

VANDERBILT OVERSIGHT COMMITTEE
OF THE
SUFFOLK COUNTY LEGISLATURE
MINUTES

A meeting of the Vanderbilt Oversight Committee of the Suffolk County Legislature was held in the Rose Y. Caracappa Legislative Auditorium of the William H. Rogers Legislature Building, 725 Veterans Memorial Highway, Smithtown, New York, on June 14, 2013.

Members Present:

Greg Moran, Aide to Legislator Nowick
Terrence Pearsall, Chief of Staff, Presiding Officer Lindsay's Office
Lora Gellerstein, Aide to Legislator Spencer
Seth D. Weiss, Aide to Legislator Kennedy
Jill Moss, Budget Review Office

Also In Attendance:

Ronald A. Beatty, President/ Vanderbilt Board
Joseph Dujmic, First Vice President
Gretchen Oldrin-Mones, Second Vice President
Lance Reinheimer, Executive Interim Director
All Other Interested Parties

Minutes Taken and Transcribed By:

Gabrielle Skolom - Court Stenographer

*(*The meeting was called to order at 12:00 p.m. *)*

CHAIRMAN MORAN:

Okay. I guess we'll get things started. Good morning, everyone, and welcome to meeting of the Legislature's Vanderbilt Museum Oversight Committee. We have a bunch of you who joined us today. You know, you can come up and sit at the table here; it'll make life a little easier, as the discussion moves forward. While you're doing that, just first, for the record, to make things a little simpler, we'll just go around and introduce ourselves. First, I'm Greg Moran, and I am the designee of Legislator Lynne Nowick, who is the Parks chair, and then we'll start from the left and maybe you can just introduce yourself for the record.

MS. GELLERSTEIN:

I'm Lora Gellerstein. I represent the majority leader, DuWayne Gregory.

MR. PEARSALL:

Terry Pearsall, representing the Presiding Officer.

MR. WEISS:

I'm Seth Weiss, representing Minority Leader John Kennedy.

MS. MOSS:

And I'm Jill Moss. I'm representing the Legislative Budget Review Office.

MR. MORAN:

Thank you, all. It is a seven-member committee. We do have five here, so we are going to get started this morning.

Welcome to all of you. Thank you so much for coming. We haven't had one of these in a while, so we just wanted to kind of get up to speed. A lot of exciting things happening at the Vanderbilt, so we just kind of want to get up to speed on some of the programs and projects going on there, and any other questions that the board might have with regard to specific things. I think we'd be best to start off if you can just give us a little introduction, and then maybe, Lance, you can give us an update on some of the things going on at the Vanderbilt.

MR. REINHEIMER:

Sure. I think we should start, we'll have the trustees introduce themselves.

MS. CAMBRIA:

Betsy Cambria, trustee and treasurer from Centerport.

MS. OLDRIN-MONES:

Gretchen Oldrin-Mones, trustee and second vice president. Live in Stony Brook.

MR. BEATTIE:

Ron Beattie, president of the board.

MR. DUJMIC:

Joe Dujmic, first vice president. Good morning.

MR. REINHEIMER:

And Lance Reinheimer, interim director of the Vanderbilt Museum.

Since the last time we met, we've had a very exciting time. As all of you know, we opened the

planetarium. On March 15, we had an opening celebration. We had 300 people that were, and those people that were invited and were there because those were the people that helped us get the planetarium up and running and the way it looks today. And I'm really proud to say that Suffolk County did a first-rate job. I've been associated with a lot of capital programs, and I think it's safe to say that this is one of the best capital programs Suffolk County did. They saw the value in education for our children. We have 60,000 children come through here each year, and we have a first-class planetarium. We increased the scope of the project to take into consideration building management systems, energy efficiency, HVAC, in addition to the technical upgrade.

Because we did such a good job, since we opened, we've taken in \$140,000 in admissions. In addition to that, our education programs have brought in \$75,000. We've increased our library program. We have approximately 50 libraries now. We're looking to end up with somewhere around somewhere around 70 libraries. They've joined the membership at \$500 each, so we have increased our individual and family memberships. A little bit less than I want; my goal is a thousand memberships. A thousand memberships would be revenue of about a hundred thousand dollars annually. I think that's a realistic goal. We're stressing memberships. We sent out a letter yesterday to a thousand of our e-mail people on the list asking them to support the museum and not only what is in it for them, the benefits as a member, but also to show your support for an important institution here in Suffolk County.

In addition to the planetarium, you know, the other areas of our museum, we have 14 weddings scheduled for this summer, which is an increase of about nine from last year, so our wedding business is doing well. We have a lot of summer events going on this year. We have five music festivals; we have tango in the courtyard on July 20; we have a second annual clambake fundraiser on July 27; and we have Alex Torres and his Latin band on August 2, which is a really successful event started by Barbara Oster (ph) about seven, eight years ago. In addition to being our bookkeeper, she's our personal representative for Alex Torres, and we get about 350 people there. It's a great night.

This year, in addition to, you know, concentrating on getting the buildings fixed up, watertight, is land management. I'm concentrating on getting the grounds back, park-like, to really emphasize the view, the water, and to get people to come here and enjoy the land in addition to the historic nature of the property. We have a tree arborist that came in. We're doing major tree work. We had some damage from Hurricane Sandy. We have a lot of dead trees. We have trees that need to be trimmed. They're coming in for about eight days to do some major tree work. That will make a tremendous improvement in the land and how the museum looks.

This past Wednesday, Public Works came to visit the property to go over various projects that we have. We have some funds that are previously appropriated. They are looking to go forward with some of our projects, and some of the that we're looking to do this year is to make the bathrooms in the parking lot handicapped-compliant, redo those; redo a major walkway from the parking lot to the marine museum. That wall is caving in. The handicapped ramp isn't to code and is also sloping. They're looking to put on glass doors on the front of the marine museum to protect the building and also to protect the original doors that are wooden doors.

In addition, they're looking to do some facade work. They're looking to do some emergency facade work that needs to be done this year. In addition to roof work on the museum, mansion, the powerhouse, and some of the maintenance buildings. It was \$100,000 that was appropriated by the Legislature about a month or so ago, and they're going to start work soon. They've started work on the electrical system in the dioramas. They're looking to do electrical work in the marine museum. That work is starting, and that work is critical because there's some public safety concerns there.

The traveling classroom. We've received a \$13,000 grant from National Grid Foundation. We're starting to interview educators, and our plan is to get that on the road by mid-August, start to go out, reach out to high-needs schools, which is the purpose of that grant, and develop that into a program for community groups, schools, libraries and to get that out and show the world that, you know, the Vanderbilt Museum is here. We're expanding programs, and now we're taking our show on the road.

I think that's a pretty good overview. If you have any questions, we'll certainly be happy to answer any questions you have.

CHAIRMAN MORAN:

Thank you, Lance. Lora.

MS. GELLERSTEIN:

When do you anticipate the traveling classroom to be, like, ready and running, ready to schedule?

MR. REINHEIMER:

I would say the beginning of August, between -- yeah, I would say the beginning of August. We're bringing on our educators. I interviewed a person on Tuesday who looks good. We have a couple more interviews coming in. I want to bring these people on about a month or so ahead of time to learn the curriculum, learn how to operate. This vehicle is very technical. There's a lot of computers on it. They bounce around. You have to understand how to troubleshoot, not only the vehicle to get it to run and the air conditioning but the technical part with the computers, so we're bringing the people on. I spoke to National Grid. Originally, this grant was supposed to start this spring. We didn't receive the funds 'til about six weeks ago. So I spoke to them; they're okay with us starting in the fall, and we talked about rolling it out in August and promoting it for National Grid and also for Suffolk County in the museum. So, you know, we envision having some kind of opening rollout of this new program, so in lockstep with that, we would be ready to schedule it. And people have called during the year, and we're not promoting it, because we don't have it staffed, so I think there's some real interest, and just getting it out on the road will help promote the museum and the planetarium.

MS. GELLERSTEIN:

Do you think that it would be ready for -- like, the Y has this huge summer camp. I mean, is that something -- do you have, like, a fee schedule in place? Would it be something that could go to, you know, the Y one day during the summer? And they end their camps mid-August, and you've got a lot of kids there; that might be a really cool way to kick it off, you know, in conjunction with the Y.

MR. REINHEIMER:

Yeah, that's a possibility. It really depends on how quickly we identify the proper educators. You know, our wish list is a bilingual educator that wants to drive a truck. I'm not sure if that person exists. The first person I interviewed was an excellent candidate. Unfortunately, he's never driven trucks, I don't know why, and he's not bilingual. And we've talked about that, you know, realistically we'll probably have to hire someone to drive it in addition to two educators. The downside is this vehicle only has two seats, so legally you can only have two people in the van, so one educator or both educators would have to go there by separate vehicle and someone would have to drive it, but it is possible that we could do that, and that's a good testing situation.

We had gone to the Greenlawn Library last summer, and we had a little glitch, but we got the vehicle out there and we did have their children that were in a summer program go through it, so it's a good way to get it out and to test the educators in terms of field-testing them to get them used to working with children and actually teach the curriculum. This vehicle handles 15 students at a

time, so ideally if you have 30 students, one educator talks to the students in a classroom, prepares them for what they're going to see. This isn't a toy. It's hands-on learning, so they have to understand the concept behind what they're doing on the vehicle, and then once they're on the vehicle, the other educator assists them in working the different stations and understanding how that connects with what they learned in the classroom. So in an hour, you can have a group of 30 children go through the vehicle.

MS. GELLERSTEIN:

Thank you. Thank you.

MR. MORAN:

Terry.

MR. PEARSALL:

Lance, capital projects. What's the status on the clock tower?

MR. REINHEIMER:

That's one of the areas that we're really concerned about. The facade is really crumbling. We have nets around there. Actually, we went through there on Wednesday. The contractor came back on Thursday with someone to talk about it to put up some temporary scaffolding because there's a critical need. The way we're approaching the facades is time and material. Funds that we have appropriated, authorized to bond, they're going to go through and do things in stages. For example, we didn't talk numbers to appropriate and retain a contractor for \$500,000. This is the work we like to do. How far will that take us; and then once that is done, go there. We prioritized -- my first priority is the marine museum. The stairs are crumbling. It's not critical, but it's an easier fix than if we wait two years from now because the stairs are really crumbling. We have wedding ceremonies up there, and, in my opinion, it's almost embarrassing how that stairway looks.

Also, the facade work on the building is starting to crumble, and it's at a point now where it's easier to fix today than it would be a couple years from now. In addition to working on the facades, what they're going to do is the first thing is to scan, computerize, scan the detail of the facades so that we have that, and my understanding is they can take those computer scans and then they can create molds and replicate that, so that's the first step that they want to do. They realize that some of these areas, the water intrusion and the crumbling, some of the detail has disappeared, so let's capture what we have today at least. Stephanie also has some drawings. She's going to work with Jim Ingenito (ph). They're going to go over the drawings that she has, and Public Works is going to make copies of those large drawings and keep those also on file out there, but between those drawings and the digitizing of the actual facades, we'll at least preserve what the original facade looked like and give you the ability to replicate it in the future.

MR. PEARSALL:

We're making progress with the roof repairs at the mansion?

MR. REINHEIMER:

Yes. Part of the tour on Wednesday included the roofing. Recently, this past spring, we appropriated an additional \$100,000 to do emergency repairs starting with the mansion but seeing if that money will carry us over. The powerhouse has some serious problems with the ridge. The roof is leaking badly, and also even the maintenance sheds, there's areas in the maintenance sheds where you can stand inside and see the sky. So we'll see how far that hundred thousand dollars takes us.

In the adoption of the capital program, the Legislature saw the wisdom in appropriating or scheduling additional funds for 2014. If everything goes through as was amended by the

Legislature, we'll have \$400,000 next year. Again, we're approaching this time and material rather than doing a full-blown project where it takes you years to get the plans done, and, meanwhile, the buildings are leaking.

Public Works, the company that did the roofing for the planetarium, the marine museum, and the Stoll Wing, we're real happy with that. Those roofs are real tight with all the rain we had. We had no leakage on any of the flat roofs. We did have some leaks on the dome. That's under warranty. Public Works contacted the roofer; they're coming back and they'll make some corrections on the dome. But the roofing, they're happy with the company they have, so I think they're moving pretty fast and getting them to do some work for us this summer and going forward next year if things work out.

MR. PEARSALL:

Excuse me. I have to take a call. I'll have a couple other questions when I get back.

CHAIRMAN MORAN:

I just have a couple quick things. How's the ticketing system functioning at this point? How is it working for you?

MR. REINHEIMER:

It's working -- we're getting used to it, and it's getting used to us. The numbers that I quoted you before, I could never have done this with our accounting system. It would be too difficult to pull those numbers out. We could do it, but I can go in on any day, I can sit at home, which I do on weekends, and I can see how we're doing. It's a great system for capturing the admissions. It also works -- we have, like, our summer programs that we have, you can buy tickets online. We haven't gone as far as doing online ticketing for the planetarium yet because we're just taking it in steps. It took weeks to get the online ticketing working, and it was a case of just it's a new system for us. So in a word, we're happy with the system. It's working well. It's doing what we intended it to do. We have to change a little bit on how we do business to adapt to the setup and how this program works. This was not a custom program. This was a program that we retained that's standard for any institution our size, so we have to change a little bit on how we do business, how we define different events. But in a word, we're happy with it. It's doing well. Thank you.

CHAIRMAN MORAN:

I realized that was going to be a work in progress; we know that. But that was my question. Since this is a new thing for us and we're pursuing it, were you happy with it, was it performing satisfactorily? We know that adjustments are going to need to be made, but that's really what I was getting at.

MR. BEATTIE:

Yeah, I'd like to address a little bit there because we have a meeting set up for Tuesday of next week too. It's an area that I have some expertise in, so I want to get a little bit of an update there, because it's more than just a ticketing system. It's the ability to do -- Lance talked about doing membership, increasing membership. We can create campaigns and track how we're doing with that system, so those are the types of things like u I'm trying to focus on.

CHAIRMAN MORAN:

Absolutely, and I'm glad to hear that because that is useful tool as well, whether it be target marketing or whatever it might be, so I do appreciate that.

To that end of realizing we walk before we can run, where are we or are we at all at a process where we're considering other events at the planetarium other than the standard shows that we put on. I know we had talked about initially one of the reasons about the -- you know, where you lower the

projector into the floors to put on some of these other -- host some other types of events. Are we at that point yet, or is that something that we're viewing for subsequent years?

MR. REINHEIMER:

That's a great question, and I'll respond to that. And, you know, I just wanted to give Ron a heads-up because things happened so fast this week. Not that we're concerned, but we're watching attendance for the planetarium shows, and, like anything, and the Cradle of Aviation experienced the same thing, they open to sellout crowds. We don't have that problem. Part of it is the function of the time of year. June, things start to slow down for us, anyway in the planetarium. That's Barbara Oster, who has 23 years of experience, she never hesitates to tell me about history and her experience, and I appreciate it, and one of the things she did mention, June, things do slow down, so they are.

But we need to carry the momentum forward. The summer is starting June 25. I believe that's Tuesday. We're open every day during the summer, so we'll have public programming during the day Tuesday through Sunday. We have to keep this fresh. We have to keep the excitement. We are premiering a show, "To Space and Back," so we do have a show with the original shows that we purchased that we're premiering starting for the summer, and that's a great show. It's more geared towards adults. "Stars," which is another program we have running now is geared towards adults, but the feedback we get is it's an excellent show for children also. So "To Space and Back" is for a little bit older audience.

So we still get a lot of calls for laser rock shows. It's nostalgia, and so I'll get a couple calls a week on that. So there's a need, a desire for rock-type shows in the planetarium. You know, we made the decision not to go forward with laser show, and part of that is if you go and do laser shows and then you do full-dome video planetarium shows or full-dome video anything, you're supporting two systems, and, you know, my opinion is if you're supporting two different systems, it's hard to do both well. And with full-dome video, there's a lot of flexibility, and I think it's far superior to what we can do with lasers. So to that end, we are -- we have looked at some -- we have two rock shows that we're considering that we are trying on a six-month trial basis.

Those shows can also be dissected to create unique show on our own, and then we can play in concert with that, not marry it but in concert, our own music track and create our own shows, if we so desire. But the two shows are 60 -- 55 minute shows as they exist now, so the plan is to roll those out during the summer, show those shows on Saturday and Friday nights, 10:00. That crowd is a later crowd, so we would continue with "Space and Back" and "Stars" on Saturday night followed by one rock show. Friday nights, we would do "Long Island Skies," which is an excellent show I recommend for everybody. That's a classic planetarium show. Dave Bush, our planetarium -- one of our planetarium educators does an excellent job giving a lecture on how Long Island skies looked tonight. That show is even excellent for children. Everyone comes out of that show with smiles on their faces.

So on Friday nights, we do Long Island Skies, To Space and Back, and then we do the other rock show and see how this works, and I think it'll keep the excitement going. In addition to that, we're looking into purchasing a third show, and that show we would purchase, we'd have the rights for 50 years, and that show, I can't remember the name of it, but Dave has previewed it. He came back from a planetarium conference about six months ago, and he was talking about this show, and the way he describes it, it's groundbreaking; it's unique; it's unlike any planetarium show. All I can remember is it involves puppets, and, you know, I happen to like puppets, but that's a seasonal show for the winter.

We also have a festival of lights, I think it is, for the winter, so we would have two good winter programs that would be going on, so we do have some shows. The board has talked about shows.

They know that we've got to do something in the future. Part of Ron's plan with development is to start to generate funds for the future for new shows. We have to keep this fresh, and we know that the easy part was doing the renovations; the hard part is to keep this up and going, and we're aware of that, and we have a plan for that. In addition to the board being aware of that and the major donation we're getting from the Reichert family to support the planetarium programs. We're off to a running start, and the future is really bright.

You know, one of the things I failed to mention, you know, is the number of children and people that have come -- we've had over 15,000 people come on our property. We have 200 children a day come through the property for the education programs. Our store that we renovated has done \$30,000 in gross sales. We're confident that store in, you know, maybe not this year, but going forward should generate \$50,000 in revenue for us, net sales. You know, we had large startup costs for inventory this year. We've probably on the 30 -- we've probably spent over \$20,000 on inventory. So this year, you know, you have the initial startup costs, but going forward, that store is going to be a revenue center. We're running the planetarium. We're running the store to generate revenue and to support the museum, and I'm really proud to say that financially we're doing well today, but we have to keep going.

In addition to the planetarium shows that we're looking to purchase, we're also looking to use the planetarium as a venue for other events. We have an event July 21. It's Yelp. That's an invitation show. That's going to generate \$3,000. Three hundred people are being invited to that. They pay \$10 each, and this is to generate excitement through social media, to promote the museum through social media. And you know, going on the direction of social media, we just -- we retained a volunteer, a young person who just graduated from Wharton Business School who came to us after visiting the museum, was so in awe of the museum, and then he went to our Facebook and social media site and said, These guys need help, and we do. He, in the past couple weeks, has trained us -- started to train us. We're promoting a lot through social media, through Facebook, Twitter. We've got new pictures up there; we're promoting our events, and I think that's the way to go. You know, print media, advertising, you hit an audience, but if you want to hit the audience that's really coming out and doing things, the younger people, they no longer, I'm told, go to websites first; it's all mobile devices, which is Facebook, Twitter, and they go to events and they support institutions when their friends tell them it's good. They don't listen to the media; they don't listen to advertising; it's what their friends tell them. So we're marketing now through social media, and I think that's going to have a major positive impact on the museum and the planetarium.

In addition to that, Lemere (ph) Ballet, which is a ballet school, is coming to do a production of -- preview of The Nutcracker I think that's December -- no, it's November 10. It's a Sunday night. It's the night before Veterans Day, so the children don't have school the next day. This Saturday, we have an author. Chris Collora is doing a book signing and talk about his new book of south shore mansions. That's a free event, but it gets people in to see the museum and the planetarium. We're looking to attract audiences that don't normally or wouldn't normally come to the museum, but if they come for an event, they discover the museum. I found that out with music festivals. We got people from all over the place, and they -- "We never knew the museum existed." They're coming from Nassau County. They're coming from areas that just weren't aware of the museum and the planetarium. I'm trying to think if we had any other events scheduled in the planetarium. I think that was it. But we're looking -- oh, yes. We have -- Long Island Composers Association is doing two concerts in the planetarium. I can't recall the dates offhand. Again, they came to us. They compose their own music, and they have their own following, and it's just, again, something different to attract a different audience.

MR. BEATTIE:

I'd also just like to add to that, one of the other things we see in the future is corporate events to be held in the planetarium and other things like birthdays. You can set the sky for the actual day that

a person was born with the new technology, so these are the types of things now that we're going -- and, by the way, I have to point out, with Lance, the place is so much more professionally run than it was previous, and I think that really lends a lot to repeat visitors as well.

CHAIRMAN MORAN:

All good news. Thank you.

Mr. Pearsall is back. Do you have more questions?

MR. PEARSALL:

One question I had, are part of those 57 libraries Nassau County libraries as well?

MR. REINHEIMER:

Actually, I think at this point, we might have more libraries in Nassau County than we do in Suffolk. We had a person who came to us who represented a group of libraries, and they spoke to Elizabeth Whalen (ph), who is promoting this program and development. She gave them some information. They took it back to that association. We had a lot of libraries join from Nassau, and they all joined by April 1. We changed our program for the libraries, and what we did is we made it consistent for our membership for family members. In the past, you had unlimited free access to the museum; free planetarium shows, free mansion tours, and free access to the grounds. We changed that, so now you get a 25 percent discount on planetarium shows. You still have access free access to the grounds and free mansion tours, but it's important, you know, for people -- if something is free, you don't value it as much. We can't give the planetarium away, so effective April 1, any library that joins after April 1 would be on the same program as our membership. The libraries that join before April, we've grandfathered them in to the unlimited shows. But what we are doing, when people show up with these library passes, we're asking them to make donations. So people are making donations of anywhere from \$2 or \$3 to \$10 on a library pass. So not only do we have that core \$30,000, \$35,000 a year in memberships from the libraries, but we're receiving at least, on average, say \$5 to \$10 from a library patron because they're getting in for free at this point, most of them.

We're concentrating and are starting to look at Suffolk County libraries to increase that membership. But right now, yeah, I think we have more Nassau County libraries than Suffolk, which is contrary to what you would think.

MR. PEARSALL:

The school brochure for the fall: Status?

MR. REINHEIMER:

Well, we're in the -- we had a meeting last week with our education department that was discussed at the meeting. Conceptually, we talked about the concept. Our education people are gathering the information. We have a PR company that's helping us with graphics and putting things together, so it's in the beginning. We don't have anything yet, but we know -- we're starting on that, and we should have something up and going and start to get into the details within the next two or three weeks, but we haven't put it together yet.

MR. PEARSALL:

I'm very impressed with the annual report that was done, and I'm just hopeful myself that the educational brochure will be as well-received as that was.

MS. OLDRIN-MONES:

That's exactly what we brought up at our meeting, how nice that brochure looked, and we would like something with that kind of pizzazz to announce to everyone that we're here, we have all these new programs, and we're a place to come and visit. And also, while I have the mike, I would like to say

that I've been going to a lot of education and exhibits committee meetings over the years, and I am really impressed -- and this bills on your comment about how professional Lance is -- but I'm really impressed with how many professional development opportunities this staff is taking advantage of, and I think it's really paying off in terms of going to conferences and joining associations and networking with other museums, so I think that that's a big plus.

And I also would like to say that we have a couple of brand new museum education programs this year as well as the new planetarium programs, so that is a reason for coming back as well.

And finally, we have even added to collections of the museum, which how often does that happen with a museum as old as ours. So this year, for the first time that I can remember, we have a brand new collection, which is going to be on exhibit soon, of never-seen-to-us-before photographs, some of them which are really wonderful, in Tiffany frames and pictures that complement the exhibits that we already have.

MR. BEATTIE:

And if I could just add to that. To identify, Gretchen is the head of our education committee, and she's been doing a fabulous job. We have a real strong executive board and board altogether. Gretchen has done a great job. Remember, that's half our mission. We talk mostly about the enjoyment part today, but the education is the other thing that Willy charged us to do, so it's a very important committee, and she does a great job.

MR. PEARSALL:

Great.

CHAIRMAN MORAN:

Seth.

MR. WEISS:

My first question is regarding the two rock shows that you mentioned that you have. What are the current shows?

MR. REINHEIMER:

What are the shows that we're considering?

MR. WEISS:

I thought you mentioned -- I thought you had said that you currently have two shows that are -- one on Friday, one on Saturday night at 10:00.

MR. REINHEIMER:

Okay. Those are the shows that we're looking to purchase. They're a mixture of music, rock music. I don't think it's any one particular group or band. I don't have the description with me, but those are the ones we're considering to purchase. We don't have those yet, so right now we don't have a 10:00 show on Friday or Saturday nights, so that's the time slot -- you know, we have an 8:00 or 9:00 show, and then we'd slide in the 10:00.

MR. WEISS:

I guess the question I guess I was looking for was what age group were they being aimed for? Are you talking more like the young adults or the older-groups type thing?

MR. REINHEIMER:

I think it's pretty broad-based. It's not geared towards the 20-something young people. You know, we're not looking to cultivate the places as a hangout for young -- you know. We're looking,

you know, broad-base so that it satisfies the audience that's looking for the laser rock shows and also younger audience, but it's really -- it's a broad-base audience. That's about the best I can describe it.

MR. WEISS:

No, that's fine. Broad-based is good. Second question I had was regarding the status of the cell tower.

MR. BEATTIE:

We essentially tabled the cell tower. There was a lot of community opposition to it. It was at a time when we really needed the community's support more, especially in reopening the planetarium, so I guess the short answer is we punted.

MR. WEISS:

Okay. Thank you, then.

CHAIRMAN MORAN:

Lora.

MS. GELLERSTEIN:

I wanted to say that, you know, after going through all we went through for so many years, it's really heartwarming to see the press releases that are coming out regularly from Pat. I love the little updates. It keeps me kind of in the loop of what's going on and what you guys are doing, and I always feel his joy through his writing, which is kind of cool. I can see him bubbling about, you know? So I wanted -- I think that's terrific, and obviously it takes a great deal of coordination to get those out.

One of the things I wanted to ask about was the summer camp. You have summer workshops or camp or what the registration and enrollment and all of that is and how that's going.

And then I also wanted to ask about the -- it's an astronomy club, right? I wanted to see how they were involved and how -- they must be thrilled with the new planetarium digs and what they're doing, you know, to complement what you're doing.

MR. REINHEIMER:

Yeah, we have several summer camp programs. Not sure on the registration for those yet, but I think they had some registration, the meeting we had the --

MS. OLDRIN-MONES:

Yes.

MR. REINHEIMER:

So there are people registering already for it. I can't tell you exactly how full they are, but we do have several camps. We sent out -- we also sent out a camp brochure to -- which I should have brought with me. I apologize -- to our mailing list of summer camps to encourage them to come to day trips to mostly planetarium because those are larger groups, so our camps should do well this year, they really should.

MS. OLDRIN-MONES:

There's also programs being offered for pre-k and for first through third grade, and there is some enrollment as of last month in those already, so I'd imagine there's more now, and we expect a big attendance on rainy days in our planetarium for all the summer camps that are in the neighborhood so it looks like the weather the way it is, we could have a huge attendance there.

MR. REINHEIMER:

Yeah, and actually we do have a lot of summer camps that are booking now, so they are coming to the planetarium. You know, one of the things I failed on the number of children coming through on our education programs, we saw tremendous increase in the museum side of our education programs, tremendous. I mean, when the planetarium was closed, we had very low attendance in those programs; schools weren't coming, but they're coming now because they're getting two field trips for the price of one. So our numbers for our other historic -- "Travels of Mr. Vanderbilt," "Egypt," our other side is doing well. So when we have 200 school children, they'll split the group. A hundred will go down to the planetarium, a hundred goes to the museum side, and then they swap. So, you know, having the smaller planetarium theater hasn't adversely impacted our school programs. It's just changed the way we've done business, so the planetarium draws the people in, and they get the two field trips, so we're really -- you know, both sides of the education programs are doing well.

MS. OLDRIN-MONES:

And we also have a special scout brochure that will go out in the fall that will have programs from all of the scout groups that we'd like to come.

MR. BEATTIE:

And another initiative that we just spoke about at the education committee recently is on the website -- I mean, having Terry's question about the education brochure and also these brochures that we're talking about, it's our website where we've decided that we're going to have a tab just for programs for educators so that they can go into one page or maybe a couple pages that really explains all the -- I think the brochure is important to get them to go to our website. And plus, when things change, which they invariably do, it's a lot easier for us to change it on that side; and also, through the All True (ph) System, promote it to teachers as a campaign to get them to come.

MS. GELLERSTEIN:

I have two fast ones. Where did the new exhibit come from? Did you have that; was it donated; was it lent to you?

MS. OLDRIN-MONES:

It came from Consuelo Vanderbilt's estate, and there was an auction, two days of the auction -- actually, three days, but two days that concerned us in May, and the first day, there were some very beautiful items, none of which we could afford; and the second day, Stephanie, our curator, was able to purchase a group of 14 different photographs, some of them Willie K., Jr. with his son, which are priceless and will go perfectly in that upstairs exhibit; and some others, Virginia Fair, we didn't have anything like it before. So those will be exhibited fairly soon in the library in the case over to the left.

MS. GELLERSTEIN:

That's wonderful. I love that stuff. I have one last question. What's left to do --

MR. REINHEIMER:

I just want to say, too, that the funds we used to purchase those came from the sale of the '37 Chrysler. In addition to the buying the -- and expanding our collections, we also purchased period piece draperies to replace the rotting draperies in a lot of the rooms of the mansion. And I haven't seen it yet, but the past two days we installed new carpeting in the guest room area of the mansion going up the stairs to the organ room. Nobody can remember how old that rug is, but Tim, who's been around for 30 years, said it was old when he -- so we think it's about 40 years old. We, Stephanie and I, selected the carpet, and Stephanie was really the deciding person in making that selection to keep it looking historic. The carpet, it's very thick, tight-rip carpeting that looks period. It looks like it would have been in the mansion during that period of time. It's very

elegant. It has vines of deep red and I guess some beige in there, and it just looks like it's from the 40s. And that carpeting was, two reasons, replaced. First of all, the carpeting that was in there was far from the period carpet, and second, it was fraying on the stairs, and it was a significant tripping hazard for people, so it really needed to be replaced for two reasons. So and that was also -- the draperies and the carpet was also purchased through the proceeds from the 1937 Chrysler. Between the two of them, I think the carpeting and the curtains were in the neighborhood of 20 to 25,000. The artifacts that we purchased through auction were around 5,000, so, you know, in using those funds, that's pretty much all we had planned to use for the next year or so, but it's made a tremendous impact on the museum and how it looks. And we also had two chairs reupholstered in the breakfast area, and, again, the upholstery that we had on those was not period, but the upholstery that's on those chairs now really makes that area pop; and the curtains, I think, were replaced in that area, so between the curtains -- or draperies. I'm told they're draperies -- draperies and the chairs really made that piece come alive, that area of the mansion come alive.

MR. BEATTIE:

And just to add to that, I just want to talk about our people again because we've kind of been talking about all these things that have been happening. The Yelp initiative is by Lorraine over in the planetarium; Dave Bush; and I want to talk about Stephanie, because the professional -- having a professional like Stephanie on board who can pick out these carpets -- I know I couldn't do it, but, you know, for the historical significance, and I just got -- and Lance talked about the people in our grounds, our grounds crew. We have two people who are doing all that work. So, again, we are appreciative of you guys and our staff.

CHAIRMAN MORAN:

Thank you so much. There is one other issue that is obviously -- well, many -- but one other issue that is obviously of great import, and I'm actually going to direct this to Mr. Pearsall, because I know there's an IR before the Legislature currently with respect to the concession agreement, so I'll direct it to him and then if you want to add something, that's fine; but what is the current status of that IR?

MR. PEARSALL:

The Presiding Officer had asked that it be tabled because a couple questions had come up to him about the viability of the vendor. Under the RFP programs that the County does with other vendors and so forth, they have to provide certain financial information to the County. I don't think that was done when this RFP process was done through the board, and it's not your fault because, to be honest with you, I didn't know about this RFP financial process because I don't handle RFPs. So we looked into it. He requested that we secure those. I did request from the vendor certain information. He has provided it to us. The Presiding Officer has asked the -- our budget review office to analyze that information. They have some further questions so we're going to proceed to get that from the Thatched Cottage and proceed, then, with the recommendation of the full Legislature whether to approve the contract or not, so by July we should have it all ready to be done.

MR. DUJMIC:

The one thing I just wanted to add, you know, we need to put into context the fact that this is something that, you know, has been going on for about three or four years. I don't want anyone to think the decision was made in a hasty fashion by the board. It's important to note that it was a long process, and that at the end of the day, we felt that given our options -- and the options were limited. Just to go back, obviously there was an RFP issued. There was only one person who responded and found to be -- it was an inadequate proposal, and following that, the letter of intent was submitted by Mr. Colamusi.

Again, it's been a long process, and I speak for myself, but I think I speak for the most of the board too, is that, you know, one of our number one desires is to make the Vanderbilt a self-sufficient organization, to take the burden off of the Legislature and the taxpayers in Suffolk County. And we realize on the board, and it's something that we discuss at every meeting, that the hotel motel tax is not going to last forever. It's going to be sunsetting soon, and we wanted to take certain steps to put things in place to offset what we are going to be losing.

We saw Mr. Colamusi -- most of us saw Mr. Colamusi as a viable option. He is a member of the community. He's someone who already runs two establishments in Centerport, and I think that was part of the basis for the decision that we made. We got to the point where we felt that we were kicking the can down the road for so many years. We wanted to give the Legislature the option to properly vet and to make a determination. We didn't want anyone to think that the board wasn't doing what we needed to do in our opinion to make us a more self-sufficient organization, so I just wanted to just add a little context to that and to let the Legislature realize that, you know, it's not something that was done in haste. We understand the concerns and that notwithstanding, I still support the application for Mr. Colamusi. And, you know, maybe it's the attorney in me and I understand that if there are financial concerns, it's something that we need to look at because of the appearance that it may lend if the contract would have to be terminated. But then I look at it from the other side, and, you know, personally I don't know if I'm in a position to tell Mr. Colamusi whether or not he can afford the contract and that that's on him, and that's just, again, that's just a personal opinion on my part that I wanted to express to this committee as well.

But, you know, we understand, and, you know, obviously it's a different position that the Legislature is in versus what our board is in, and we hope that one way or the other, the Legislature moves forward in an expeditious fashion on it, so thank you.

MR. PEARSALL:

And thank you, Joe, for all your help, what you did to get us this far.

MR. DUJMIC:

Well, I appreciate that, and, you know, it wasn't just me, it was the entire board. And I have to say that, you know, two years ago when I first came on board, I don't want to say that the Vanderbilt was heading in the wrong direction, but I didn't believe that it was necessarily heading in the right direction, and thanks to the people who have taken over leadership roles, and thanks to those individuals who have been appointed since then, I firmly believe that the Vanderbilt is certainly heading in the right direction, and I hope that everyone agrees with that as well.

MR. PEARSALL:

One other thing, you mentioned the photographs that were recovered from Consuelo's estate. In reviewing minutes many years ago of the Vanderbilt, there was reference to the fact that there were films in storage in New Jersey, is that true, of Willie K's trips around the world?

MS. OLDRIN-MONES:

That is true, yes.

MR. PEARSALL:

And we're still protecting those films?

MS. OLDRIN-MONES:

We are. Hopefully some day we can do something with them.

MR. BEATTIE:

That's the first I've heard about it. I'd like, if we do have money from the sale of the car, to maybe

look into having those digitized. The services for that are -- you know, obviously we don't want to risk the actual film, but in this day and age, let's digitize them. And that's the kind of stuff I want to get on the web so people say, This is a place I need to go to.

MR. PEARSALL:

I'm going to have to be excused again thank you so much. I don't have anything else.

MS. GELLERSTEIN:

With regard to the planetarium and that building, is there anything else -- I mean, there's always stuff to do, but is there anything critical that still needs to be done? Any monies that still need to be appropriated for that building? The roof, I know the dome had a little issue that the roofer's going to fix. Is there anything else, you know?

MR. REINHEIMER:

Actually, the issues with the building are all being addressed. I didn't mention those earlier. As part of the planetarium project, they're working on the building now to fill all the cracks on the three walls in the back -- the three walls, not the front wall, because the front wall is in good shape -- filling those cracks, filling the areas where the wall has been damaged, and going to put on a coat of dry lock and then painting the building, so that's all being done under the planetarium project.

Part of our tour the other day -- I'm not sure if I mentioned it or not -- part of our tour with Public Works in the area they're looking at is to put in an ADA-compliant unisex restroom facility in the planetarium. Even though we have one set of public restrooms there, by today's code -- and when they were retrofitted, they did meet code, but under today's code for handicapped-accessibility and the space you need for wheelchair radius and turning, they're not totally compliant with code, and we recognize that. So we also recognize to retrofit those bathrooms to meet code today would require expansion of the building, so the next best is to put in a facility for handicapped accessibility that does meet today's code, and that's going to be done. We are going to put it in the lobby, and if you're familiar with the lobby where the vending machines are, there's a closet also to the left of those vending machines, to use that closet and to come out about a foot from that existing closet wall, going towards the back of the hallway where people enter.

My concern was I saw a preliminary plan. My concern was how does that impact the stacking of people going to use the planetarium, and how will that look as an add-on? So we measured it out with the architect, and it doesn't adversely impact the stacking. If you know where the vending machines are, it goes through to the second vending machine. The hallway is still wide enough there, and it still would not adversely impact the stacking, and they're going to design the exterior walls for that facility to blend in and use the angles of existing walls so that it looks like it was existing and that it wasn't just added on. So we are -- those are the only two areas on the planetarium, except the third area. We're also doing replacement, which was not part of the original scope of the planetarium project -- we have 11 perimeter air-conditioner heating units for the office classroom area. Those units were not running. Some of them were running, some of them were running but not really well, so those are all going to be replaced again as funds had permitted with the original planetarium project.

When all the dust and everything settled, they had some extra funds, and we knew this was a problem, and so we had to wait to the end of the project to see how much we had left; "we," meaning the County in concert with what I was asking them if they could do it to replace those. They were going to be replaced this summer; however, they had a little glitch in the equipment order. They have to reorder them, and they were just here last week to spec them out. The original units that they ordered are no longer in production, so they have to change the order; they have to spec out the electric needs; and also the size of the cutouts in the walls, so that finishes

what we need for the planetarium as best we know today.

You know, we did have some concerns about the septic system. We are monitoring that, which means looking in the cesspool periodically. It's one of those glamour jobs, but, you know, the short side is that's okay, but that's a 40-year system, and what happens, things don't leech out as quickly as they should, which means we have to pump it out periodically, but it's not critical that that be replaced at this point in time when we are looking at it. So we are watching that, but as far as I can tell right now, you know, all the needs of the planetarium are being met. This building shouldn't need anything once this remaining work is done.

MS. GELLERSTEIN:

You know it just it strikes me as we've really, you know, come so far, and I think you're doing a great job. I think it's great. The board is wonderful. Everybody's really engaged. You know, I just -- and, Lance, I mean you're taking care of septic tanks, you know, and videos and artifacts; who knew, right? But thank you very much. That's really terrific news. Great.

CHAIRMAN MORAN:

Jill.

MS. MOSS:

You've given a great, broad overview at the planetarium and the mansion. The only thing I haven't heard mentioned is Normandy Manor and the status of the rental.

MR. REINHEIMER:

Everything is going well there. That lease is a two-year lease. Started March 1 of 2012, so it goes through March -- the end of February 2013 -- 2014. I spoke to the people that are living. They're building a house in the area. Like any project, it's a little behind schedule. It looks like they would like to stay through August of 2014, and then I guess we can evaluate once they move out what we want to do with that. That's providing a significant revenue -- you know, that's part of our revenue matrix to support the museum. They're the ideal tenant. I don't think they've been there 40 nights, and they're low impact, and they love the place; they really do. They're happy with being there, they're happy with the ability for us to take care of the facility; we respond. Yesterday there was an issue with water, so our maintenance people went over there to check out, so any time and I know yesterday there was an issue with water. So our maintenance people went over there to check out, so any time they call us with a problem, we respond very quickly. So the rental is going -- it's working well.

So you bring up Normandy Manor. Part of the tree work that we're looking to do is take care of the those two copper beech trees in front of Normandy Manor, which are approaching the end of their life. But the arborist that was there the other day feels that -- he actually came over and fed them last week too -- that where the pruning and cutting out the dead areas of those trees, that we can extend the life of those trees at least five years and longer, so we are taking care of those trees also, also taking care of the grounds.

We also received a grant from Goldman Sachs again for the second year in a row of \$1900 for our master gardeners. They have a vegetable garden back there, and they use those vegetables to give to area food pantries, and that's why they got the grants. So Goldman Sachs are supporting their efforts; their efforts are supporting people in our area that need assistance and providing them with fresh vegetables in our various food pantries in the Huntington areas. So things -- it was a good match, so things are going well at Normandy Manor.

CHAIRMAN MORAN:

Okay. Seeing nothing else from the committee, anything else you guys want to add?

MR. BEATTIE:

Thanks for having us in your continued support from the Legislature. You guys really helped us through the worst of our times, and I think you'll all agree we're coming through that now, and we're looking forward to this jewel of Suffolk County continuing on for a long, long time after today.

CHAIRMAN MORAN:

Well, thank you all for joining us today and for the important role that you continue to play in what is a vital and exciting time at the Vanderbilt, so thank you very much. We are adjourned.

*(*Meeting adjourned at 1:04 p.m. *)*