

Suffolk County Vanderbilt Museum

Board of Trustees

Minutes

A regular meeting of the Suffolk County Vanderbilt Museum Board of Trustees was held at the Planetarium Lobby, Centerport, New York, on September 18, 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
Anthony Guarnishelli - Trustee
Michelle Gegwich - Trustee
Michael Mule - Trustee
Jack DeMasi - Trustee
Dr. Steven Gittelman - Trustee
Lance Reinheimer - Interim Executive Director
Lorraine Vernola – Staff
Bob Pilnick
Ann Marie Pastore – Stenographer

Absent:

Duncan Armstrong - Trustee
William Rogers - Trustee
Thomas Glascock - Trustee
Stephen F. Melore – Trustee

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

MR. BEATTIE:

I'd to call the meeting of the Suffolk County Vanderbilt Museum meeting to order. Please stand for the Pledge of Allegiance.

(SALUTE TO THE FLAG)

MR DUJMIC:

May I just ask everyone to remain standing for a few minutes, for a moment of silence for someone very special to me and very important to the Vanderbilt, the Presiding Officer of the Legislature, Bill Lindsay.

(MOMENT OF SILENCE)

MR. BEATTIE:

With that, let me say a few words about Bill. I tried to convey this at the wake. Bill, along with all the other things he did, he was the longest Presiding Officer in Legislative history. I think he was probably that because of who he was.

Specific to the Vanderbilt, if there was one person who was responsible for keeping the Vanderbilt's doors open over the past five or six years, it was Bill. He went to bat for us so many times. He overrode the County Executive so many times. It was never a question for him.

He never waivered in his commitment to Suffolk County, who wanted this open. He was a good friend. He will be missed. We're all probably better people for having known him.

I'd invite anybody from the public who would like to address the Board. Okay, no one.

We need actually two motions because in the previous meeting, we did not have a quorum. Can I have a motion to approve the previous meeting minutes, the June meeting?

MR. PETERMAN:

Motion.

MS. OLDRIN MONES:

Second.

MR. BEATTIE:

Without objection? (Vote: 8/0/0/7 Not Present: Dr. Gittelman & Mr. Mule. Absent: Mr. Armstrong, Mr. Glascock, Mr. Melore, Mr. Rogers. One vacant position.)

We don't have previous meeting minutes because we did not have a quorum.

Let's go on the Committee Reports. The Treasurer's Report, Betsy.

MS. CAMBRIA:

You all have this legal size piece of paper in front of you. We're in very good shape financially. I'd just like to point out a few items that Lance went over with me. Under the "Professional Expenses," it seemed inordinately high. It was \$49,398 for the month of July. That does include \$30,000 in tree work, which Lance will go over with you.

(Dr. Gittelman entered the meeting at 7:10 p.m.)

Under "Supplies" and "Programs" the item of \$25,000 seems to be a little high, also. That reflects expenses for the various programs that took place. They had to refurbish and restock the store, etc.

However, the store did net \$13,799 through July, which is a very significant amount. That's the store right there. We gained almost \$14,000 so far this year.

The fact that it looks as if the bottom line of a deficit of \$31,496 reflected at the end of July does not take into consideration that we had not at that point received the distribution from the Hotel/Motel Tax.

Those are the only comments I have to make on the Treasurer's Report.

MR. BEATTIE:

Thank you. Any questions?

MS. GEGWICH:

You had said the museum store brought in almost \$14,000. Am I looking in the wrong place? It says on here \$12,000. Is there a change?

MR. REINHEIMER:

What Betsy was referring to is taking the revenue and subtracting out the expenses.

MS. CAMBRIA:

That's the net.

MR. REINHEIMER:

That's the net profit through July. If you look at the expenses and the revenue through July, that's the net result. Even though the revenue is high and it has been, the store is still doing well. It's netting \$14,000. Remember, it only opened in March, so we didn't have a full year. Of course, the summer is a good time to make most of the money, but the store is doing well.

DR. GITTELMAN:

Lance, when you say "netting," are you including labor?

MR. REINHEIMER:

No, that excludes labor.

DR. GITTELMAN:

Do you have any idea what labor costs are?

MR. REINHEIMER:

No, I don't have that here with me.

MR. BEATTIE:

Does it say twenty-one, eighty-one? Oh, no, that's not –

MR. REINHEIMER:

No, I really don't have any numbers for labor here with me. When the store is open during the summer, we usually have one store clerk that's there. There's not a lot of labor associated with the store. But, you're right. It's a good question. If you net out labor, it's still to the positive. We haven't had \$12,000 from the store in a long time. Excellent question, though.

MR. BEATTIE:

Any other questions for Betsy? Thank you.

Okay, on to Education and Exhibits, Gretchen.

MS. OLDRIN MONES:

After a successful summer, the educators are preparing for a projected busy school year.

The school and scout brochures are complete and ready for distribution, and everyone should have a copy of the school brochure somewhere near you.

MR. REINHEIMER:

I just want to correct something. The scout brochure hasn't been finished. It's still in draft form. We're still preparing it.

MS. OLDRIN MONES:

Okay, thank you. Soon the scout brochure will be ready.

If you take a look at this, you will see that there are several new programs that have been added to the class offerings.

Accompanying the brochure is a letter. You should have a copy of that near you. It's composed by Lance and staff. If you read it, you will see it is wonderfully worded. It gives a great overview of the programs, the additions and the changes. It has so many more positives that it's best if you read it yourselves. Michele has offered to adapt this letter for distribution to PTA's.

For the first time, the Science Classroom is in the brochure and in the letter and ready to travel to schools and community groups.

Three new highly qualified educators with science, math and education backgrounds will staff the traveling classroom. A driver also has been hired.

Beth is working on making an office in the Education Center for Tom, Sally and Roger, the new educators. There they can continue to prepare lessons and activities for this new program, which involves pre and post lesson planning.

For some time now, Lance has been positioning the science bus on the grounds making it available for viewing on the weekends. This has generated interest and inquiries.

Interested schools and community groups have started calling, and the Northport VA has already booked the bus.

National Grid will get letters out to the high-needs schools who qualify for grant funding.

For years, Beth has been receiving calls about astronomy recess programming. Now that we have physical science educators, she would like to offer astronomy related programming to children during school breaks. She is planning on adding a week-long physical science workshop to the museum's summer workshop, "Sail the Seas with Mr. V" and making it a two-week program. She expects it to be a success.

We will be participating in the Cold Spring Harbor Fish Hatchery Fall Festival on September 28. A museum educator will be on hand with a touch-box and an educator from the "Discovering the Universe" Exhibit will also attend with promotional material. A table-sized banner will be displayed to emphasize the Vanderbilt Education Programs and to promote the mission to inspire, engage and discover.

In the planetarium there's great excitement for the new school year. The first group was booked for September 17, which was yesterday.

Oliver, the winner of last year's contest to rename a show, will be honored at a special fourth grade assembly at Gardiner Manor School in Bay Shore. The principal, Mr. Brown, and teacher, Mrs. Sasso, are thrilled Oliver has won. Lance, Lorraine and others representing the Vanderbilt plan to attend this assembly to recognize Oliver and some other students who contributed quotes that were used in the Education Brochure.

New contests are in place for the fall. Programs such as "Let's Look Up" and "The Sky Tonight," as well as "two cute mascots" are up for renaming.

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

Visiting students provide such positive and entertaining feedback that Lorraine would like to display their letters, drawings and comments on a bulletin board in the lobby. It would be updated and customized for each visiting school.

The Jaguar Club came to use the planetarium for their multi-media event on the history of the Jaguar and the history of racing. Lance will probably have a lot more to say about that, as well as information about a funding organization he has been working with that will host a

reception in the planetarium to showcase the Vanderbilt on October 22.

Mansion tours continue their robust numbers. There were 2,117 tours this past August compared to 1,808 in August of 2012. The final weekend of Living History finished September 1 with 148 tours on Saturday and 147 tours on Sunday. Living History was featured in *Newsday's* top ten things to do on Labor Day weekend. We were number four.

Stephanie is awaiting response to a letter of inquiry sent to the G. Unger Vetlesen Foundation on September 9 requesting \$50,000 funding for refurbishing the marine collection.

In the archives researcher James Guthrie of New York City visited August 14 to research the Motor Parkway. Dale Spencer from the Lake Ronkonkoma Historical Society continues to visit once a week.

Special thanks to Barbara DeBree and the Three Village Garden Club for the large donation of holiday decorations to the mansion. Gold reindeer, dozens of different decorative trees, garland ornaments, etc. will shortly be put to good use.

Finally, the "Kidsday" section in *Newsday* published a closer look at the Vanderbilt Museum by Mia Redick, "Kidsday" reporter. She opens by asking if you have ever been to the Vanderbilt Museum and Planetarium. She continues by writing, "If you haven't, you should visit." She repeats this idea at the end and adds, "There are many fun things to do. If you like space, the planetarium is the place for you." I will pass that article around. That's the end of the report. Does anyone have questions?

MR. BEATTIE:

Thanks, as always, Gretchen.

DR. GITTELMAN:

I don't have a question, but I have something to add to that. I had an interesting event that fits into education. We've been approached by the son of the taxidermist who worked for Mr. Vanderbilt on the 1931 voyage. He has written to us and said that he has his father's letters, very much like the Bronner letters. It was tenuous at best because he was very annoyed. I think his father 33 years ago had a problem with the museum, and I said, "Give us a break." I understand, but none of us were here, not even me.

Right now I've written to him and sent him a Willie book hoping that he'll send us his letters so that we can add them maybe to the photographer's book. I look forward to getting his response.

We have to treasure the people who have direct communication who knew Willie and who knew what this place was like because that really adds fabric to the place. For example, he told me something that I thought, but now I know. He said that Willie told his father that he was modeling the museum marine collection after the Prince of Monaco's. If you read the Willie book, I say that. Thank God I said that. You get these little tidbits. We should always value them. If we get approached, we have to cherish them because there is a decreasing number of survivors. I just thought I'd let you know that.

MR. BEATTIE:

Very good. Thanks, Steve.

Any other questions for Gretchen? With Development and the Needs Schedule and Goals, I just didn't get a chance – and we only had our Executive Board Meeting today right before this. Hopefully we'll get a chance to meet with the Development team here so we can talk about how to incorporate these scheduling goals into the ALTRU system.

Steve, do you have anything on planning and reaccreditation?

DR. GITTELMAN:

As I said last time, we're awaiting the Association's change, which should come in December.

MR. BEATTIE:

Okay, thank you.

Community Relations Committee. It's a hot button item for this week. I was in on a conference call on it, but if you wouldn't mind since you were there, Mike, would you like to kind of summarize what happened with the conference call?

MR. MULE:

Sure, we had some neighbors who came to us with some issues concerning particularly the safety with respect to the parking at the Grateful Dead festival and some of the other music festivals. They came to us in a spirit of cooperation. I think that the issues were handled well.

Lance is following up with some of their suggestions. They didn't come just with complaints. They came with suggestions as well. Those suggestions included – because the parking issue that we have here on the peninsula, there were people who parked in front of fire hydrants. There was parking on both sides of Little Neck Road on that event, which was a heavily attended event. That poses safety issues certainly for the residents and for the peninsula as a whole.

One of the things that they suggested was on an event like that to reach out to the town to see if we could use the town beach parking as a staging area and parking facility. Also that we should have signs or cones up with respect to the no parking issue and to have a police presence to make sure that people are parked in appropriate locations.

I don't know if there's anything else that anyone wanted to bring up, but those are the main things that I took out of the meeting.

MR. BEATTIE:

I think there were also the other issues in terms of noise and people who do about the area with the tent. I just want to make a statement on the record that I made in that meeting, and I've made it before, too. We're very fortunate to have very supportive neighbors and good neighbors. To the extent that we are being bad neighbors, that's an important issue for us as a Board. We will do everything that we can to rectify those problems.

We have that problem with the tent area. If there's an enforcement issue that we need to do, if people – and, by the way, I spoke to someone else who has a restaurant who has open air music, too, in my community. He has a suggestion for us, as well. I don't know if we do this, but if there's an enforcement issue on our part where we have a decibel meter, and if it exceeds the decibels that we agreed to with the caterer, then we need to go and enforce that. I know they're our customers, but we want to be good neighbors.

Quite honestly, I've been to a lot weddings where I wish somebody would tell the DJ to turn the music down. We're probably doing everybody a favor by doing that.

I don't know if we have whoever is the customer who is signing up, do they sign a waiver that says, first of all, that the decibel level should not exceed whatever is the number that we decide, and if there is an issue that really is enforcement that they are the party that the enforcement is against, and not the Vanderbilt? Do we have that?

MR. REINHEIMER:

I don't think – I have seen the contract. I don't see anything in there where the decibel level is made known. We do have a decibel meter. I found it after the meeting, so we have that. I notified the one neighbor that I do have an email for.

If I could just expand on what Mike said about the meeting, it's important to understand the perspective of the neighbors. They came here with the spirit of cooperation and co-existence. I spent the day Monday developing a plan and pretty much addressed everything. Tonight I ordered 25 "No Parking" signs that we're going to put out on Little Neck Road in areas where they shouldn't be parking.

We already received the caution tape. We're going to tape off areas to prevent people from parking on both sides of Little Neck Road so that people can walk without being in the road.

I sent an email to the town requesting use of the beach.

I'm putting on extra security that will be outside the gate, and we are going to be developing a flyer that would be given to people that park outside the gate that they are at risk of being towed or ticketed if they park illegally and describe to them what parking illegally means.

I just spoke to the Park Police earlier this afternoon and to alert them that we should have somewhere around 1,000 people on campus and that the reason that I'm calling them is because in the past we have had some problems with parking and safety issues. I sent the letter off to the Commissioner. I carbon copied Michael on the letter that I sent to the Commissioner of Parks so that he's aware of it, and he can alert the Park Police. The sergeant I spoke to is very supportive and will work with us on that event. I'm requesting that there is a police presence with the Park Police.

He also suggested that we contact the 2nd Precinct because they do patrol the roads also. They have the COPE Unit, which is Community Operative Enforcement. That's the unit that may come out there. I will contact the 2nd Precinct also.

I also walked the property because there was discussion on moving the tent behind the mansion. I walked the property with Peter Newman on Tuesday and looked at it with a critical eye for putting in an access road. As we said to the neighbors, the problem with putting

the tent there is access and access also to the restrooms and handicapped accessibility to rest rooms.

After walking the property, to put a road in on the golf course area would severely impact the landscaping. However, looking at the property, there is a possibility and it would be less impact to the landscaping if you came off the road going down to the boathouse. There is kind of a way you could get a road up to the back for access, but again that's a major project. I sent that information off to the neighbor to let them know that we did look at that. Those suggestions are major projects to put that in.

We would have to get approval from the County and from the Director of Historic Services if we started impacting the landscaping of the property, which is a historic site. I'm not sure they would support that or not support it, plus the Board would have to look at that.

I just wanted to expand that and make sure that it's on record that we did everything we could to address those concerns in preparation for the next event, which is September 29, which is a Sunday.

I also sent this information on to the producer of the music festival. These events are done jointly between the museum and the music producer.

However, the museum is the lead. We set the parameters. We set the rules. We decide what's good for the museum. The museum is driving the bus. I think that the neighbors may have thought that the producer is the one that's driving the bus, so I wanted to make it clear that we are doing what's best for the museum. If we think it's not suitable for the museum, we're the ones that make that decision.

I said, "Under no uncertain terms will this concert go past seven o'clock. You need to inform the first band that starts at noon, that they better start playing at noon because the last band won't get a chance to play." He understands. He wants to work with us, too. He understands that the music festivals have been successful here.

He would like to come back next year. We're looking to notch it back. We had five this year. That was too many for the property. I think we will do a maximum of two next year.

MR. MULE:

If I could say, there are two other things that you refreshed my recollection. One is as far as the decibel level, I think there might be a town code provision that deals with that. That's something that we have to look into.

The second thing is with respect to the noise issue and the weddings. With the neighbors, particularly on Gina Drive, it really is a use and enjoyment issue for their property. It's something I would really have to at some point have to address sooner rather than later and that's the long-term plan with respect to the handling of weddings.

What we have, as far as a tent, this is a bandage on something that if we're going to have events, we really need a long-term solution that will maintain and keep the sound level within the property rather than outside the property. It is a very fair point for those that live on Gina Drive when they did say that they had a party at their house, they were outdoors and a wedding came next door, and they had to take their party indoors.

That is something that any neighbor who experiences would like to be able to go to the neighbor who had that music and say, "Please turn it down. I shouldn't be affected by your party." So it's unfortunate that that situation exists. We do have to address that as a long-term issue.

DR. GITTELMAN:

I should add something. When we bought the tent, which was obviously a temporary structure, it was intended to cover a three or four year span. I think that was 15 years ago. The replacement structure, for the record, was the seaplane hangar. That was the plan. We had a plan. I don't know if we should revisit that, but I'm just saying that that is the structure that at least in some respects is large enough to handle – maybe not from a sewage standpoint, but large enough to handle a wedding.

MR. BEATTIE:

And this Board has approved an economic sustainability plan that we're still working on implementing, which would cover that. I think from a revenue standpoint, having a twelve month a year facility is much better for the museum as well, but that's the long-term plan.

The short-term plan, however, is to mitigate the concerns – the very valid concerns – of the neighbors. I think we all agree that we don't want to be bad neighbors to our neighbors. They have been very good

to us. Whatever we can do to mitigate that -- at the very least it's enforcement of the decibel issue at first in the short term. We'll work with the neighbors on everything else.

I have to point out when it comes to the Grateful Dead festival, we were victims of our own success. It was much more successful than we anticipated. In fairness, you never know until people start to show up.

We didn't have advance tickets that would have indicated that. Things got out of hand very quickly. We recognize that. As Lance pointed out, certainly cutting back from five to two and then on top of that making sure that on the 29th everything goes smoothly, I think the neighbors should at least be satisfied that we're doing everything that we can. We will do more. I'm sure that the on-site presence will be much more involved, too.

MS. GEGWICH:

At some point, would we look into putting a max on these festivals? Things can sell out.

MR. REINHEIMER:

Absolutely, we can do that. One of the ideas for next year is to have a tiered system on the internet so that if you buy your ticket early at \$15, if you come to the door it's \$25 to be able to know how many people are coming and then cut it off at a number that we think is reasonable to handle for the property.

DR. GITTELMAN:

I'm sorry to throw this in again. The funds for the seaplane hangar still exist.

MR. REINHEIMER:

Can I address that? I have to check into the bonding resolution. One of the things that I was just informed about this week is that with Bond Counsel, they're looking at sunseting the bonding authorization after ten years.

I know the college -- that's where I spoke to the Vice President of Finance of the College. They just discovered that. I have to go back and have to research and find those bonding resolutions and get them reauthorized so that when we do go forward. We do have those appropriations to keep those appropriations from being closed out.

The County Executive did submit a resolution to close out several capital projects. I specifically checked to make sure none of our waterfront projects were closed out. Plus they did ask for input from the various departments, in which I provided input through the Department of Public Works.

What they were looking for was basically projects that were finished that had cash left in the projects so they could pay back the bonds using whatever cash is left over. It impacted us on two small projects. One of them was plumbing from many, many years ago. There was a few dollars left in that one. The appropriation level was \$50,000.

They didn't touch our waterfront projects, but I do have to research the bonding resolutions and see what we have to do if they are over ten years are, which I'm sure they are.

DR. GITTELMAN:

I'm sure they are. But when you say that we'll do everything we can do –

MR. REINHEIMER:

To be pro-active.

DR. GITTELMAN:

Then part of it is to protect the funding, because the solution, if you're going to continue to have weddings, is to put them in a structure that doesn't bother anybody. The seaplane hangar wouldn't bother anybody.

MR. BEATTIE:

Correct me if I'm wrong, but we had this discussion in June. My understanding is all we need to do is spend some money out of that in order for that not to sunset. Does it reset?

MR. REINHEIMER:

You have two things going on here. You have the appropriations, yes. You have a five-year window, but it's the bonding resolution that provides the cash. You have the authorization to borrow – you have the authorization to spend the money, which is the appropriation. You have the authorization to borrow and bring cash into that project, but that authorization to get borrowing and the cash hasn't happened. I doubt there's any cash in this project because they never really started.

DR. GITTELMAN:

When the seaplane hangar started, there was a clean-up. We took out twelve feet of muck from inside of that seaplane hangar.

MR. REINHEIMER:

But when they bond and they look at their needs for the near future, say six months, they only bond a portion of that authorization. They may bond at, say, \$22,000.

DR. GITTELMAN:

There was a lot of muck. I'm just saying.

MR. REINHEIMER:

Or say \$50,000, but the point is there's nowhere near \$3 million worth of money in those accounts.

DR. GITTELMAN:

I'm sure you're tired of me saying this, but you're not getting that money even close to being put this far ever again. So when it disappears from being wherever it is now, it will be even harder to get to where it is now. We're not getting that kind of appropriation. We have the appropriation. To give it up is being unfaithful to the neighbors, at minimum. Certainly it's a failed mission of this Board.

MR. BEATTIE:

And it's a danger, the seaplane hangar.

DR. GITTELMAN:

There are lots of arguments for this.

MR. PETERMAN:

But I also want to comment that I think that the hangar has deteriorated over the years. There's no question that it's in much worse shape than it's ever been in. Whatever money you think you might have to deal with it, I'm sure it's not even close to what you need.

DR. GITTELMAN:

It probably even represents an even greater safety hazard to those who go near it.

MR. PETERMAN:

Oh, I agree, and don't be surprised if something falls down. I was told by somebody from Public Works that they believe that those doors are actually holding up the roof.

DR. GITTELMAN:

The doors are made of glass.

MR. BEATTIE:

Actually, they're made of plywood right now. I don't think I got a complete answer or maybe I didn't understand the answer. If we spent some of the money on it, does it reset the sunset?

MR. REINHEIMER:

Yes.

MR. BEATTIE:

So it's not a ten-year thing anymore because within that ten years we did spend some of it. So it did reset the sunset back.

MR. REINHEIMER:

Well, reset the appropriations. It didn't touch the bonding resolution.

MR. BEATTIE:

Right, I understand that.

MR. REINHEIMER:

And you can't go forward without the bonding resolution. I'm going to check into that, see how old it is, and see what you need to do through Legislative Counsel.

MR. BEATTIE:

Okay, thank you.

And now to the always sunny subject of Buildings and Grounds.

MR. PETERMAN:

Great segue. Good news, and I think you reported on this at the last meeting, but the electrical wiring was completed in the habitat. The Hall of Fishes has begun on the first floor, I believe. We are expecting it to be open in a few weeks.

The other problems still exist. It's the same old, same old. I think I should just – whatever I said the last time, just repeat it. The archives

in those rooms and buildings, the problems are continuing. They are just not going away. The archives, the guides' room, the Northport Porch, the Habitat, the bedroom and the basement still have major water issues, flooding and all that.

The good news is that we're starting to make some progress on the electrical stuff.

MR. BEATTIE:

Well, when I said it's always sunny with Buildings and Grounds is because of all the holes in the roof.

{LAUGHTER}

It really isn't that funny, but we might as well get some chuckles out of it. We will continue to do what we can do to increase our capital budget. I know Lance is always working on that to see whatever we can do on that, but it obviously needs more than patching.

Okay, technology, ALTRU accounting, Lance got me the name of the system that is incorporated into that. Hopefully we can set up a meeting with them and see if we can get a demo on-line to look into that further to improve that. I think that is a vulnerability that we had.

Kevin, was there anything new on the IT intern at all?

MR. PETERMAN:

I'm still trying.

MR. BEATTIE:

Okay, recording system, we did have a demo this month. It's a very interesting system. Most of the system is based on the software for recording meetings. It's pretty whippy, to use a technical term. Lorraine was on the conference call, Dave was on the conference call, and myself.

The issue with it is that it's a laptop based system where when it records the meetings, Lorraine can go in and actually preprogram the function buttons on the laptop. She can hit something that actually puts a time stamp in. For example, it can say, "Motion" when a motion was made. She can type in what the motion was. The same thing with the second, she can type in who made the second. It could really help Ann Marie when she's transcribing so she can skip to those things automatically in the software.

The microphone system, and we have some people who are cynical about it, is what they call a single microphone, an omni-directional microphone. A lot of syllables there, right?

The way it would work is that it's shaped like a torpedo, and it would sit in the middle here. They claim that it picks up – it does noise clearance. It picks up anybody speaking within 20 feet of the microphone. So it would obviously work in this little horseshoe.

If we are skeptical about that, there's really no risk for us. If we order this system – it's \$2,000 for the system including the microphone. If we order the system and the omni-directional microphone doesn't work, we ship that back and get our money back for that, and then it would be more expensive, most likely double, like \$4,000, and we would have to get a mixer setup like we have right now and more microphones and spread them out.

I'd like to get a motion to go ahead and buy the \$2,000 system with the omni-directional microphone to test at the next meeting. We would use the current system in conjunction with that parallel so there's no risk of losing anything during that meeting. That's my proposal. Could I get a motion for that?

MR. DEMASI:

Motion.

MS. OLDRIN MONES:

Second.

MR. BEATTIE:

Okay, we have a motion and a second. Joe?

MR. DUJMIC:

Mr. Chairman, I'm wondering how wise it is – and I know the museum and the planetarium are doing a lot better now financially than it has in the past. Maybe some people are saying it's only \$2,000 and potentially could be \$4,000, but that being said, is it really a necessity? Could this money be spent better elsewhere?

The system that we have in place is not great, obviously, but it still works. I hate to quote my old boss, but he used to have a saying, "Sometimes you have to say no to the things that you want so you can

say yes to the things you need." I know what we want this because it's more high tech and it will be easier.

I'm sorry, Ann Marie, I love you but I'd hate to say if it isn't broken, don't fix it. I know that it is slightly broken, but my personal opinion is I don't want us to go and start spending money that we may think we have now, but there are so many other bigger projects.

I think in the grand scheme of things, \$2,000 to \$4,000 doesn't seem like a great deal but it's still \$2,000 to \$4,000 that can go toward something else right. That's just my personal opinion on that right now.

MR. BEATTIE:

Kevin?

MR. PETERMAN:

The only thing I want to say is this system is a bandaid. We do need a new system. If we do invest in a system, it's going to last us for quite a while. The problem I have is if we did have an audience here, and we did have someone want to speak, we need a system that we could have a small PA system where the audience can hear. We shouldn't have to borrow equipment from the fire house or the college to do this.

In my opinion, it's a one-shot that we need. We don't need to work on a system that's 15 to 20 years old, at best, maybe even older. It's patched together.

We're doing well right now as far as revenue. It's not something that we're going to buy every year.

My only question in dealing with the system is if we do have an opportunity to try that, I'm a little skeptical about one mike, which I did discuss with you, Ron.

But I do think we owe it to the public to be able to record things properly and not to have the staff go crazy trying to set things up and do things. We need the equipment. We need to do things right. I do believe we should try it. I do believe we will probably need to buy a few more mikes, and we should invest in a small PA system so that we're complete. I have no problem supporting the motion, but I do think that I'd like to have a system that works and is not this convoluted mess.

MR. MULE:

If I may, is this a system that we would try out with no obligation to purchase?

MR. BEATTIE:

The microphone, yes. The software we're purchasing.

MR. MULE:

As far as the software, has this been – are we talking cost consciousness compared to other systems?

MR. BEATTIE:

I haven't seen anything that's cheaper on the market. Lorraine felt and Dave felt during the conference call that it would definitely enhance our ability to accurately capture what goes on in the meetings here. If we need to upgrade it in terms of the microphones and the PA, etc, that will all work with the software.

The only risk is that we're buying software that we think is going to be obsolete. It's not my feeling knowing that business. I think the software is very robust. It has a lot more capabilities in terms of accurately recording, if we need to upgrade the microphone end of it and the PA end of it.

MR. PETERMAN:

The other question I have is do we have a laptop that supports the software? Do we own a laptop? Is that coming with the package?

MR. BEATTIE:

We would probably have to buy a \$500 – we don't have to buy a top of the line laptop. We could buy a basic laptop.

MR. PETERMAN:

So that's an additional cost.

MR. BEATTIE:

Yes, it is. You're right. That's probably going to be about \$500, but we could use that laptop for other applications, too. Lorraine would have it in her possession. She could use it here in the museum for other applications.

MR. DUJMIC:

If I may. I just don't know that there has ever been an issue brought to our attention that what we've said here hasn't been accurately captured. Again, it's a matter of what we want versus what we need.

When it comes to the dollars and cents, again, I know we're doing a lot better now than we have in the past, but that doesn't mean we should go out and spend on things we don't necessarily need.

As far as age goes, Kevin, I mean, it very well could be 20 years old or more, but you're a lot older than that, and we keep you around, too. I don't necessarily think we have to get rid of the system we have in place.

{LAUGHTER}

MR. PETERMAN:

Let me just say that the system – we're fortunate that it's still working.

MR. BEATTIE:

And I have to correct you, Joe. I think it was three months ago, we had some transcription errors, and I think it was because the tape wasn't clear. Sometimes it's not clear because we're talking on top of each other. I can certainly understand that. I don't think any system is going to fix that.

I think we have identified at least four or five months ago an issue that needs to be corrected. I think that's why we looked into this in the first place. I believe the Presiding Officer's Chief of Staff was here and said if need be, we could go into endowment funds to correct the problem, because he thought it was a problem also.

MR. PETERMAN:

Speaking of age, most students – if I had a student walk in here, they would say, "What is that?" They don't know what a cassette tape is.

MR. DUJMIC:

Well, this is a museum.

MS. GEGWICH:

If I could interject for a second. Whether I support or don't support this, what I feel that I am lacking is any way to compare it with anything else that's out on the market. If you did some of that

research leading up to finding this system, I would be curious to know some of the reasons why – and not some of the technical reasons why you chose this one, but just to understand. I feel like I'm being asked to make a decision in an arbitrary way. I don't know enough to compare the \$2,000 to anything.

MR. BEATTIE:

And I haven't found anything else that compares. The reason why this is the one – I looked at other ones, and Kevin brought some information in that are solely microphone based PA systems that can be, for example, daisy chained together where it can be amplified, but they're not digital recording systems with the software. It was the software that you can time stamp that impressed me as something that would be a good enhancement to this process right here.

MS. GEGWICH:

Is there software that just transcribes it?

MR. BEATTIE:

There is – actually, no, we asked that.

MS. GEGWICH:

That's what hospitals do and the doctors do.

MR. BEATTIE:

I don't think it would work for meetings like this. OCR, character recognition software – the question is if there is software that actually transcribed the meetings. If you were a doctor who was talking into a microphone, that software is familiar with your voice. If you have multiple voices, that software is not there that we can do that OCR transcription automatically. And I don't think we need that anyway because legally the County would want us to have something that's not done by a professional transcriber.

DR. GITTELMAN:

Since I'm clearly at fault for this equipment –

MR. DUJMIC:

I'm sure it was cutting age then.

DR. GITTELMAN:

We got that under my jurisdiction. We bought it. We have an obligation to be efficient in what we do. There is a labor component here that either somebody is volunteering or somebody is paying for

this. We will be more efficient with software that is more updated than this particular apparatus.

It's like between \$2,000 and \$4,000, but the amount of savings in terms of time and effort that we would be gleaning from doing this over a decade has to easily pay for that. I don't think we've heard that around the table here. Somebody is spending time or money to do the transcription, and we have an obligation to make it an efficient and accurate process. I think we should move on. I'm very proud that this stuff lasted all these years.

MR. GUARNISCHELLI:

But if you're going to buy a new truck, should you buy one and ask the guy who's going to drive it, "Is this the right piece of equipment?"

MR. BEATTIE:

Absolutely. That process is going on. That's my impression. This is what they want.

MR. PETERMAN:

Can I make a suggestion? Since most of us here are not familiar with this particular software, maybe we should all look into it or go to the website or get some information before we decided?

MR. BEATTIE:

Maybe we could set up another conference call.

MR. PETERMAN:

I understand that.

MR. BEATTIE:

We can set up another one, and I can invite the whole Board if they want to come.

MR. PETERMAN:

The only reason I suggest that is because for that particular day you did have that conference, I was not available. That digital part, that software is not something that's my expertise.

There are other alternatives. There are little digital recorders that make a wave file. You can take the sound system and feed into a little digital recorder. Maybe we need to cost those things out.

But the software package, if we have to spend \$2,000 and then have a laptop, that's a significant expense. I would suggest that we all get the website address or get whatever they have for us, and at least we can experience it or see it before we vote on it.

MR. BEATTIE:

I have put four months into this –

MR. PETERMAN:

What's another month?

MR. BEATTIE:

Everybody who was invited – not everyone who was invited was able to make it. I know from experience, especially this month, trying to get everybody together for a meeting is a very difficult thing. If you guys want to go down that route, we can kick it down the road for –

MS. GEGWICH:

Is there some way that moving forward that when something you think is going to come up, we get a specific email a week or two before saying what you're proposing so that we could have done that research prior to coming here? I don't remember hearing about a company or something that we were looking at. So this way we have an opportunity when we get here, we can just vote on it.

MR. BEATTIE:

This was discussed at the last meeting.

MS. GEGWICH:

I wasn't here, and then we don't get the minutes until a couple days before this meeting. Maybe next time if something like that is presented at the meeting, and you didn't have a quorum, so you knew not enough people were here, that could have been something that could have been proactively sent out to the Board Members that weren't here.

MR. BEATTIE:

Or we can make the meetings.

MS. GEGWICH:

It's the first one I've missed in two hours – in two years.

MR. BEATTIE:

This is the problem that I'm having, even setting up a conference call and everybody can't make the conference call to do the demo. I tried to get the agenda out to everybody, which was never done before. It's very difficult to try to get every decision point for everybody a week or two before and then try to have a discussion. It's very difficult to do this logistically, to get everybody together that are on the same page for one issue.

MR. DUJMIC:

If I may, Kevin, I appreciate your suggestion of putting the vote off, but I will say this. I don't know if that's necessary. It can be the most cutting edge sound system that I've ever heard. It's not a matter of the quality of it. It's not a matter of how – I'm sure the system is great. My vote is just going to be based on the finances of it. That's just what I'm going to base my vote on.

If your suggestion was to give you the opportunity to hear the system, I don't think that's going to make much of a difference for me. I'm being perfectly honest with you. I appreciate that suggestion, but I think if most of the people feel comfortable with it – I'm ready to take a vote and stand by what I feel on it. Everybody will do what they decide, but I don't think hearing the system is going to make a difference for me.

MR. PETERMAN:

It's not the system. It's whether we need a \$2,000 software package to me. That's why – I was not available for that Thursday. Thursday's are impossible for me. As I said, that wasn't an area of my expertise to begin with.

My point is, if we're going to vote on it, we should all at least go to the site and ask ourselves, "Do we need to buy a laptop? Do we need to do something else, or do we just need a little digital recorder that creates a wave file with a sound system?" I'm a little torn about how much is involved in that. To me, I thought we had somebody from the Legislature who was going to be involved in that.

MR. BEATTIE:

Terry said that he would provide the information with what system they have there. They weren't able to get that to us as of yet.

MR. PETERMAN:

What I'm concerned about is if we need overkill. I'm just concerned about having a system that can capture the audio that we need, not on a tape but a wave file that we can listen to.

If you remember several months ago, we did try a digital recorder. I sent you guys the actual audio file over the internet. I'm interested in using that new technology because we don't want tapes breaking. We don't need to be changing tapes.

The technology is there. I'm just wondering if we need this much technology. We can get a hand-held digital recorder for \$200 to \$400. If you can take the output of whatever into a digital recorder that's the size of your coffee cup, that might be all we need.

I'm trying to save you the money and at the same time, I don't want to spend more than we need. But I do think we need to be able to capture the audio and to be able to amplify, if we need to.

DR. GITTELMAN:

Do we have a motion to table?

MR. BEATTIE:

Actually, we have a motion and a second on whether to purchase this system.

DR. GITTELMAN:

But do we have a motion to table because that takes priority over the motion to approve.

MR. MULE:

If we're still discussing the first motion, all I'm looking for with respect to that first motion is really two questions being answer. One, what is it that we're getting? What are the component parts? What do they cost? That's all really all one question.

Two, why is it better than the alternatives?

If I have those questions – if someone could answer those questions, then I'd be prepared to vote on this now.

MR. BEATTIE:

I'd entertain a motion to table. What I will do is I will just send everybody the hot link to the demo and let everybody take a look at it.

It will be topic for the committee as a whole to get this done instead of taking any more time on this. Do I have a motion and second to table? Tony.

MR. PETERMAN:

Second.

MR. BEATTIE:

Without objection? **(Vote: 10/0/0/5 Absent: Mr. Armstrong, Mr. Glascock, Mr. Melore & Mr. Rogers. One vacant position.)**

Human Resources, Tom is not here tonight. They didn't have a meeting yesterday.

The Executive Director's Report, Lance.

MR. REINHEIMER:

Thank you. Just a couple of things that Gretchen and Betsy brought up. Gretchen mentioned the educators are going out to the fish hatchery for a program. She mentioned the banner. I wish I brought the banner with me. We just got it the other day.

It's nice because it's styled after the front page of the education brochure so the banner is relevant to all areas of our education programs whether it's the mansion, the planetarium or the marine museum, the banner talks about inspire, engage and discover. It has this little boy with the background, and it has the Vanderbilt Museum. It's a very attractive banner. It came out really nice. I'll try to remember to bring that to the next meeting. It really came out nice.

Betsy mentioned the tree work. We had \$30,000 worth of tree work. I think if some of you have walked the property since that was done, it really made an improvement. We did major work over at Normandy Manor for those Copper Beach trees.

There is some blight present on those trees, like there is on most of Copper Beach trees in this area. We do have some of the blight on the trees that are on the property itself.

This will extend the life. They're feeding those trees. We took down numerous trees. We trimmed a lot of trees. If you look at the grassy area in front of the mansion, the hill, it looks better with those dead trees gone.

Thanks to Steve Gittelman, we had some new Copper Beach trees planted. A lot of the trees now, we made it this far. At the end of the summer, we had this draught. We seem to be losing a couple of trees. Steve has offered more trees. I've got to talk to him about that.

DR. GITTELMAN:

They're not big trees; they're little.

MR. REINHEIMER:

No, they're small, nursery trees, but we could use some more Copper Beach Trees, if you have anymore.

DR. GITTELMAN:

I'll give you Copper Beach Trees but I think we should consider putting in different species, because Copper Beach Trees could be a thing of the past.

MR. REINHEIMER:

If you have Evergreen Trees, that would be great. According to Pete, and you may remember, we had a line of Evergreen Trees, and they're all gone now. They were over by the picnic area. Peter thinks it would be a nice addition to the replant trees along that wall where the children have their lunches. We will talk about trees, and thank you for your offer.

Buildings and Grounds, the Stoll Wing is progressing. We're starting the heating and air conditioning, and the roof is done. Public Works looked at the proposal. They felt that the BTU's for the units that are going in there are the right size. Everything is fine. Then they asked about the load on the roof and if the roof can hold the units. I'm working with them.

It basically kind of puzzles me. If we raise private money to work on the County's buildings, and when I talked to Public Works, and I'm certainly not bashing them because they're been very positive, but it kind of makes me wonder when they say, "Well, did you right size them? Did you check the roof structural drawings of the roof?" They're the engineers. I tell them, "You're issuing the building. You're inspecting the project. This is your building. Can you work with me?"

I'm working with them to expedite the building permit. It was a surprise to me because once I had the units – once they approved the units, they came back here and did measurements, which took three

weeks. Now they're saying, "What about the roof loads?" I'll work on that.

But the exciting thing about the Stoll Wing is we have a plan that was developed with Stephanie in mind on the museum's side. We did the roof through the County. The next important part to the preservation and the artifacts is heating and air conditioning and climate control.

We're doing that. In lock step with that, we're going to start to do some cosmetic work. We talked about the type of flooring. If you go into the Stoll Wing, and you go into the Habitat Room, you'll notice that the outside of the Habitat Room used to be the outside of the mansion. There's a slate floor there and there's a fountain. That was the outside landing for going into the Habitat Room.

We'd like to do something that picks up and works the slate to unified that floor. It would be durable and would unify that slate area. We're looking into that. The first step is to get the building permit to put the air conditioning in.

What's exciting is that we had contact with the Spear family, and they're coming here the day after Thanksgiving, which is when they came here the first time two years ago. They're coming the day after Thanksgiving to see the progress on the building. They're well aware that we haven't started anything. They're very excited that we did the roof and that this project helped progress the County to do the roof, so that we could continue to work on the inside.

To pick up what we started a couple months ago on the renewal of memberships that expired, we had a list. We had phone numbers. What we have done is we sent out 100 letters. There are 273 names on that list. We sent out 100 letters this week. We will finish sending out the 173 this week. We could do a two- step system. We will send the letter out and follow up with a telephone call. We're processing the letters. We actually sent out 35 letters a couple weeks ago, and we got one renewal back, which is pretty good considering we only sent out a few letters and we got a renewal back.

In addition to that renewal, they made \$100 additional donation to the museum. So they did \$70 and they added \$100 as a donation, so that was great. If we can continue like that, we should have a good return.

The education brochure that you saw, along with the letter and the envelopes, the letter came today, the education brochure was printed

up. We received that the beginning of the week. The educators will be starting to stuff those envelopes and sending brochures out -- 2,200 starting tomorrow. That's progressing.

To pick up with the scout brochures, that's still in draft form. The middle of October is a good target for that when the girl scouts and boy scouts start meeting again at the end of September, middle of October. We're on target for that.

Traveling classroom is progressing nicely. We've got our educators that Gretchen mentioned. We have a driver. I worked with National Grid. We're getting the logo. We just approved the logo graphics that's being done by the same company as who did the original graphics on the bus. So National Grid Foundation will be on each side and on the back. That was just approved today.

We worked on a joint letter for National Grid for this high needs program. The letter was modeled after the letter you received with the education brochure. National Grid is making some changes on the letter, and they will send it back to me. I talked to them today. We are working on that. We're still looking for mid-October roll-out media event for the traveling classroom.

To finish up on a couple things we ordered, we took delivery on a second land mower since our last meeting. We received the two maintenance vehicles for the grounds' crew.

Also we got the tram reconditioned. It's sad to report that one tram had to sacrifice its life to the other. We took two trams and made it into one. They ordered all the new body parts, so the front that was missing a headlight and was broken and the seats that were plastic boxes, which were cracking, we have all new body parts. The tram looks brand new.

My understanding is this is the oldest of the three trams that we had originally. It's the lone survivor. We have one working tram. We just got that back on Friday.

The rock shows premiered on September 6 and 7, alternative rock on Friday nights and classic rock on Saturday. Right now the classic rock is doing really well. We're getting over 100 people. Last Saturday night was a good size audience. The Friday night show was not as large attendance, but people that are leaving the shows liked them. I think this will grow. We're doing well with that.

Alternative rock is Nine Inch Nails, Beck, 311, Daft Punk, Radiohead and Smashing Pumpkins. Those of you that may be a little older than others, the classic rock is Pink Floyd, Led Zeppelin, U2, Aerosmith, Jimi Hendrix, Rolling Stones and the Doors. I hope to see all of you at one of those shows soon.

In addition, because the planetarium looks so nice, and I've never been to a major attraction or a major piece of property where part of it is open and then one of the parts is closed, so starting with going into fall hours, the planetarium is open Tuesdays and Fridays during the day. It's the first time – I don't know, Steve, you probably know when the planetarium was open during the day to the public in the past.

DR. GITTELMAN:

It was open during the day every day in the past.

MR. REINHEIMER:

Yes, but it wasn't in recent years. If the fall shapes up the way the spring did, we're going to have a lot of schools coming in. Schools are usually done by two o'clock. We open the property at eleven. We're having a planetarium show at two o'clock each day.

That allows the people that come in around noon or eleven o'clock to do a mansion tour. It gives them enough time to do that tour and come to a two o'clock show and vice versa. If people come later in the afternoon, they can go to the two o'clock show and that gives them time to go over to the mansion and do a mansion tour.

We haven't had wide attendance. This is the second week we're open. Again, it's a major attraction on our property. If we're open, everything should be open. It sets the right tone. I hope in time it grows.

There are a couple of events I want to talk about, and I think Betsy might have mentioned them, too. The Long Island Community Fund is coming here October 22.

I started a dialogue with them when the planetarium was opening in March. What they are doing is they – it would be nice to have as many Board Members as we can attend because the Long Island Community Fund is bringing their Board Members. They're coming here to showcase the planetarium and the museum to potential sponsors.

They're really excited about coming here. They usually get about 30 people to these events. They think that they'll get more to this event.

We're doing that from 6:00 to 9:00 p.m. on October 22. That's a Tuesday. We will do cocktails and hors d'oeuvres here in the planetarium lobby. We'll do probably a live planetarium show and maybe some trailers because of the time constraints. Then we can bring people over to the mansion for dessert in the Lancaster Room and a tour of the mansion and galleries. It should be a real exciting night for us. They're excited about coming here.

If it's anything like the response we got from the Jaguar Club that came here for the 40th anniversary – they usually get somewhere between 50 people to their banquet. They had 70 people here the other night. It worked out. They had dinner in the lobby. They went into the planetarium to see the videos on the Jaguar and then the "Stars" planetarium show. People raved about it. It was very positive.

I spoke to them. They're hoping and planning and at this point, they're on schedule for next year. They want to do the same thing next year, come here for their banquet the week before their car show. They parked a lot of Jaguars in the rose garden, which was pretty cool.

Just for your calendars, other special events we have coming up for the next few months, Long Island Composers Alliance Concert in the planetarium. There's another case where that's going to be multi-media. They have a live concert original score with video or images on the dome. That's October 20. That's a Sunday.

November 10, Premiere Ballet, which is a ballet school in Bay Shore. They're coming here to do excerpts from the "Nutcracker." They're going to have images of ballet on the dome. They'll do excerpts from the ballet here.

That's going to be their warm-up. They do the "Nutcracker" every season. They are coming November 10, which is a Sunday, at 6:30. That works out nicely for them because Monday is Veterans Day, and the children are off from school.

On November 24, the Members Reception is here in the planetarium, 5:00 to 7:00. Again, I hope we have good representation for the Board. That's part of the privileges of being a member of the Vanderbilt Museum.

Our Tree Lighting is November 30. Thanksgiving is late this year. Christmas/Holiday season starts early. Two days after Thanksgiving is our Tree Lighting. That's 4:00 to 6:00. That's free to the public. Hot chocolate, cookies and Mr. and Mrs. Claus will be there.

December 7, Sunday, is the Holiday Dinner. We already had two people call this week to reserve for the dinner. We have had people closed out.

Repeat performance -- the Long Island Composers Alliance Winter Solstice Concert will be back here December 8. If you missed them the first time around, you have a shot at them again.

Then, of course, we do our Twilight Tours of the mansion. We have crazy numbers. We get several hundred people in a matter of two hours going through the mansion. It's very successful. Again, we do cookies and hot chocolate.

These are the special events that we have coming up.

In addition, I know Ron is probably going to talk about the Staff Appreciation Day. Part of that is the presentation of a bench for Barbara. If any of the Trustees haven't paid or contributed toward the bench for Barbara Oster, a long-time employee, 23 plus years. She's our bookkeeper. She has seen the good times, the bad times, and everything in the middle, and she keeps coming back to work. Sometime I wonder why. She certainly deserves recognition from this museum.

She is the moving force behind the store. She's done the buying. She supervised the renovations. The store is really doing well under Barbara's watchful eye. I can't say enough about Barbara and her dedication to this museum over the years – over 23 plus years into 24.

One last thing, this is a print out from ALTRU. I know we have the Treasurer's Report, but that lags. What I did just for the fun of it – what did we do this summer? From June 21, which was kind of the beginning of the summer season here at the museum, through September 17, not quite three months, just in admissions we have done \$280,000.

All these programs you see here beneath the waves, a lot of these are education programs. The big numbers, "General Admission, Grounds,"

\$101,000. "Planetarium Shows Daytime," that's just the \$5 for adults and \$3 for children. That doesn't include the "Grounds" pass. That's in the hundred thousand – that's \$80,000. "Planetarium Evening" is \$18,000. This is just what we did over the summer.

This doesn't represent all – we don't have all the revenues going into this ALTRU system. "Site Use" and things like that are not in ALTRU.

"Summer Music Festival" \$35,000, that's gross. We keep half of that, and the music producer receives half. We earned \$17,000 in music festivals, and we have one more. They have been beneficial from a financial perspective for the museum.

MS. CAMBRIA:

I have a question.

MR. REINHEIMER:

Yes.

MS. CAMBRIA:

\$101,000 in "Admissions" with sixty-two thirty seven --

MR. REINHEIMER:

No, those numbers are misleading. Those are transactions. That's a financial transaction. So that could be three people or five people. That's the number of transactions. I'm glad you brought that up because –

MS. CAMBRIA:

But it is.

MR. REINHEIMER:

Right, 235 people didn't pay \$35,000. Those are transactions. It is confusing. I'm glad you brought that up because you have to stare at these reports to make sense out of them sometimes.

It's just nice to see what we did this summer on a current basis. This has been an excellent tool from an administrative perspective because even though I wasn't here last Saturday night, I get up early Sunday morning just to check to see how we did.

It's nice to see that. It's nice to see you can look and see on a daily basis what our admissions are. We can do it on number of sales or number of people. But to me the financials reflect the number of

people. It's good to see how shows are doing, how times are doing, what's not doing well, or what is doing well. It's nice that you can in real time really see what we're doing here at the museum.

We're still working toward getting on-line ticket sales. We started that. We have had some discussions with ALTRU and with the web provider. Elizabeth is advancing that.

Also, another open area was the information screen, TV. I want to check with somebody, but I think the way TV's are now, I think you can just use a flash drive and plug it straight into the TV and it runs.

I checked with Pete, because there is an air vent behind that pop out behind the kiosk. It's there for a reason. There is an air return there, but I spoke to him today to see if he can mount the TV there, and he said it's wood and cinderblock so it's not up against the air return. So we can mount the TV there. We will measure that. I think that's probably the best place at this time to point out information. We are working on that. We're hoping to get something soon on that.

DR. GITTELMAN:

I hate to bring you back to the trees, but the time to dig them is now.

MR. REINHEIMER:

That's why I wanted to mention this to you today.

DR. GITTELMAN:

But there's an opportunity and you don't have to take advantage of it, but we will donate large trees, too. Not just trees this big, but trees that big, as many as you want, but you have to move them.

MR. REINHEIMER:

Yes, we did the last time.

DR. GITTELMAN:

No, no, the last time you moved little trees.

MR. REIMHEIMER:

Oh, moving the big ones –

DR. GITTELMAN:

I'm talking about ten inch caliber trees, 30 or 40 feet tall.

MS. CAMBRIA:

How are you going to do that?

DR. GITTELMAN:

We do it all the time, okay. I do it every year. I will move five or six this year myself. But what you have to do is get a spade, an eight or nine foot spade, and take one tree at a time back and forth. We sell them between \$3,000 and \$10,000 each.

I will let you have as many as you want, but you have to move them and transplant them, and then you have to water them, but you can't do that in the spring. It has to be the fall. You don't have to do it, but I've got trees that are appropriate for the property that you can have, including the large beech trees, which I don't recommend. But if you're losing big trees, you're going to plant little guys, and that's fine. But if you want some big guys, you have to provide the ability to move them.

The arborist can do all that. They can get a spade and probably move three a day back and forth. They will take the tree, put it here, put it in the ground, take the plug, put it back in my ground, take the tree, put it in the ground, take the plug – and just go back and forth all day. They might be able to do three or four a day. You might be able to get the spade donated and then you can pick up three big trees. We've got some beautiful trees. It doesn't matter to me. Believe me. They're there. You can't do it in the spring. You have to do it in the fall.

Either you have to get a donation or get somebody willing to do it for you, or you have to pay for it.

MR. REINHEIMER:

We have an arborist that we use. I can talk to them and see if they will work with us.

DR. GITTELMAN:

Maybe you have one key tree that went and you want to put another nice tree in that spot. It's strictly up to you. We probably have at least ten trees that we can give you that would be very appropriate. But it's going to cost some money to do it. That's something – the only reason I'm pushing the point now is by the next meeting it's not going to happen.

MR. REINHEIMER:

I know you're on a short –

DR. GITTELMAN:

Our diggers are coming in a week.

MR. REINHEIMER:

Okay, well the first thing I can do is check with the arborist to see what it costs. We will go from there, or see if they can work with us and donate or do something.

DR. GITTELMAN:

I would just add that I can dig them. Then you have a tree with a big ball, an eight foot ball, then they have to have the crane, the transportation and the expertise to plant them. They have all that stuff. I don't have the ability to do that. I can move it on my property, but I don't have the gear, rigging and the truck to do the hauling and unloading. It's not appropriate for me to do that. That would be up to you guys.

MR. REINHEIMER:

There's one last thing that I forgot after speaking to Steve. The Jaguar Car Show was very successful for two reasons. The weather was beautiful. *Newsday* carried it. It was number five. Billy Crystal was number ten, so that shows you where we are. I felt sorry for Billy Crystal.

{LAUGHTER}

But also Cornelius Vanderbilt was here dressed as Steve Gittelman with his 1926 Stutz. He brought his car here.

DR. GITTELMAN:

Cornelius Vanderbilt –

MR. GUARNISCHELLI:

There was one imposter car here.

{LAUGHTER}

MR. REINHEIMER:

I was talking about the Vanderbilt car. It's nice to have a Vanderbilt car on the Vanderbilt property for a car show. They gave Steve a pretty good position.

What's interesting is Steve blew up a newspaper photo of the car coming off the assembly line.

DR. GITTELMAN:

Yes, Stutz took a photograph of the car coming off the line. I got lucky. Then they put it in their news release, so I got a picture of the chauffeur taking delivery.

MR. REINHEIMER:

I just want to mention that Steve was here. It was nice to see him here.

MR. GUARNISCHELLI:

I wonder if Kroplick has a picture of his coming off the line.

MR. REINHEIMER:

And that's the end of my report.

MR. BEATTIE:

With that, I'm not going to ask if there are any questions for Lance.

{LAUGHTER}

On to the President's Report, I don't think we have anything to report on the catering contract.

MR. DJUMIC:

Nothing to report.

MR. BEATTIE:

So let's talk about, and we can wrap this up relatively quickly, bios that are needed for the website. Mr. Dujmic –

MR. DUJMIC:

Oh, you guys want my biography?

MR. BEATTIE:

Yes, and Duncan and Bill. Steve, if you can work on Bill's for us? Those are the three that are missing for the website.

Did we give those out to everybody so they can review their own?

MR. REINHEIMER:

No, I can send them out. What we did was we strung all the biographies in one document. It's good because then you can see how you stack up to your neighbor.

MR. DUJMIC:

Now I feel a challenge.

MR. REINHEIMER:

I will send that out so you can see your bio and how it was cooked down. Pat did a lot of work on trying to standardize the bios. If you have corrections, additions, changes or whatever, you can contact Pat directly and he will make those changes. There are two ways -- I can send it as a PDF and as a word document. I find sometimes people have different versions of word and they can't open it. If I send a PDF, at least you'll be able to open it. If you have corrections, you can either write them on the PDF and send them back or call Pat. It's pretty easy. I will get the bios out.

MR. BEATTIE:

Okay, thank you.

MR. DUJMIC:

With regard to submitting the bios, how many pages can the biography be?

MR. REINHEIMER:

You can submit many pages, but we have an editorial staff, so we will cook you down to a reasonable amount.

MR. BEATTIE:

Apparently the young guy has a very long bio.

With that, I am going to symbolically bring up the next subject for the collection of the Staff Volunteer Appreciation Day, which is September 30.

MR. PETERMAN:

What are we doing, \$20?

MR. BEATTIE:

Yes. It's 1:00 to 4:00. We encourage every Board Member not only to be there but to bring a specialty item that they would like to prepare for the volunteers and staff. It's a fun time.

If you did not contribute to Barbara Oster's bench, you are encouraged to do that as well. Betsy knows who you are.

We also postponed dedicating the bench for my predecessor, Noel Gish. Gretchen and I are meeting with him tomorrow. We are hoping that he will also be there, and we can dedicate his bench.

Again, that date is September 30, 1:00. If you can help out and be there, if you can get there around 12:30 so we can help set up, that would be great. We don't want the staff setting up for their own Appreciation Day.

That's all I have except for new business. I'd like to do something. We opened the meeting talking about Bill Lindsay. I would like to do something on the property, be it a plaque or something considering he did keep our doors open for our survival. We survived because of Bill.

Would you like to chair that, Joe? Can you take that on? We can do a collection, but in terms of the content of it, you know Bill better than any of us, even though he was my Legislator. I blame him for appointing me to this Board.

{LAUGHTER}

Maybe I'm not the guy to write it. If you wouldn't mind taking that on, I think you knew him professionally more than anybody else on the Board.

MR. DUJMIC:

I would love to. Like I said, he was one of the all inspiring figures in Suffolk County government and politics. He was a class act and a great professional. A lot of elected officials could do a lot worse than to look to him for inspiration and for his courage throughout his political and government career.

I would absolutely be honored to lead that effort because he certainly deserves recognition.

The Chairman is right. If not for Presiding Officer Lindsay stepping in just a few short years ago, none of us would be sitting at this table right now. There were other individuals who wanted to see the Vanderbilt ended. It's just that simple. Bill Lindsay would not let that happen. He stepped in. He helped us. He kept our doors open, and I would love to do anything I could to recognize him and his contributions.

MR. BEATTIE:

If anybody has any suggestions, please get those to Joe, and we will consider them at the next meeting.

Is there any other new business? Can I have a motion to adjourn?

MS. CAMBRIA:

Motion.

MR. PETERMAN:

Second.

MR. BEATTIE:

Without objection? **(Vote: 10/0/0/5 Absent: Mr. Armstrong, Mr. Glascock, Mr. Melore & Mr. Rogers. One vacant position.)**

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

RB:ap

Attachments

Suffolk County Vanderbilt Museum

September 2013 Meeting Agenda

September 18th, 2013 / Planetarium / 7:00 PM

- I. Pledge of Allegiance
- II. Public Address to the Board
- III. Previous Meeting Minutes
- IV. Committee Reports
 - A. Finance / Treasurer Report
 - B. Education & Exhibit
 - C. Development / Need Schedule and Goals
 1. Fundraising
 - Membership
 - High Net Worth Donations
 - Bricks & Benches
 - Special Events
 2. Naming Rights
 - Planetarium
 - Marine Museum
 - Clock Tower
 - Others (i.e. car, etc.)
 3. Admissions
 - Grounds
 - Museum Tours
 - Planetarium
 - School Trips
 4. Grants
 5. Site Fees
 - Weddings
 - Special Events
 - Movie Location
 - D. Planning / Re-Accreditation Progress
 - E. Community Relations Committee
 - F. Operations
 1. Buildings and Grounds
 2. Technology
 - Altru Accounting
 - IT Intern
 - Soniclear Recording System
 3. Human Resources
- V. Executive Director Report
- VI. President's Report
 1. Catering Contract
 2. Planetarium Plans
 - "Under the Stars" Café
 - Laser Light Show
 - Additional Programs
- VII. Old Business / Staff & Volunteer Appreciation BBQ
- VIII. New Business
 1. Recognition of Bill Lindsay
- IX. Adjournment

SUFFOLK COUNTY VANDERBILT MUSEUM

Treasurer Report

July 2013

	Actual July	Budget July	Variance
Revenue			
Admission	\$ 96,606	\$ 54,000	\$ 42,606
Membership	\$ 4,085	\$ 1,000	\$ 3,085
Museum Store	\$ 12,552	\$ 1,000	\$ 11,552
Special Events	\$ 33,410	\$ 9,000	\$ 24,410
Suffolk County Funds	\$ -	\$ 77,512	\$ (77,512)
Endowment	0	14,583	\$ (14,583)
Site Use	\$ 12,706	\$ 7,000	\$ 5,706
Donations & Gifts	\$ 2,356	\$ 417	\$ 1,939
Other General	\$ 5,702	5,517	\$ 185
Total Revenue	\$ 167,417	\$ 170,029	\$ (2,612)
Expenses			
Salaries & Wages	\$ 78,989	\$ 72,000	\$ 6,989
Benefits	\$ 16,417	\$ 21,000	\$ (4,583)
Maintenance & Equipment	\$ 10,524	\$ 1,750	\$ 8,774
Insurance	\$ 4,971	\$ 2,917	\$ 2,054
Professional	\$ 49,398	\$ 10,417	\$ 38,981
Museum Store	\$ 3,576	-	\$ 3,576
Telephone	\$ 2,181	\$ 2,083	\$ 98
Utilities	\$ 4,771	\$ 11,000	\$ (6,229)
Supplies, Programs, Gala	\$ 25,572	\$ 5,517	\$ 20,055
General Expenses	\$ 2,514	\$ 1,342	\$ 1,172
Total Expenses	\$ 198,913	\$ 128,026	\$ 70,887
Excess / Deficiency	\$ (31,496)	\$ 42,003	\$ (73,499)

**SUFFOLK COUNTY VANDERBILT MUSEUM
TREASURER REPORT FOR THE YEAR ENDING 2013**

	Actual January	Actual February	Actual March	Actual April	Actual May	Actual June	Actual July	Budget August	Budget September	Budget October	Budget November	Budget December	Project Year End	Adopted Budget	Dollar Variance
REVENUE															
EARNED INCOME															
Admissions	6,820	4,392	73,109	74,137	67,356	65,713	96,606	32,000	27,000	34,000	27,000	33,000	541,133	400,000	141,133
Membership	1,895	5,895	12,370	1,585	2,545	1,640	4,085	1,000	1,000	1,000	1,000	1,000	35,015	12,500	22,515
Museum Store	65	0	10,113	8,682	5,750	6,747	12,552	1,000	1,000	1,000	1,000	1,000	48,909	10,000	38,909
Special Events	10,140	913	2,167	1,202	1,479	14,568	33,410	9,000	2,000	6,000	6,000	6,000	92,879	65,000	27,879
Suffolk County Funds	0	0	0	155,023	0	0	0	77,512	77,512	77,512	77,512	77,512	542,583	930,140	(387,557)
Endowment	0	60,000	0	0	0	50,000	0	14,583	14,584	14,584	14,584	14,584	182,919	175,000	7,919
Site Use	1,575	6,964	12,206	12,071	13,102	15,072	12,706	7,000	7,000	5,000	5,000	7,000	104,696	60,000	44,696
Donations & Gifts	35	1	2,272	14,040	2,850	1,533	2,356	417	417	417	417	417	25,172	5,000	20,172
Other General	5,844	5,925	5,849	6,935	5,744	6,047	5,702	5,516	5,517	5,517	5,517	5,517	69,630	66,200	3,430
Total Earned Income	26,374	84,090	118,086	273,675	98,826	161,320	167,417	148,028	136,030	145,030	138,030	146,030	1,642,936	1,723,840	(80,904)
EXPENSES															
Salaries & Wages	61,171	58,929	73,891	68,030	75,860	76,466	78,989	72,000	71,000	71,000	71,000	71,000	849,336	820,000	29,336
Benefits	22,747	16,847	19,816	16,282	19,350	24,474	16,417	21,000	21,000	21,000	20,000	21,454	240,387	253,454	(13,067)
Maintenance & Equip.	1,335	1,574	3,527	7,769	5,258	2,381	10,524	1,750	1,750	1,750	1,750	1,750	41,118	21,000	20,118
Insurance	2,075	2,876	2,952	2,925	2,902	4,104	4,971	2,917	2,916	2,916	2,916	2,916	37,386	35,000	2,386
Professional	17,420	28,809	25,195	19,349	34,451	25,963	49,398	10,417	10,417	10,417	10,417	10,417	252,670	125,000	127,670
Museum Store	2,527	990	7,273	5,140	4,757	5,847	3,576	0	0	0	0	0	30,110	0	30,110
Telephone Communic.	2,613	2,319	2,395	2,829	4,122	997	2,181	2,083	2,084	2,084	2,084	2,084	27,875	25,000	2,875
Utilities	3,878	14,965	26,157	7,484	13,555	13,037	4,771	11,000	11,000	10,000	10,000	10,000	135,847	117,000	18,847
Supplies, Prgm., Ball	1,307	6,536	4,104	8,240	29,072	15,594	25,572	5,517	5,517	5,517	5,517	5,517	118,010	66,200	51,810
General Expenses	2,261	6,149	2,848	11,996	8,739	3,963	2,514	1,342	1,342	1,342	1,342	1,342	45,180	16,100	29,080
Total Expenses	117,334	139,994	168,158	150,044	198,066	172,826	198,913	128,026	127,026	126,026	125,026	126,480	1,777,919	1,478,754	299,165
Excess / Deficiency of Revenue	(90,960)	(55,904)	(50,072)	123,631	(99,240)	(11,506)	(31,496)	20,002	9,004	19,004	13,004	19,550	(134,983)	245,086	(380,069)