the Executive Director's Report?

MR. GLASCOCK:
I just scanned through the draft contract and it says provides subject to the Suffolk County Legislative approval for license or grants to the licensee and the licensee –" so that indicates that it does need legislative approval. It also has a provision for an operational plan that says that it's subject to approval by the licensor and the Suffolk County Legislature.

MS. GEGWICH:
Lance, can I just ask a question? Were you asking tonight for us to approve 1,000 – were you asking for us to decide that tonight and get a test going starting today?

MR. REINHEIMER:
Yes, I would like that. We have a couple – you know, Ron brings up a couple things. I agree with him that we shouldn't rush. We've had discussions on what direction we should go in and what logo we should use.

With Altru, we're going to be on-line for the planetarium shows. With Altru we have cards that will be issued starting now with bar codes. We're stymied because what logo do we put on it? Do we put on the Yellin logo from years ago, that is representative of the history of this institution? Or do we do the star or do we do the new one?

That's where we are. Cards – we have to order a pretty good supply of cards. I can't remember off the top of my head what they cost, but they're not inexpensive. I think we have to order a quantity that's well over what we use in one year. So I'm not even sure what direction to go in with that. We should have the cards today, but we've been holding off because we don't know what direction to go into.

On the donor wall, it's the same thing. Our mission statement will be on the donor wall. They haven't done that piece of donor wall because, again, the donor wall represents the whole museum. We don't have a place to display that in the mansion because this is a historical building. We don't want a donor wall in one of these rooms. We're putting it in the planetarium lobby, which happens to be the area

where most people go through anyway. But the donor wall is not specific for the planetarium.

The donor wall recognizes the Spear family that made $100,000 donation for the Stoll Wing. It will recognize William and Mollie Rogers who also made $100,000 donation for the planetarium. They are still going to be on that same wall.

So what logo do we use? Do we use a logo that's relevant to the museum and the mansion? Or do we use one for the planetarium? We haven't gone anywhere with that.

What direction are we going on? There are a lot of questions. I'm just looking for some direction. I like the star logo, but it doesn't speak to the museum, so where do we go?

I'm asking if we can do something now to start to test this. We developed an ad for the Engeman Theater to go on their playbill "Wait until Dark," so that play runs perfectly with the opening of the planetarium. It starts – I think it already started or it will start, and it runs through the beginning of March. It might be March 12. It's perfect timing. What we designed had elements but it wasn't this logo. It had a swish of colors and indicates that maybe we're looking toward a new logo. We can do a dual tract.

I think it's better to test and to get some feedback on whether this is the right direction by putting it on our website so that people that visit our website can take that survey. They are familiar with the museum. They may be buying tickets for the planetarium. They can take the survey. Over time, we can decide.

Where we go with the logo for the membership cards, I don't know what direction to go with that at this point in time. We should make that decision.

MR. BEATTIE:
I make a motion that if we have to decide that now, and it sounds like we do, I would say we brand the one that we have been going with for five years. We really haven't gotten much in terms – or I should say, I haven't gotten any negative responses from it, other than some people say that it doesn't say enough. But it says specifically mansion, planetarium and museum.

I know there was some concern about the star. But if we're going to make that choice, I think that has to be a real studied thing. I think the Development Committee really has to do a strategy that says we're going in this direction. If it comes to the cards that are going to be printed up for the membership, I'd say let's just go with the new one – I mean the existing one. So there's a motion.

MS. GEGWICH:
So this is a motion to go with the existing one?

MR. PETERMAN:
Second.

MR. MULE:
I'm sorry. What's the motion?

MR. BEATTIE:
The motion is to go with existing star logo on the membership cards. There's a motion and a second. Joe?

MR. DUJMIC:
Is this necessary? Do we need to change the logo? Is this something that's – and by the way, how are we voting on this? Is it going to make or break the future of the Vanderbilt? I'm a little conservative in this regard, but why don't we just maybe stick with what we have? I'm going to be perfectly honest; I don't love the new logo, personally. It doesn't do anything for me. That's just me personally. Maybe it's because I know the Vanderbilt's logo should be what it already is. Maybe I'm even a little partial to keeping it the same way that it's been. Maybe I'm a little stuck in a few years ago.

When you brand something and when people know that logo, and, obviously, I knew it before I was a member of this Board, but if I saw this logo and I knew it was the Vanderbilt name. Let's just stick with it. I don't think changing the logo is going to make a big difference. I don't think there was anything wrong with the old logo. If it aint broke, don't fix it. That's just my opinion.

MR. GUARNISCHELLI:
Henry Ford hasn't changed his logo in over 100 years.

MR. DUJMIC:
There you go.

MR. PETERMAN:
Did I understand you that you just wanted to make sure we were all in agreement that we were going to – we need to put something on the card. So the motion is just to give you our opinion, yes, put the existing logo on the card. I think that's what we're voting on, right?

MS. GEGWICH:
But then also to approve further study of the new logo.

MR. REINHEIMER:
Right, and you know, we're not married to anything in regard to the future of the card. We can always, down the road if we decide that, yes, we're going to change our logo, we just will print up different cards. Or we could decide to continue to use the cards that we have printed up. It's not a decision that is – but I didn't want to print up several thousand cards because that's the minimum order and have these cards, and then six months from now say that we want to move in a different direction. I think using the current logo is a safe move.

This came about because there's been discussion in the museum about this. Everybody has an opinion, which is good, and they tell me their opinions. As I said, this one speaks to the planetarium, but it doesn't speak to the museum. That's what started this development – to come up with a way to see how we develop one logo that tried to speak through really the three parts of the museum, the planetarium, the mansion and museum and site use and people coming here for special events.

DR. GITTELMAN:
If you want to try out the new logo, I'll tell you what. I would support the notion to leave things as they are. I'll get another 200 people to fill out the survey. That will get us up to 300. That could actually give you some data.

MS. GEGWICH:
And to put the link on our website, which I think makes sense, also.

DR. GITTELMAN:
It's expensive but let me just get it done. I'll have your 300 interviews by next time. You'll have a little bit more data. If that makes you feel like we're studying it, that's studying it. But I will just print the stuff. I wouldn't change the brand without making a firm decision.

MR. BEATTIE:
We have a motion and a second. Any objection? **(Vote: 13/0/0/2 Absent: Mr. Rogers. One vacant position.)**

The only other thing I have is we are at the point where we either have to renew or not renew our existing contract with our auditors. My personal feeling is that they have done a great job. I don't know if anybody else has any –

DR. GITTELMAN:
I have an opinion on the issue. I struggled with auditors. They made my life miserable. If you're having smooth sailing, stick with your sailing. Don't change unless you have a real reason.

MR. BEATTIE:
Do we have a motion?

MS. OLDRIN MONES:
Motion.

MR. PETERMAN:
Second.

MR. BEATTIE:
Okay, without objection? **(Vote: 13/0/0/2 Absent: Mr. Rogers. One vacant position.)**

MR. REINHEIMER:
One more thing, Mr. Rogers isn't here today due to illness, so he has an excused absence.

DR. GITTELMAN:
He has the same problem as I do. I have a new hip. Bill's hip went out, too.

MR. BEATTIE:
Him and A-Rod.

DR. GITTELMAN:
Not exactly the same.

MR. BEATTIE:
Does anybody have any old business to bring up?

MR. DUJMIC:
I have old business. I think it's old business. We'll pretend it's old business. A little over a year ago, we had started a Fundraising Committee. I was asked to be the Chair of it. I had to resign shortly after because of a potential conflict that many of you probably know about.

That conflict has gone away. I would actually ask that we reinstitute the Fundraising Committee. I would ask to be Chair because I have to tell you something. We have plans for the long term, but we need to raise money. That is the key. I will work along with Lance. We have a great system in place.

MR. GLASCOCK:
I'll make a motion.

MR. BEATTIE:
That was a subcommittee to the Development Committee, but, yes, let's get it going.

MR. MULE:
I'll second the motion.

MR. BEATTIE:
Okay, we have a motion and a second to form a Fundraising Subcommittee to the Development Committee. Without objection? **(Vote: 13/0/0/2 Absent: Mr. Rogers. One vacant position.)**

Okay, we already did the planetarium opening, thanks to Lance. Does anybody have any other new business, other than the election of officers? Okay, go ahead, Kevin.

MR. PETERMAN:
Yes, the Nominating Committee has come up with the following slate of officers: Ron Beattie, President; Joe Dujmic, 1st Vice President, Gretchen Oldrin Mones, 2nd Vice President; myself as Secretary; and Betsy Cambria as Treasurer.

DR. GITTELMAN:
I make a motion to have the Secretary cast a single vote –

MR. BEATTIE:
Are there any other nominations? Without objection? **(Vote: 13/0/0/2 Absent: Mr. Rogers. One vacant position.)** Thank you. We stand adjourned.

(Mr. Ron Beattie adjourned the meeting at 9:15 p.m.)

RB:ap
Attachments

Suffolk County Vanderbilt Museum

January 2013 Meeting Agenda

January 16th, 2013 / 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 & Exhibit
- C. Development
- D. Neighbor Relations Committee
- E. Operations
  1. Buildings and Grounds
  2. Human Resources

V. Executive Director Report

VI. President's Report

VII. Old Business

VIII. New Business
- A. Planetarium Opening
- B. 2013 Election of Officers

IX. Adjournment

SUFFOLK COUNTY VANDERBILT MUSEUM

Treasurer Report

October 2012

	Actual	Budget	Variance
	October	October	
Revenue			
Admission	$ 9,982	$ 34,900	$ (24,918)
Membership	$ 35	$ 760	$ (725)
Museum Store	$ 2	$ 5,500	$ (5,498)
Special Events	$ 600	$ 4,000	$ (3,400)
Suffolk County Funds	$ 100,903	$ 60,541	$ 40,362
Endownment	0	16,666	$ (16,666)
Site Use	$ 8,135	$ 13,500	$ (5,365)
Donations & Gifts	$ 204	$ 833	$ (629)
Other General	$ 6,000	9,425	$ (3,425)
Total Revenue	$ 125,861	$ 146,125	$ (20,264)
Expenses			
Salaries & Wages	$ 57,721	$ 46,150	$ 11,571
Benefits	$ 16,512	$ 24,000	$ (7,488)
Maintenance & Equipment	$ 3,610	$ 3,292	$ 318
Insurance	$ 5,800	$ 5,858	$ (58)
Professional	$ 15,501	$ 10,416	$ 5,085
Museum Store	$ 531	$ -	$ 531
Telephone	$ 2,440	$ 959	$ 1,481
Utiilities	$ 3,625	$ 12,960	$ (9,335)
Supplies, Programs, Gala	$ 1,542	$ 3,459	$ (1,917)
General Expenses	$ 10,576	$ 2,322	$ 8,254
Total Expenses	$ 117,858	$ 109,416	$ 8,442
Excess / Deficiency	$ 8,003	$ 36,709	$ (28,706)

SUFFOLK COUNTY VANDERBILT MUSEUM

Treasurer Report

November 2012

	Actual November	Budget November	Variance
Revenue			
Admission	$ 5,831	$ 27,900	$ (22,069)
Membership	$ 150	$ 1,000	$ (850)
Museum Store	$ -	$ 6,000	$ (6,000)
Special Events	$ 10,860	$ 5,000	$ 5,860
Suffolk County Funds	$ 50,451	$ 60,541	$ (10,090)
Endownment	0	16,666	$ (16,666)
Site Use	$ 9,900	$ 5,500	$ 4,400
Donations & Gifts	$ 1	$ 833	$ (832)
Other General	$ 5,522	9,425	$ (3,903)
Total Revenue	$ 82,715	$ 132,865	$ (50,150)
Expenses			
Salaries & Wages	$ 54,458	$ 46,150	$ 8,308
Benefits	$ 19,661	$ 23,119	$ (3,458)
Maintenance & Equipment	$ 1,892	$ 3,292	$ (1,400)
Insurance	$ 5,803	$ 5,858	$ (55)
Professional	$ 12,686	$ 10,416	$ 2,270
Museum Store	$ 2,430	$ -	$ 2,430
Telephone	$ 2,624	$ 959	$ 1,665
Utiilities	$ 6,298	$ 12,960	$ (6,662)
Supplies, Programs, Gala	$ 6,817	$ 3,459	$ 3,358
General Expenses	$ 1,256	$ 2,322	$ (1,066)
Total Expenses	$ 113,925	$ 108,535	$ 5,390
Excess / Deficiency	$ (31,210)	$ 24,330	$ (55,540)

SUFFOLK COUNTY VANDERBILT MUSEUM
TREASURER REPORT FOR THE YEAR ENDING 2012

	Actual January	Actual February	Actual March	Actual April	Actual May	Actual June	Actual July	Actual August	Actual September	Actual October	Actual November	Budget December	Project Year End	Adopted Budget	Dollar Variance
REVENUE															
EARNED INCOME															
Admissions	6,018	11,922	7,313	11,623	20,232	18,486	19,865	22,003	23,848	9,982	5,831	33,900	191,023	425,000	(233,977)
Membership	35	500	1,260	1,000	1,300	1,610	610	2,160	535	35	150	590	9,785	35,000	(25,215)
Museum Store	69	93	15	91	296	1,792	512	112	807	2	0	6,000	9,789	50,000	(40,211)
Special Events	5,890	8,697	3,024	987	2,486	5,536	24,332	10,281	1,353	600	10,860	3,000	77,046	65,000	12,046
Suffolk County Funds	0	0	0	0	0	121,083	0	50,451	0	100,903	50,451	60,541	383,429	726,499	(343,070)
Endownment	60,000	60,000	60,000	65,000	60,000	60,000	60,000	60,000	0	0	0	16,674	501,674	200,000	301,674
Site Use	4,975	5,420	2,275	1,925	10,205	12,285	16,855	15,089	23,585	8,135	9,900	3,500	114,149	125,000	(10,851)
Donations & Gifts	0	0	0	360	1,875	102,211	73	0	5,006	204	1	837	110,567	10,000	100,567
Other General	5,592	82,613	310	198,310	7,243	4,579	6,260	5,533	6,105	6,000	5,522	9,426	337,493	113,100	224,393
Total Earned Income	**82,579**	**169,245**	**74,197**	**279,296**	**103,637**	**327,582**	**128,507**	**165,629**	**61,239**	**125,861**	**82,715**	**134,468**	**1,734,955**	**1,749,599**	**(14,644)**
EXPENSES															
Salaries & Wages	57,988	58,967	55,499	54,231	59,170	60,151	61,921	60,395	57,691	57,721	54,458	50,266	688,458	564,306	124,152
Benefits	23,454	17,250	20,147	18,344	20,434	17,249	30,559	15,170	21,437	16,512	19,661	23,443	243,660	281,562	(37,902)
Maintenance & Equip.	1,589	1,035	1,555	2,435	2,738	4,603	2,498	845	7,737	3,610	1,892	3,292	33,829	39,500	(5,671)
Insurance	6,000	5,881	5,800	5,400	5,800	5,800	5,863	5,802	5,800	5,800	5,803	5,862	69,611	70,300	(689)
Professional	13,900	16,388	21,672	18,984	14,928	14,223	13,851	22,525	26,608	15,501	12,686	10,424	201,690	125,000	76,690
Museum Store	0	385	124	0	328	1,901	358	0	231	531	2,430	0	6,288	0	6,288
Telephone Communic.	4,235	409	521	4,238	2,195	2,421	2,602	2,152	2,372	2,440	2,624	959	27,168	11,500	15,668
Utilities	14,660	15,979	10,682	11,493	5,633	9,822	4,096	15,128	17,956	3,625	6,298	12,960	128,332	160,000	(31,668)
Supplies, Prgrm., Ball	19,322	10,471	2,721	1,925	7,561	4,307	12,371	4,056	3,868	1,542	6,817	3,459	78,420	41,500	36,920
General Expenses	4,532	10,560	10,283	1,479	3,550	2,737	3,567	878	-442	10,576	1,256	2,322	51,298	27,863	23,435
Total Expenses	**145,680**	**137,325**	**129,004**	**118,529**	**122,337**	**123,214**	**137,686**	**126,951**	**143,258**	**117,858**	**113,925**	**112,987**	**1,528,754**	**1,321,531**	**207,223**
Excess / Deficiency of Revenue	**(63,101)**	**31,920**	**(54,807)**	**160,767**	**(18,700)**	**204,368**	**(9,179)**	**38,678**	**(82,019)**	**8,003**	**(31,210)**	**21,481**	**206,201**	**428,068**	**(221,867)**

Question: intro2

The Suffolk County Vanderbilt Museum—a unique combination of mansion, museum, planetarium and park—is a rich Long Island resource. William K. Vanderbilt II created his spectacular, landmark Eagle's Nest estate on 43 hilltop acres above Northport Bay. The mansion is a remarkable time capsule that preserves and exhibits a rare, privileged way of life from the 1920s through World War II. The family's fortune was built with railroad and international shipping enterprises. The grounds of the estate are a beautiful park with spectacular views of Long Island Sound and Connecticut.

The museum complex began with the Hall of Fishes, which Mr. Vanderbilt created after circumnavigating the globe in the 1920s and 1930s in his ocean-going yachts. In the hall, he exhibited the thousands of marine-life specimens he had collected. He also brought back thousands of animal, insect and bird specimens and ethnographic artifacts of notable cultural, educational and historic value. Throughout the year, the Vanderbilt Museum offers intriguing educational programs for all ages, based on animal-habitat dioramas, the marine and natural-history collections, the mansion and Vanderbilt family history.

The Vanderbilt is about to reopen its renovated and technologically updated planetarium. With its 60-foot dome and theatre, it is the largest astronomical facility on Long Island. The planetarium – with a state-of-the-art star projector, full-dome video and surround sound – will be one of the finest and most advanced in the United States and will offer programs of extraordinary celestial beauty. The new theatre was designed to be a flexible space for cultural, business and entertainment events.

The Vanderbilt Museum is expanding its programming to appeal to diverse, multi-generational audiences. New programs include outdoor events (theatre, art-and-music festivals, a clam bake, summer dances), which will complement popular favorites: adult and children's theatre, classic-car shows, and a summer Shakespeare festival. The Vanderbilt is redesigning its logo and institutional identity to reflect these advances and capture the essence of its evolving vision.

The Vanderbilt Museum is expanding Mr. Vanderbilt's vision by creating programs that not only grow out of, and enhance his original mission, but also provide financial sustainability.

Question: q2

How does this logo you selected support the museum's new vision?

Please enter your response below and click continue.

It's green

Question: q3a

Before taking this survey, had you heard of the Suffolk County Vanderbilt Museum?

Please select one and click continue

Yes

No

<- Back **Continue**

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Question: intro2

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Question: q2

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Please enter your response below and click continue.

It's green

Question: q3a

Before taking this survey, had you heard of the Suffolk County Vanderbilt Museum?

Please select one and click continue

Yes

No

<- Back **Continue**

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Question: q3

Have you ever visited the Vanderbilt Museum and Planetarium?

Please select one and click continue

Yes

No

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Question: q4

How recent was your visit?

Please select one and click continue

Less than 1 year

Between 1 to 3 years

More than 3 years

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Question: q5

Based upon the survey introduction or previous knowledge, when you think of the Vanderbilt Museum and Planetarium, what comes to mind?

Please select all that apply and click continue

- Multi-faceted appeal (theatrical productions, classic-car shows, music festivals)
- Park-like (open space, fresh air, trees, water)
- Venue for weddings and photography
- Historic significance
- Elegant, romantic
- Educational, scientific
- Other (please specify) [ ]
- None of the above

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Question: q6

Which logo best represents the Vanderbilt Mansion, Museum and Planetarium?

Please select one and click continue

Suffolk County Vanderbilt Mansion * Planetarium * Museum

SUFFOLK COUNTY VANDERBILT MANSION • PLANETARIUM • MUSEUM

None

<- Back Continue

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Question: q8

Rank the logos from 1 - 3 (1 is your favorite).

Please enter your response for each item and click continue.

Suffolk County Vanderbilt Mansion • Planetarium • Museum	3
SUFFOLK COUNTY VANDERBILT MANSION • PLANETARIUM • MUSEUM	2

1

<- Back Continue

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Question: q9

What aspect of the Vanderbilt is most appealing and would encourage you to visit?

Please select one and click continue

Planetarium

Museum

Mansion

Special Events

Don't Know

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Question: q10

Rank your interest in American History from 1 (no interest) to 5 (very interested).

Please select one and click continue

No Interest 1	2	3	4	Very Interested 5

<- Back Continue

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Question: q11

Rank your interest in Astronomy from 1 (no interest) to 5 (very interested).

Please select one and click continue

No Interest 1	2	3	4	Very Interested 5

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Question: qa

What is your gender?

Please select one and click continue

Male

Female

Prefer not to answer

<- Back Continue

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Question: qb

What is your age?

Please enter a number and click continue

Enter Response: [ ]

☐ ***Prefer not to answer***

<- Back **Continue**

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Question: qc

Which of the following best describes your ethnicity?

Please select one and click continue

Caucasian or White

African-American or Black

Hispanic

Asian or Pacific Islander

Some other ethnic background

Prefer not to answer

<- Back Continue

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Question: qd

What is the highest level of school that you have completed?

Please select one and click continue

Some high school or less

High school graduate

Technical or trade school

Some college

College graduate

Post graduate degree

Prefer not to answer

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Question: qe

Which of the following best describes your household's total annual income before taxes?

Please select one and click continue

Less than $25,000

$25,000 to $34,999

$35,000 to $49,999

$50,000 to $74,999

$75,000 to $99,999

$100,000 or more

Prefer not to answer

<- Back Continue

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Question: qf

What is your marital status?

Please select one and click continue

Single, never married

Married or in a domestic partnership

Divorced, separated or widowed

Prefer not to answer

<- Back | Continue

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Question: qg

Including yourself and any babies, how many people are currently living in your household?

Please enter a number and click continue

Enter Response:

☐ ***Prefer not to answer***

<- Back **Continue**

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Question: qh

How many children, if any, are currently living at home who are...?

Please enter your response for each item. If none, enter "0".

Under 4 years old	
4 to 5	
6 to 12	
13 to 17	

Total: 0

(Total Must Be Less Than 4)

<- Back Continue

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Question: qi

What is your zipcode?

Please enter a number and click continue

Enter Response:

☐ ***Prefer not to answer***

<- Back Continue

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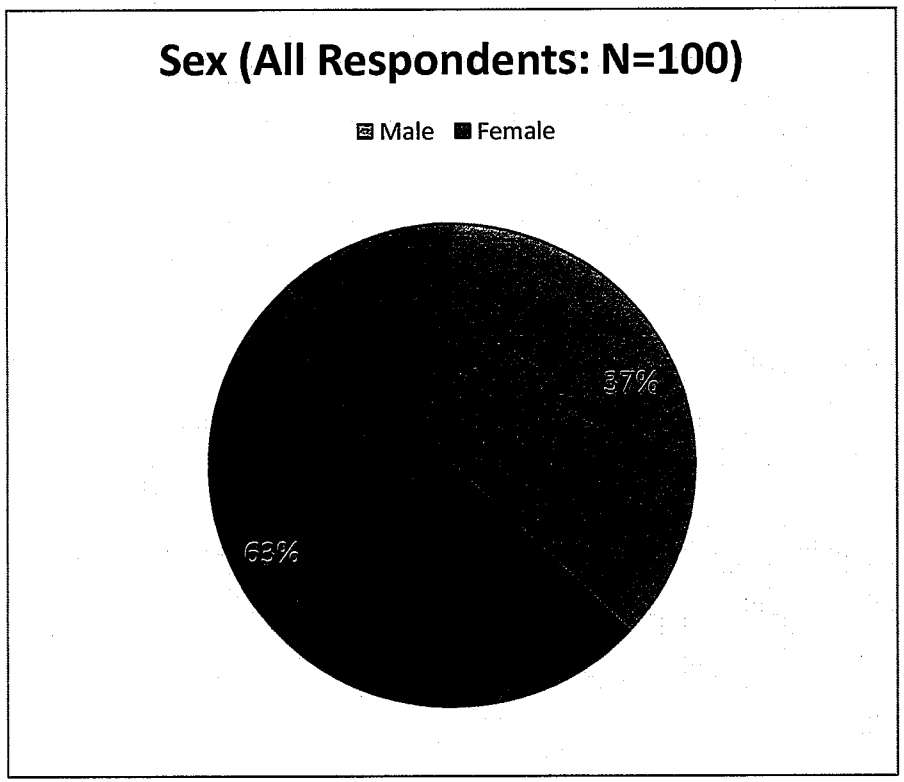
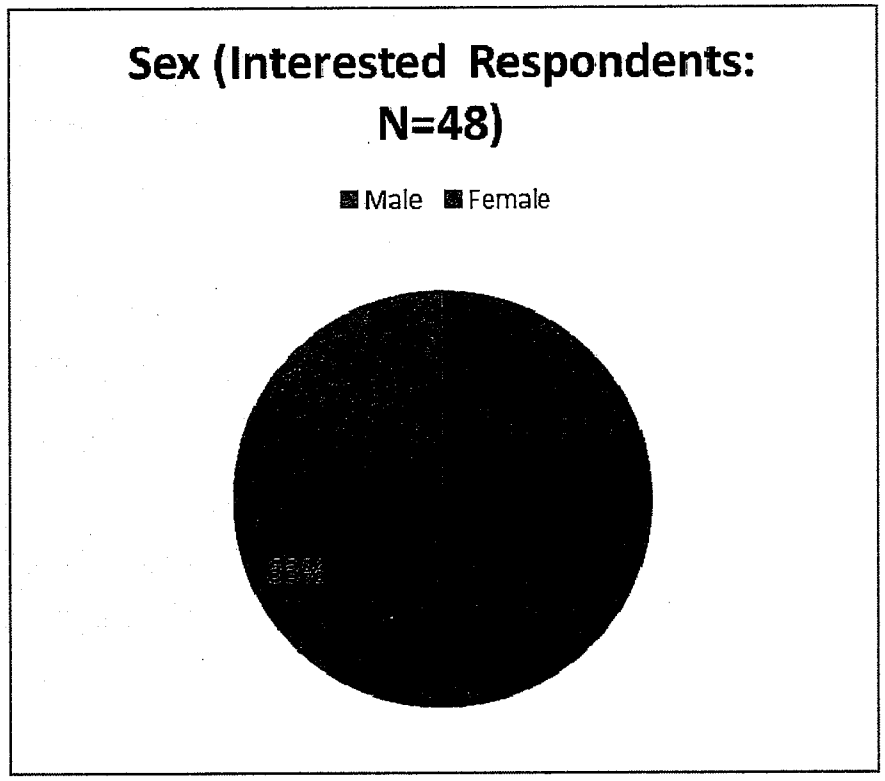
Vanderbilt Logo Test

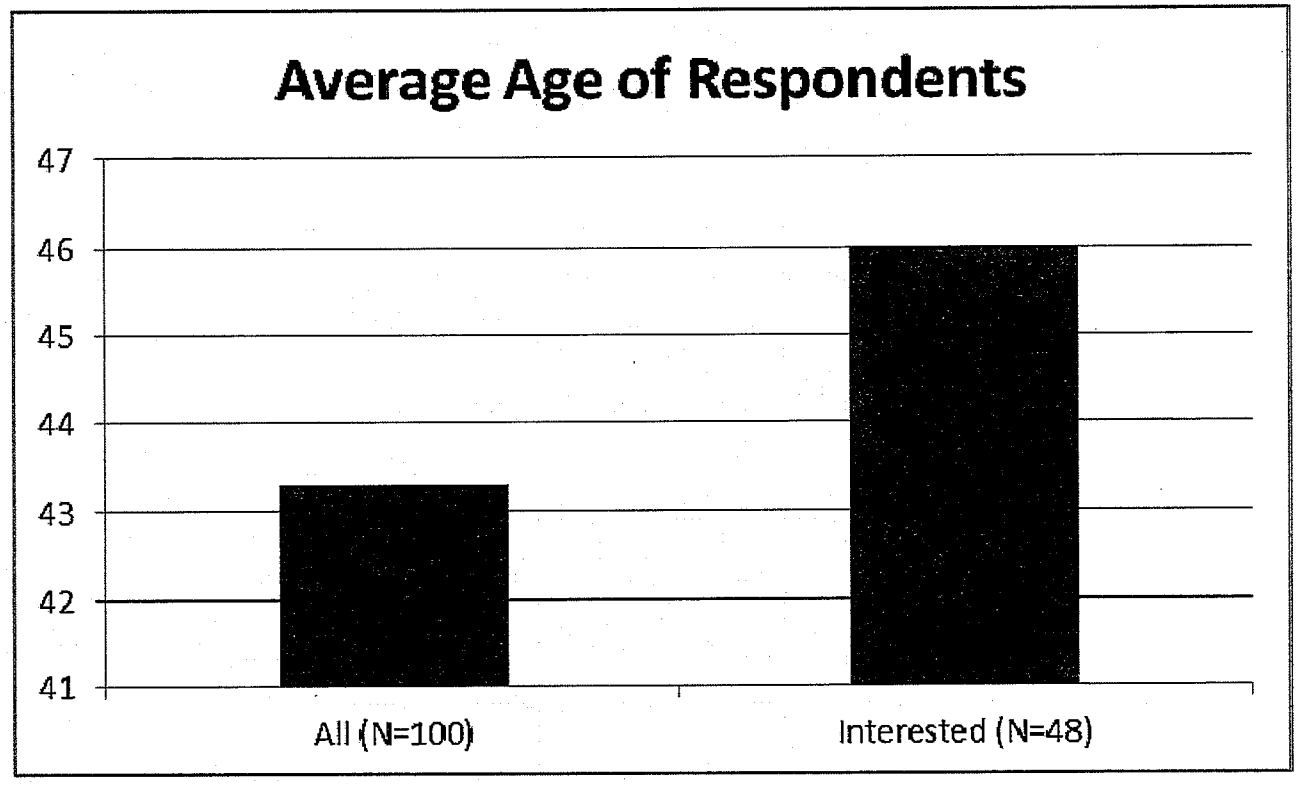
1/14/2013

Sex of Respondents

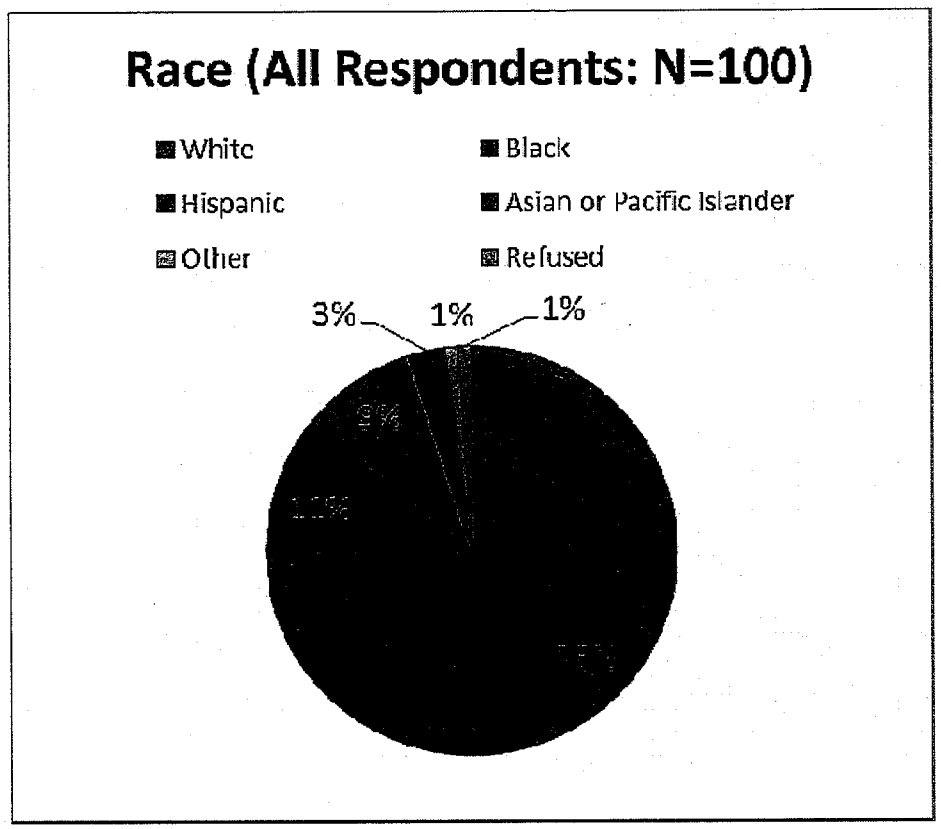


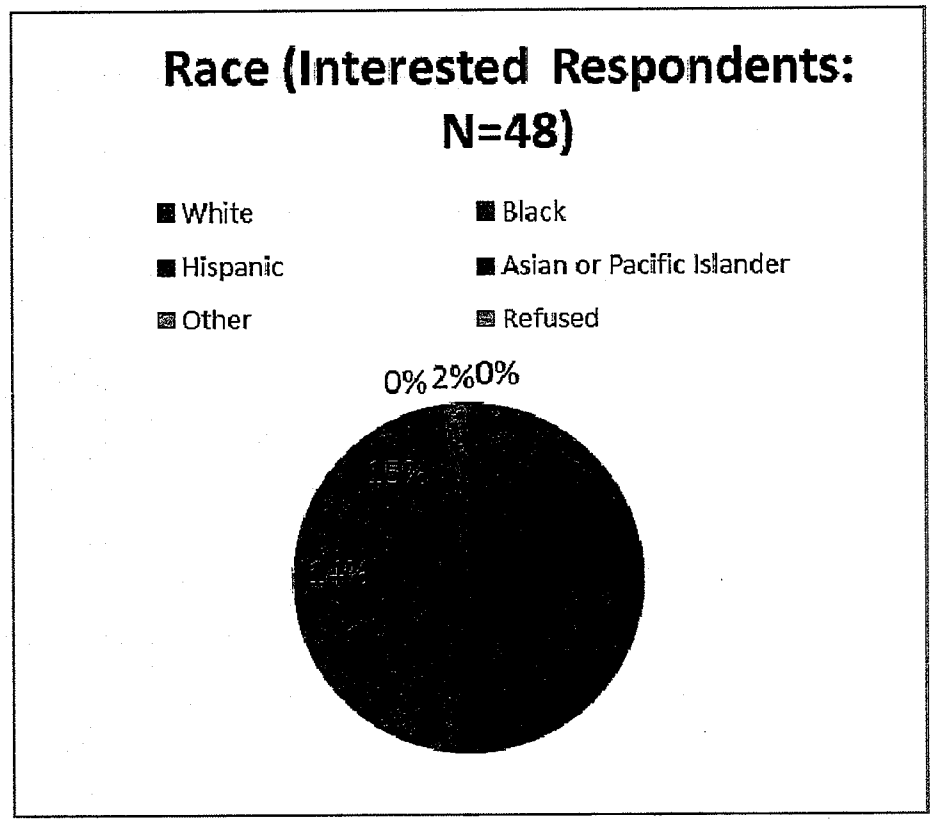


Age of Respondents

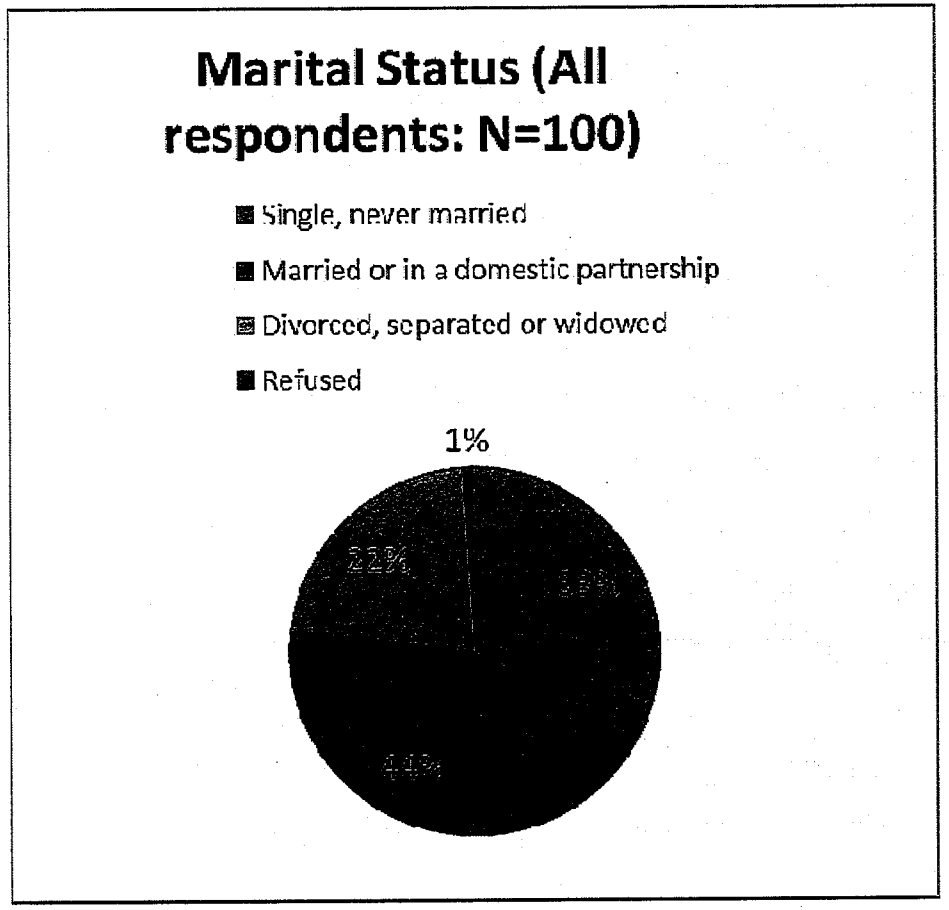


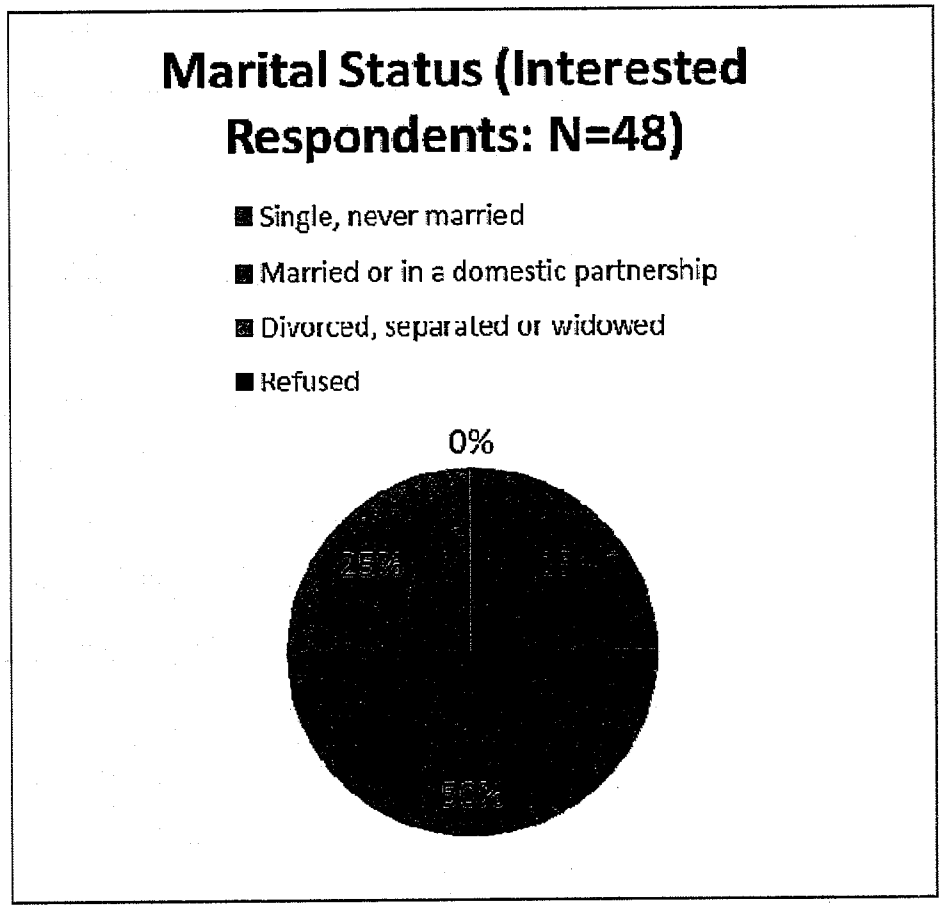
Race of Respondents



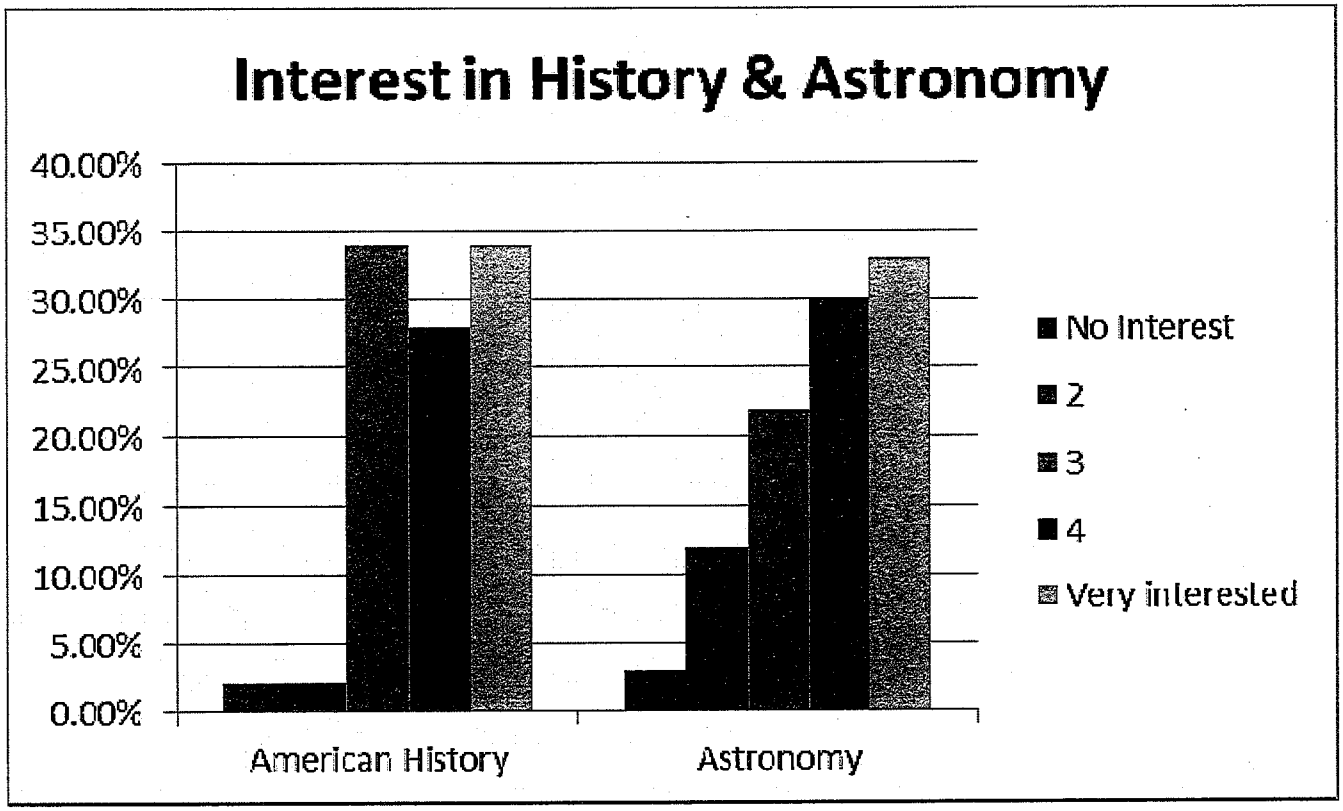


Marital Status of Respondents

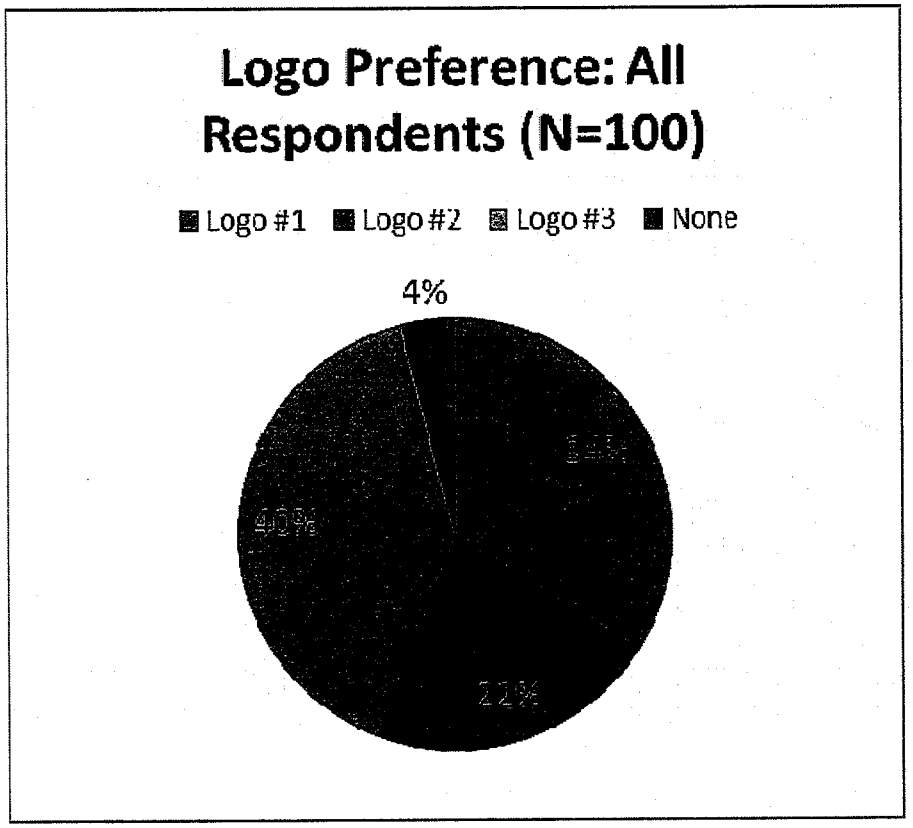


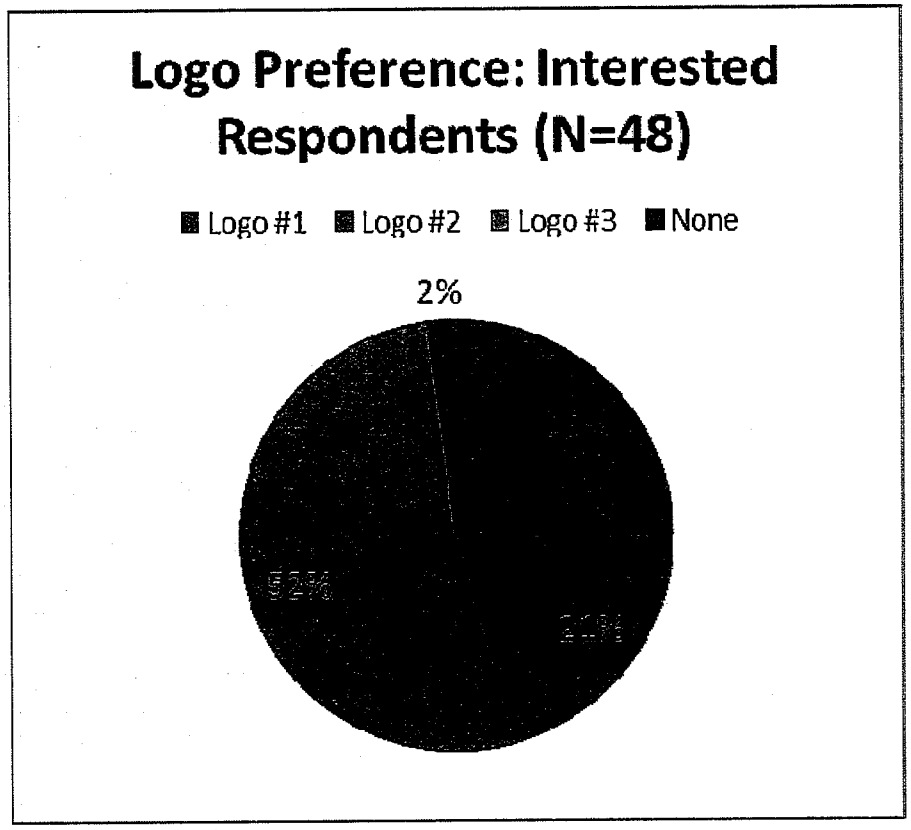


Rank your interest in American History and Astronomy from 1 (no interest) to 5 (very interested).

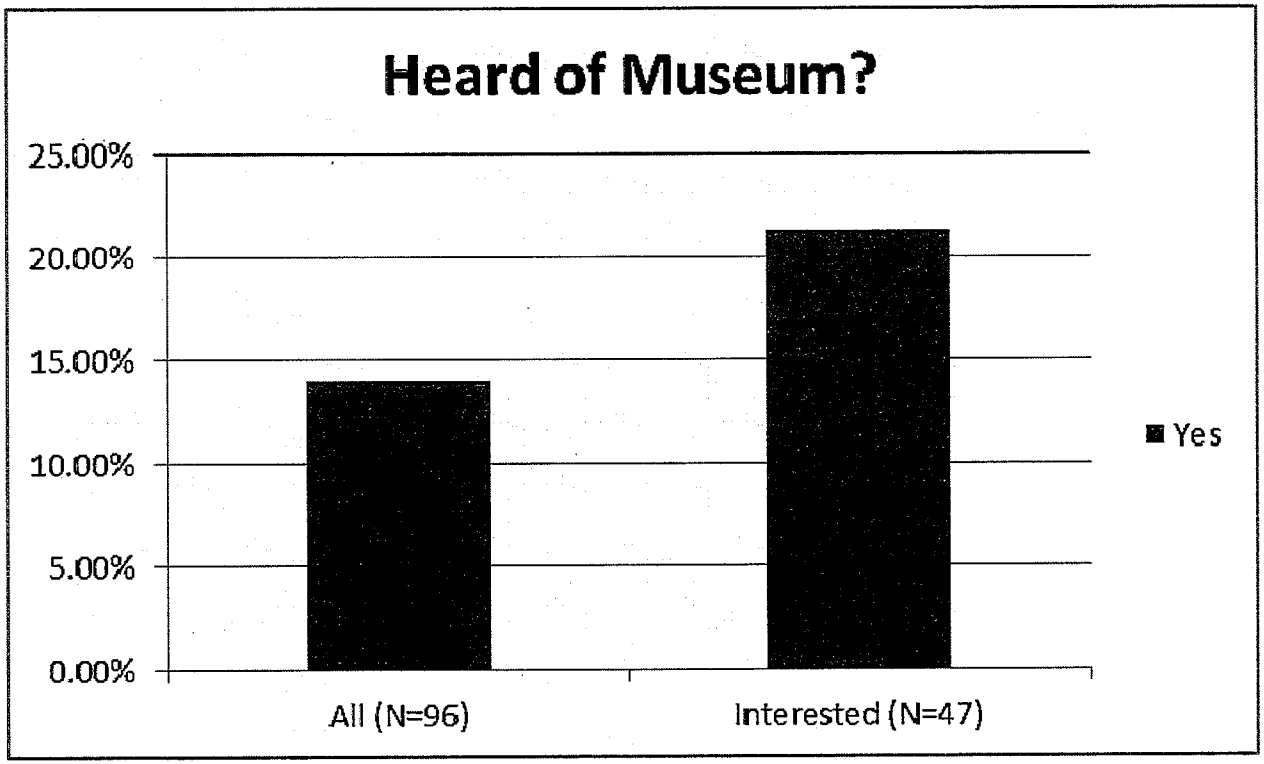


Upon first impression, which logo do you like the best?

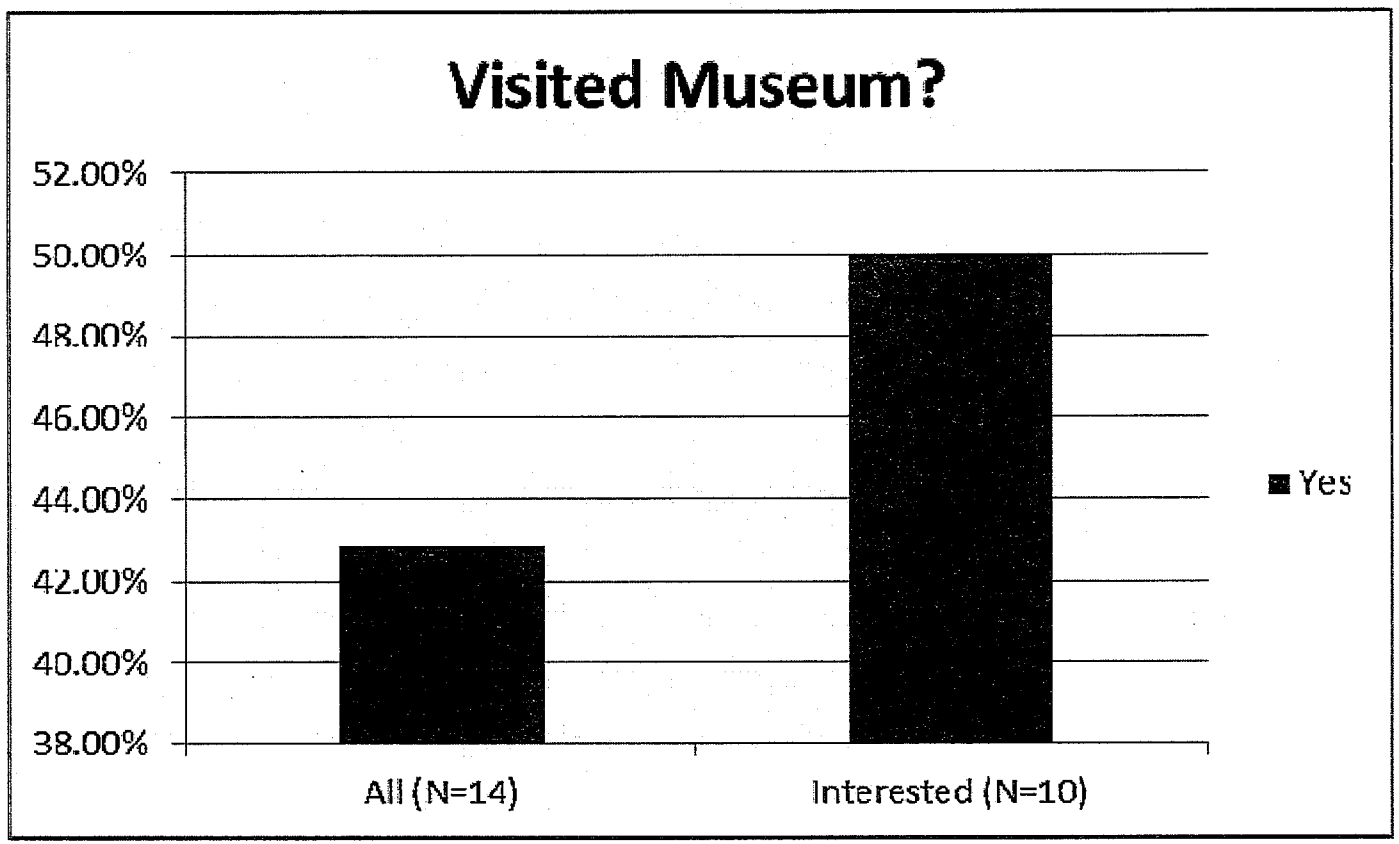




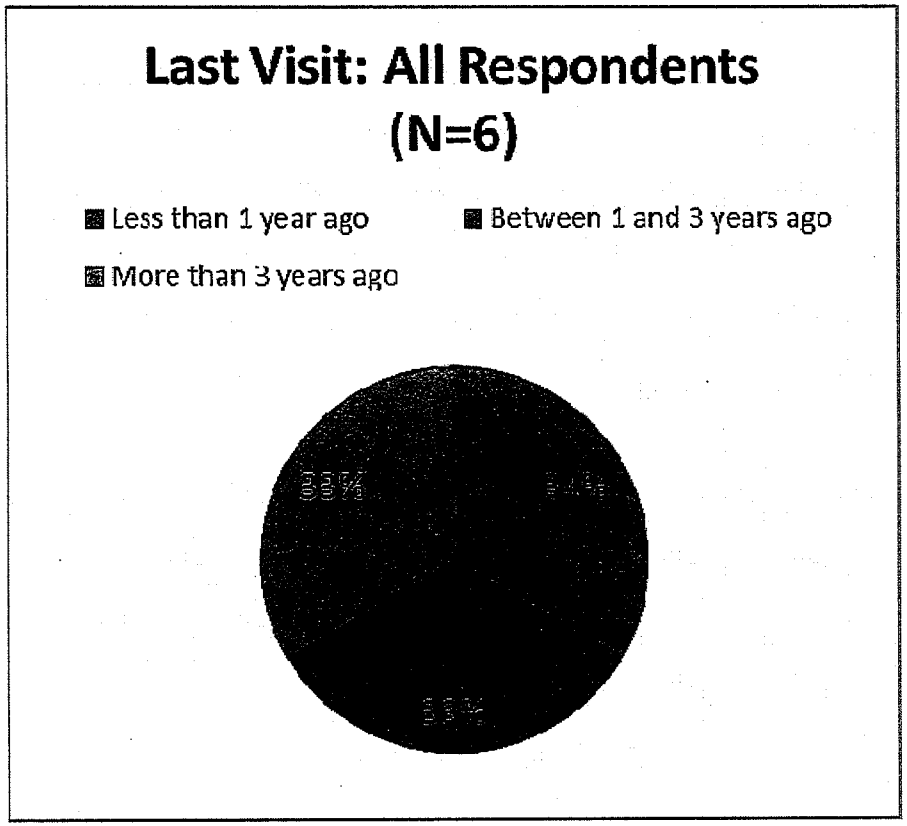
Before taking this survey, had you heard of the Suffolk County Vanderbilt Museum?

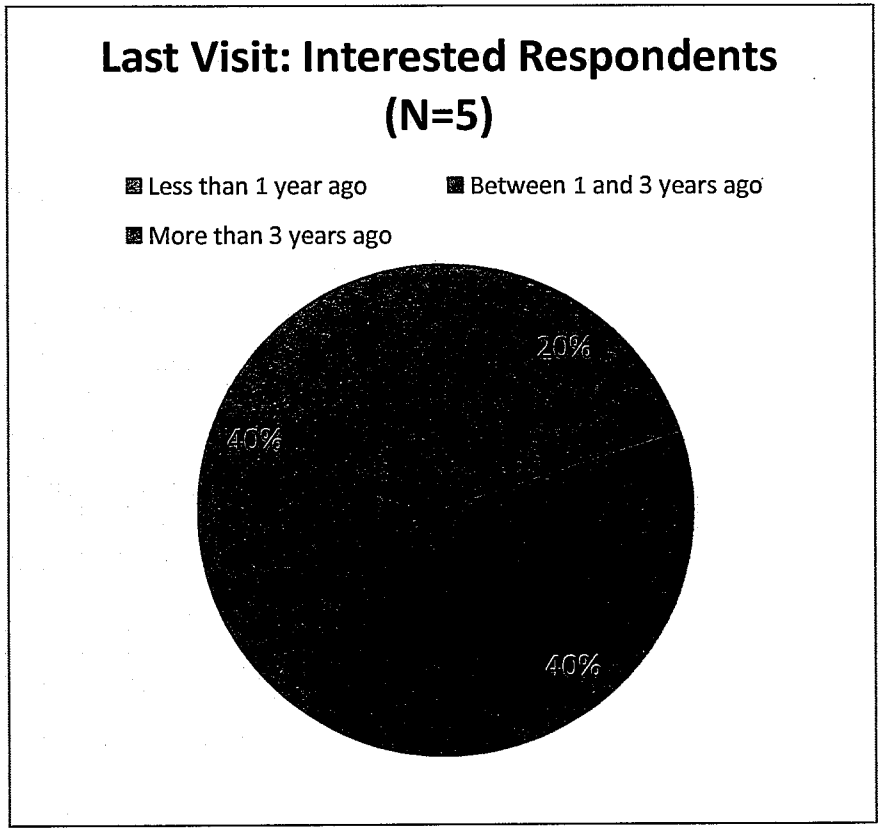


Have you ever visited the Vanderbilt Museum and Planetarium

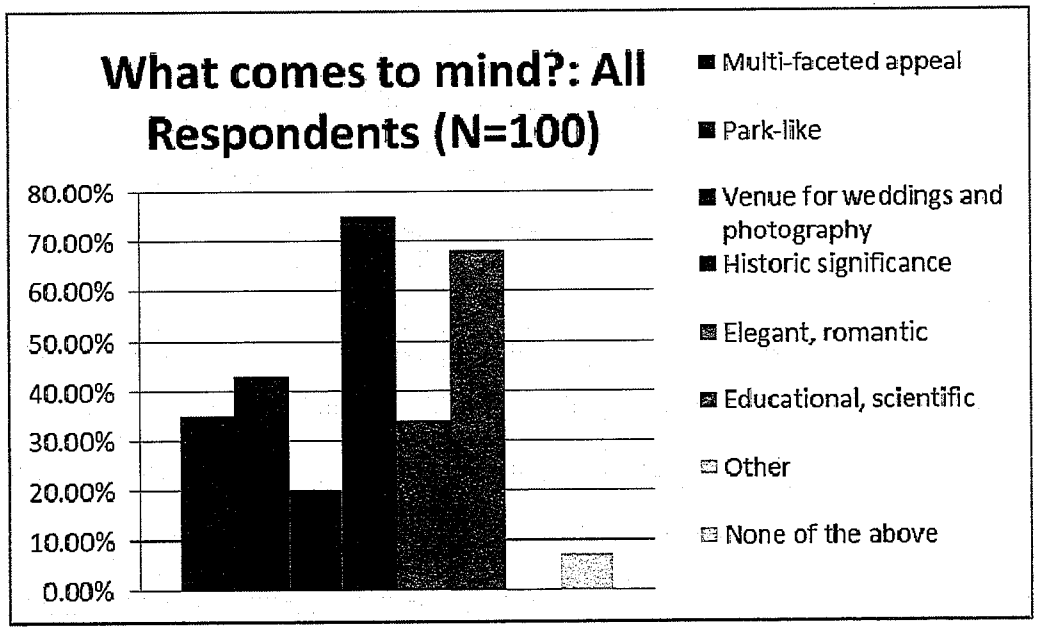


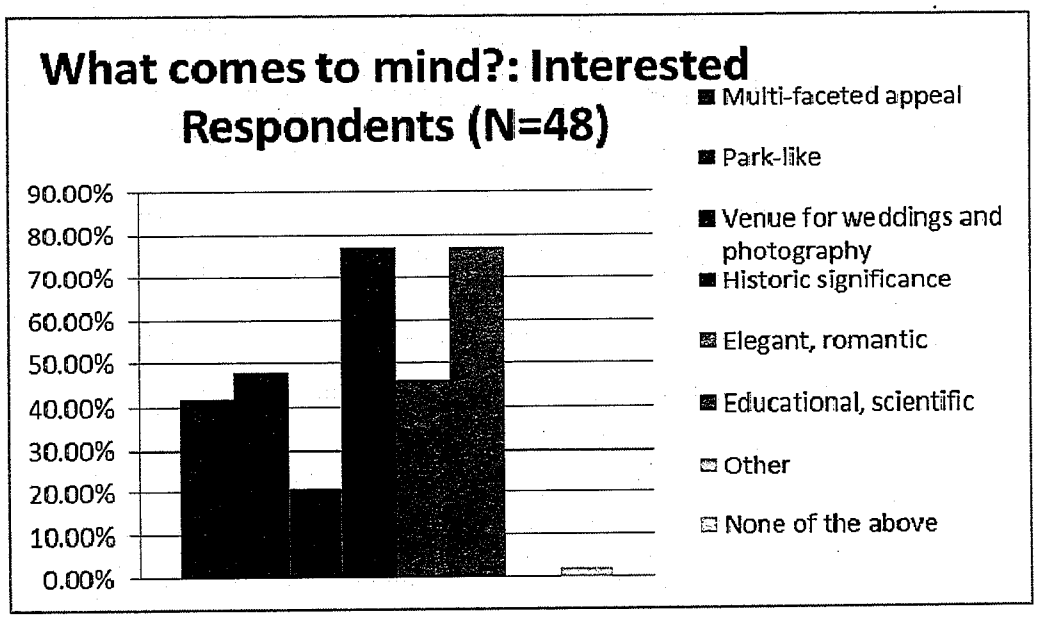
How recent was your visit?



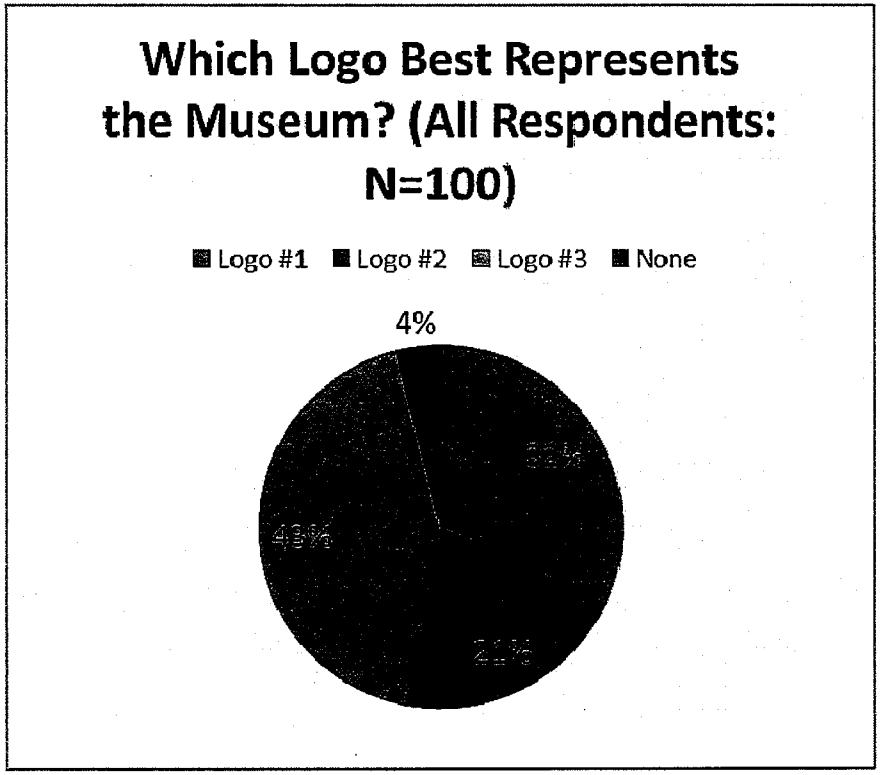


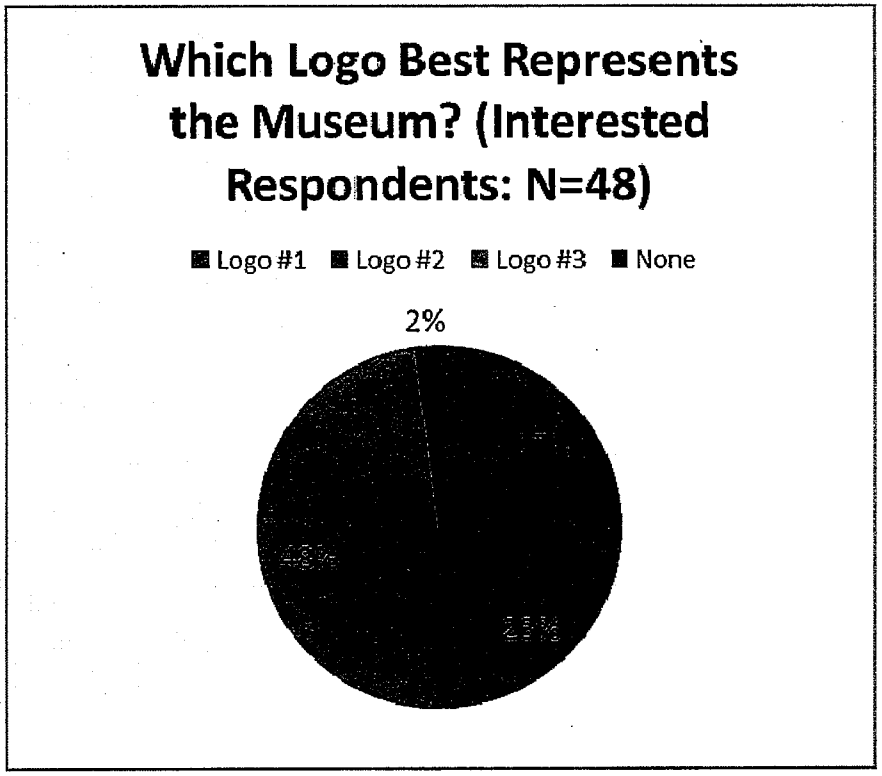
When you think of the museum, what comes to mind?



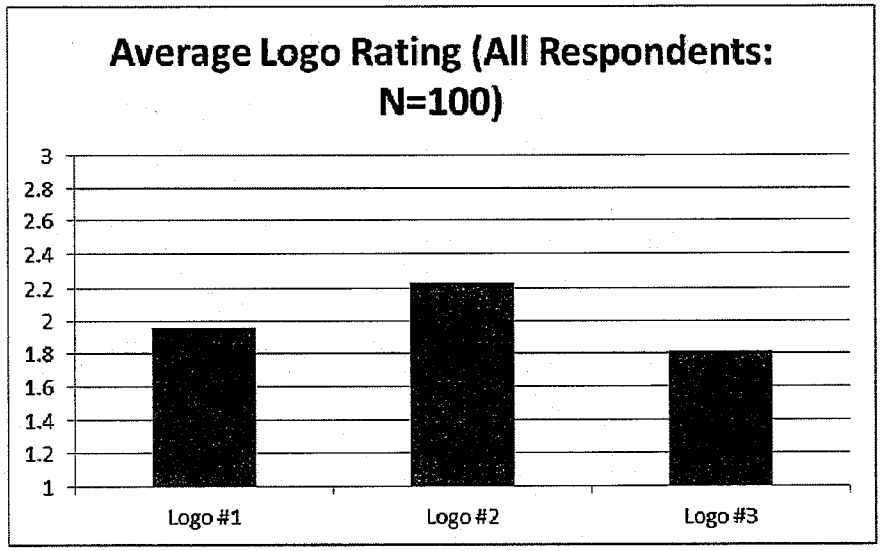


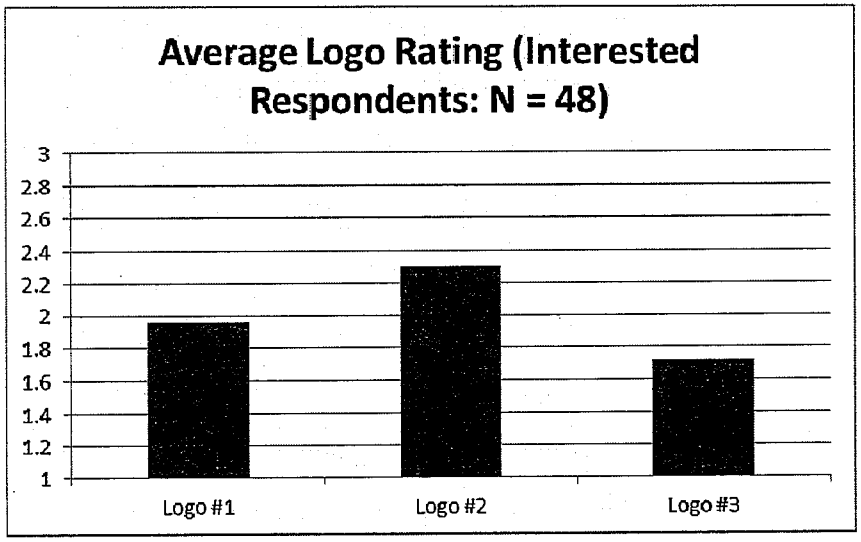
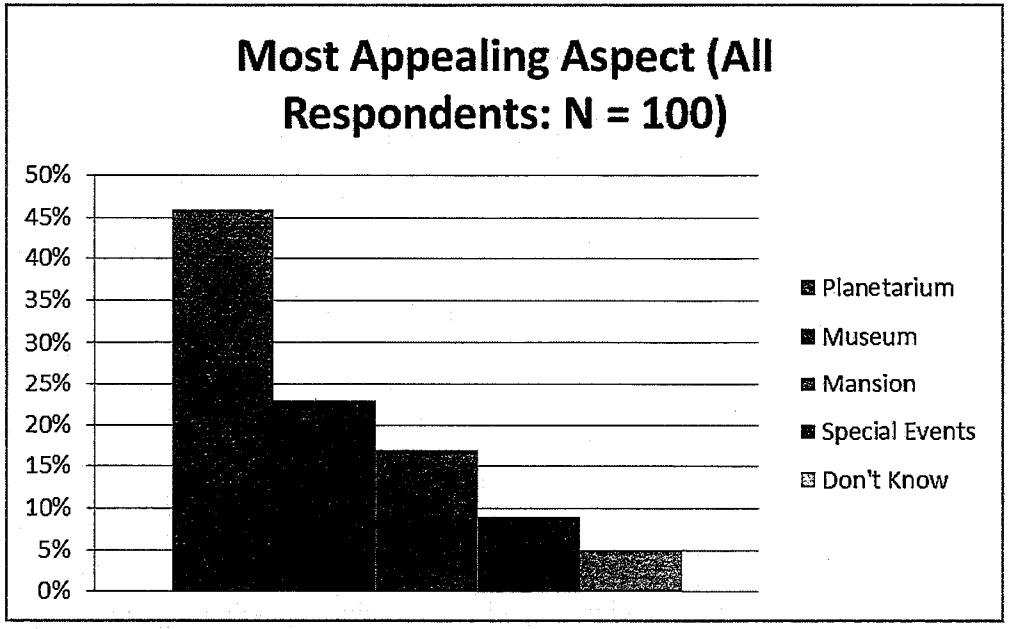
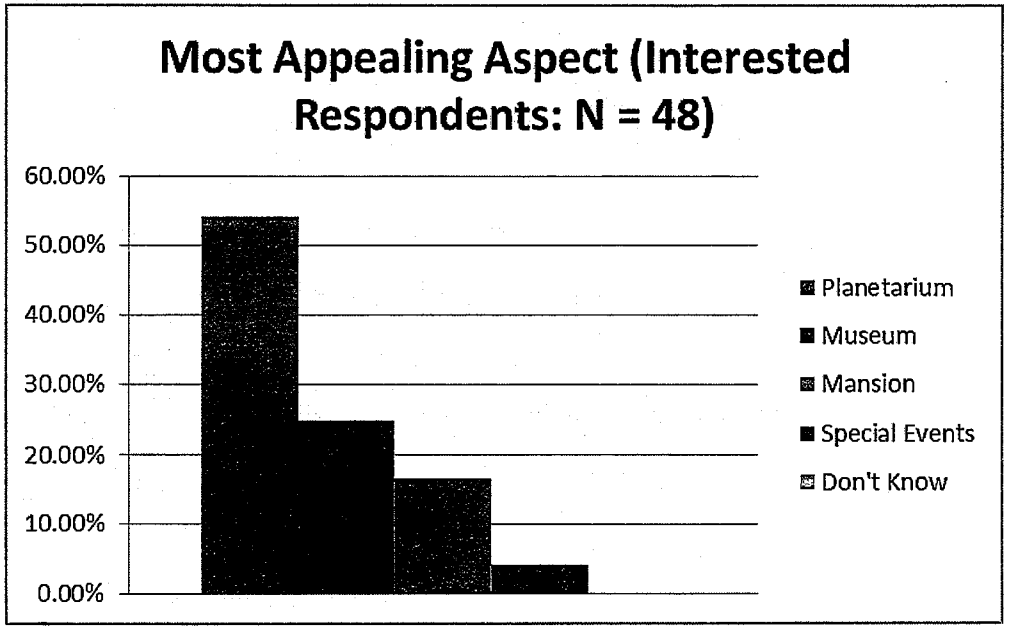
Which logo best represents the Vanderbilt Mansion, Museum, and Planetarium?





Rank the logos from 1-3 (1 is your favorite)





What aspect of the Vanderbilt is most appealing and would encourage you to visit?