

Suffolk County Vanderbilt Museum

Board of Trustees

Minutes

A regular meeting of the Suffolk County Vanderbilt Museum Board of Trustees was held in the Planetarium Lobby, Centerport, New York, on August 20, 2014.

The following were in attendance:

Ron Beattie – President
Gretchen Oldrin Mones - 2nd Vice President
Betsy Cambria – Treasurer
Kevin Peterman – Secretary
Duncan Armstrong - Trustee
Jack DeMasi - Trustee
Michael Mule - Trustee
Dr. Steven Gittelman - Trustee
William Rogers – Trustee
Anthony Guarnischelli - Trustee
Michelle Gegwich - Trustee
Lance Reinheimer - Executive Director
Ann Marie Pastore – Stenographer

Absent:

Joseph Dujmic – 1st Vice President
Thomas Glascock - Trustee
Stephen F. Melore – Trustee

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

MR. BEATTIE:

Welcome to the August meeting of the Suffolk County Vanderbilt Museum Board of Trustees. Can everyone stand for the Pledge of Allegiance?

{SALUTE TO THE FLAG}

Okay, thank you. Is there anybody in the public that would like to address the Board? Okay, without having my agenda with me, we'll move through the committee reports. We don't have a quorum yet, so we won't ask for the previous meeting minutes to be approved.

We'll now go to Committee Reports, Finance and Treasurer's Report.

MS. CAMBRIA:

I'll actually discuss the month of June. You all have this long sheet. Going over this with Lance, this is what we thought you would want to know. Under "Membership" there was quite a large increase. That might be partly attributable to library renewals. Those are individual libraries in Suffolk County who acquire memberships for the use of their members.

Because we had a large number of admissions, we also have an increase from the museum store.

Under "Special Events," that's a very large amount of money, \$23,000. Lance advises that it's attributable to the Clambake and the music festival which was held here, Woodstock 3, I believe, was the name of it. That's accountable for the "Special Events."

Under "Expenses" I noted that the utilities are over \$20,000. I thought that was a very large amount, but apparently, it's simply the way of paying. If you look at the month prior to that, it was \$2,000. Our bookkeeper pays it in a certain way so that for the actual June – that's why it was so high.

I'm going over to the small piece of paper, the eight by eleven, and I noted the Suffolk County funds budgeted for the disbursement of \$85,000. I wondered what had happened because the June actual reflects that there was no such disbursement.

However, we did get it right at the beginning of July. So I'm sure you wanted to know that.

Those are the significant things to note from the Treasurer's Report.

(Dr. Gittelman & Mr. Rogers entered the meeting at 7:15 p.m.)

MR. BEATTIE:

Betsy, thank you.

Let the record reflect that Bill Rogers and Steve Gittelman are here. Welcome for coming out on a beautiful August night.

MR. ROGERS:

Thank you. Yes, it's beautiful out.

MR. BEATTIE:

Any questions for Betsy on that Treasurer's Report?

MS. GEGWICH:

I have a question. Under "Museum Store" it looks like we're pretty consistently in the four or five-ish range. Budgeting twelve-five for July and August, do we think that's reasonable?

MS. CAMBRIA:

I don't know. That's a very good question. Maybe it's predicated on the fact that there are more admissions to this building in the summer months. Lance, do you want to address that?

MR. REINHEIMER:

Sure. Our internal accountant works with Barbara. Most of the items here are straight lined across 12 months. But, as you see, he did increase the store for July and August for \$12,000 and then it drops back to \$5,000.

Outside of July and August, we're only open a couple days a week. July and August, we're open six days a week, so that reflects being open for the summer.

I don't have any store numbers. They don't go through ALTRU. That reflects being open full time. It's a reasonable number, yes. To answer your question, the short answer is, yes, that's a reasonable number.

MS. GEGWICH:

Thank you.

MR. BEATTIE:

Okay, Education and Exhibits.

MS. OLDRIN MONES:

The Stoll Wing just keeps getting better and better as Sean Murther continues to work on the diorama background for the second antelope. Tom Doncourt, from the American Museum of Natural History, began work July 31 on the diorama foreground.

A huge upgrade is being planned for the Stoll Wing. Each diorama will have a touch screen loaded with content that will address questions such as, "What in the World," "Where in the World," and "How in the World?" If Wi-Fi can be made available, visitors can also use smart phones to access content on the screens. Each animal will have a voice.

This project, made possible thanks to Mrs. Speers funding, has already begun. There was a preliminary meeting with Ninjaneer Studios to discuss installation and programming of the touch screens for each diorama.

The Stoll Wing is extremely popular with schoolchildren and a fond memory for adults. The Education Committee advocates making a big deal out of announcing the completed renovations and improvements to the public and to schools. Almost like a grand reopening.

There's good news in the Marine Museum, as well. Stephanie's interns, Brandon Williams and Laura Gambino, are staying in the area for their graduate work and can continue to work with Stephanie on the marine collection.

Brandon and Laura are making an inventory and assessing the specimen collection. They will prepare a protocol for the work on the marine specimens. The laboratory fume hood has been installed on the second floor of the Marine Museum to facilitate their work.

Stephanie has had several requests for archival images. The World of Speed Museum in Portland, Oregon, requested the 1902 image of Vanderbilt in the 60 horsepower Mors.

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

MR. GUARNISCHELLI:

I thought it was a 90 horsepower Mors.

MS. OLDRIN MONES:

I have 60, but –

MR. GUARNISCHELLI:

No, it's 90.

MS. OLDRIN MONES:

Okay, I'll make a little correction there. It was a 90 horsepower Mors. You should take that up with Stephanie.

The Smithsonian was given images of the Dutchess of Marlborough for their production "Million Dollar Princesses."

After Living History was featured in *Newsday* in July, we had record attendance of 165 people the next day, which was July 26.

Statistics for the mansion tours are very good. In June 2014, there were 1,162 tours for the three days a week that we were open, which were Tuesday, Saturday and Sunday.

In June of 2013, there were 1,275 tours for comparison.

In July of 2014, tour numbers look record breaking. There were 2,153 tours with the museum open every day except Monday. This compares to 1,986 tours last July, 2013.

The Education Brochure has been completed by staff and all are hoping it will be in the schools soon. The Committee discussed a follow-up mailing and/or emailing in time for the spring semester. Highlighting the Stoll Wing education programs would be a main objective.

We also decided to start work on the 2015-2016 Education Brochure at the September 4 committee meeting to facilitate an earlier mailing next year. The meeting is at one o'clock for anyone interested in attending.

We repeated how great it would be if food and drink could be offered soon in the planetarium lobby. Among all other positives, it would help alleviate some scheduling problems that occasionally arise with

large groups and overall would provide comfortable alternatives for visitors doing multiple activities.

Beth reports that the summer's pre-school workshops were successful. However, due to very low registration, the "Sail the Seas" week long workshop did not run.

The young adult astronomy program called "Stellar Discussions" has been running every Tuesday this summer. About six people per evening have been attending.

The traveling bus had two more reservations this summer, which includes the visit to another school in Brooklyn at the request of the National Grid Foundation.

There's more good news – the mascots in the planetarium program "Let's Look Up" have been named. Ryan Nash of the Montessori Children's School of North Massapequa, a pre-school, was the winner of the renaming contest. Ryan chose "Stormy the Cat" and "Rocket the Dog." Ryan's photo and winning selections are part of the new Education Brochure.

The new name for "The Sky Tonight" program is "Space Adventure on the Moon." Jesse Tallman and Kaitlyn Kurson, who are in Mrs. Haug's First Grade class in Seaford Manor School in Seaford, are the winners of this contest.

One big purpose of Lorraine's contest is to explore and celebrate the power of writing. She receives tons of letters. Jack is going to share some of the letters with us. This will conclude the Education and Exhibits Report.

(Mr. Armstrong entered the meeting at 7:23 p.m.)

MR. DEMASI:

How many letters would you like? They're all good.

MS. OLDIN MONES:

Your choice.

MR. DEMASI:

I'll just read a couple.

"Dear Planetarium Members, on May 23, my class came to the planetarium. The planetarium was out of this world. My favorite part was when I saw the sunrise because you never see a sunrise that often."

"It was fun. I learned that Roy G. Biv stands for the rainbow colors. It was so cool. The planetarium was great."

"By the way, I heard you were having a contest for the show. I think it should be called the "Planetarium in Space" because it goes with the show. I hope you choose my name for the show. From, Meghan Bowles."

Here's another one. "Dear Planetarium Member, I liked the planetarium. I liked when we were moving in space. I like the thunder storm, also."

"I heard the planetarium is having a contest for a new name for the show. I think it should be called "The Great Space Show" because I like the show. I hope you choose my name for the show. From, Vincent DeQueenno."

The rest of them are equally beautiful.

MR. BEATTIE:

That's great. Thank you. Again, that's why we're all here.

Let the record show that Mr. Mule is here, as well as Duncan Armstrong. Thanks for coming on a beautiful night, but we still all made the time to come out here and have a quorum, so that's great.

Next up is Development and Special Events calendar. I still would like to do a golf outing for next year. Michael was not able to chair that, but we're not going to say no to that. If we could form a committee, is there anybody interested in being on the committee for the golf outing for a fundraiser?

MR. ARMSTRONG:

Sure.

MR. BEATTIE:

Okay, Duncan, Mike and myself. Duncan, do you want to chair it?

MR. ARMSTRONG:

No.

MR. BEATTIE:

Okay, I'll chair it. We'll get one going for next year. It was a good try, wasn't it?

{LAUGHTER}

MR. ARMSTRONG:

Yes, it was.

MR. BEATTIE:

The Vanderbilt Cup Marathon, I'm still talking with the County Executive's Office. We're hoping to get that for October of next year, as well.

I just want to talk a little bit about the Clambake. I thought it went great. I thought Lance and everybody here did a great job.

MR. REINHEIMER:

I'd like to thank the Board. This wouldn't be successful without the Board's participation in selling tickets and getting people here. Again, the baskets that were done, Ron running the golf aspect of it, that all added up.

After all the dust settled, we ended up with a net profit of about \$6,000. We did okay. We had about 130 people there. I think everyone had a good time. Those lobsters were hard shells.

MR. GUARNISHELLI:

They were good hard shells. They were good.

MR. REINHEIMER:

We put that request in to Northport Catering.

MR. GUARNISHELLI:

They were great.

MR. REINHEIMER:

They were afraid to come in with those soft shell lobsters. It went well.

MS. GEGWICH:

Lance, can I just ask you something? If it's something you want to talk about at another time, we can do that. I found there to be a long wait for stuff. Is there a way to run it more efficiently?

MR. REINHEIMER:

That's a good question. It was a very long wait. It was up to about a half hour. I don't know. It's a combination of, I guess, staff for Northport catering and how it was set up and room, also, in the tent. But we'll have to look at that.

MR. GUARNISCHELLI:

If they would split those lobsters earlier, that would have knocked that line right down.

MR. REINHEIMER:

The wait for the lobsters --

MS. GEGWICH:

Yes.

MS. CAMBRIA:

Yes, the wait was for the lobsters.

MR. ARMSTRONG:

One guy was doing it.

MR. REINHEIMER:

So if they got the soft shell lobsters, you wouldn't have to do that.

{LAUGHTER}

MS. GEGWICH:

And then I know they ran out of a couple of different kinds of beer. I wonder if there's somebody at Northport Caterers who would just bring a ton and then they can bring back what we don't use. There were just some logistical things -- again, I can talk to you another time. There were just some things that I feel that I remember because I'll forget them by the time next year comes around.

MR. REINHEIMER:

So do I. But I do remember the line was long. I wasn't aware of the beer, and that shouldn't be. They should know what people drink. They're in the business.

And you're right about splitting the lobsters. Try to jog my memory next year, but those are good concerns because it was way too long. You're absolutely right.

MR. GUARNISCHELLI:

The other thing that took a long time was that people were waiting for sangria. The guy pushed a button and it dribbled out. It took about two minutes to fill a cup.

MR. REINHEIMER:

I wasn't aware of that either.

MR. GUARNISCHELLI:

I don't drink it either but I was just watching that.

MR. REINHEIMER:

But that takes away from the event, absolutely. It does make it not as good as it could be.

MS. GEGWICH:

It was excellent and I appreciate everybody's hard work that worked it. I know it starts much earlier than we get there, and it ends much later than we leave. Don't hear what I'm saying as anything other than minor things. It's a beautiful night. It's wonderful. People love it. I think it's a great event. There are just little things that we'll always be tweaking, hopefully.

MR. REINHEIMER:

And there's always room for improvement. There's always room for constructive criticism. I know the spirit in which you bring this up is to improve it and put the best face on for the museum.

MR. GUARNISCHELLI:

One other suggestion, they should do it by calling the tables because I was watching. People were on their way up for seconds when some people hadn't gotten the first round yet. So if they did it by tables, I think it would be more efficient. Everybody at my table thought the night was fantastic.

MR. BEATTIE:

There was something a little bit different on the timing aspect this year, as opposed to the year before because at the beginning we had much more people for the golf earlier. But because they started

serving the food earlier, we didn't have the people until later for the golf.

Again, there's tweaking that we can do. Every year it gets better. All these comments are great for that when it comes to the subject of beer and wine, which is a favorite subject of mine.

{LAUGHTER}

Somebody suggested also that we have a little bar at the golf area, so that when we are doing a cocktail hour, we will get more people to hang out. People drink a lot more beer and think they're better golfers than they really are.

All these things will be taken care of. Duncan, I think you had a point you wanted to make.

MR. ARMSTRONG:

Just a small tweak. Everything was great. We had a blast. Just maybe having two bars and spread them out so that everyone is not all piled up. The people at the bar were all piled up next to the food. You couldn't even tell which line was for the bar and which line was the food. Maybe we could put the bar on the other side or two bars – that type of thing.

MR. REINHEIMER:

You always have that initial surge. If you have two bars, it does help to split that. That's a good point, too.

MR. ARMSTRONG:

It was a good time, though.

MR. BEATTIE:

Kevin.

MR. PETERMAN:

I just want to point out that I thought doing the planetarium show was a great touch. There were a lot of positive comments about that. I think that really paid off.

MR. REINHEIMER:

And I think that was Ron's idea. It was a great idea, absolutely.

MS. GEGWICH:

I have one last thing. Again, the night was perfect. The music was great. I just wonder if we want to start getting a younger crowd. Maybe we could think about switching years or alternating years and doing something different with the music.

MR. REINHEIMER:

Yes, we can do that – whether we go live music or a DJ. I thought he sang a little too much. My daughter, who I invited – I don't think I'm inviting her next year – aired her comments about the singing. She did bring that to my attention.

It kind of threw off the timing for dancing. The good thing is that Steve had another good turn out for the tour. I think he had 30 plus people.

MS. GEGWICH:

And they loved it.

MR. REINHEIMER:

They loved it and they came back saying it was awesome. Ron with the golfing -- there were at least 30 or so people golfing. There were people wandering around.

Once they got through that initial surge at the bar and the food –

MS. GEGWICH:

Perfect.

MR. REINHEIMER:

People really did a lot of different things, aside from just the music aspect of it, which was good, because the tent wasn't that crowded and people enjoyed whatever they did. They liked the freedom where they could do just different things. It worked out great.

MR. ARMSTRONG:

We had a great night weather wise.

MR. REINHEIMER:

The weather is the star. That makes a difference here. Steve has been through some rainy events. The whole atmosphere is different.

MR. BEATTIE:

Very good.

Finally on Development, the Staff and Volunteer Appreciation Day that we have scheduled for September 29, the collection is always \$20 per Trustee. Betsy, would you mind collecting the money?

MS. CAMBRIA:

Okay, but I can't do it tonight. I'll do it at the September meeting.

MR. BEATTIE:

Okay, that will be right before the September meeting.

MS. GEGWICH:

What time is the luncheon?

MR. BEATTIE:

We do that at noon.

MR. REINHEIMER:

High noon.

MR. BEATTIE:

I know it's a work day. It's always a Monday because what we do is we do it when the Vanderbilt is closed and we can have staff actually come. They love it. We've done it I think the last five years.

If any Trustee wants to bring any specialty item – I bring a jambalaya every year and flip the burgers.

MS. CAMBRIA:

I bring coleslaw.

MR. BEATTIE:

Exactly. So whatever anybody can bring would be appreciated.

MS. GEGWICH:

But you get it catered. You're not relying on us, are you?

MR. BEATTIE:

We make the collection. I go shopping for the food. But anything else that you want to bring for the staff or if you have a little specialty you like to show off, it's always appreciated. And they do appreciate it, and obviously we appreciate them.

MS. CAMBRIA:

It's great because the tent is still up.

MR. BEATTIE:

Yes, it's the last event that we do in the tent.

Planning and Strategic Plan, I don't think we have anything for that. Do we, Steve?

DR. GITTELMAN:

No.

MR. BEATTIE:

Community Relations, last year we were thinking about the Good Fences Make Good Neighbors Event. Can we see if we can do that this fall? Remember we were hoping to get community groups in to paint different sections of the fence?

MS. GEGWICH:

The wall.

MR. BEATTIE:

Yes, the wall. Do we think we can do that this year for the fall?

MR. MULE:

We can certainly contact groups such as Boy Scouts. They are always looking for things to participate in the community. I think that might be something where we'd be able to get groups of Boy Scouts and parents that are in the community to help out. Perhaps other groups as well.

MR. BEATTIE:

Yes, we'll buy lunch.

MR. GUARNISCHELLI:

Canon does a community project every year. They were at the Gardiner Farm, but I don't think they chose us. We haven't heard from them, but it's not too late if someone wants to contact Canon.

They supply the paint, the labor, everything. They bring their own tent and their own food. They come with about 100 people. They just do it.

MR. REINHEIMER:

I spoke to Canon this year. They were very interested. The problem – the logistics, they had a date certain. It was a Saturday. Then they need the Sunday as a rain date. We had a problem with the date they

wanted to do it. It was the 21st of September, which was the rain date for the Jaguar Car Club. They need the tent because they want to use the tent for staging of the food. As you said, they bring 100 people.

I worked as hard as I could to get them. They couldn't change the date. They weren't comfortable with the possibility – they wouldn't go to the following Sunday because if it rains on that Saturday, they buy all the food and stuff and then they would have spoilage. They had to have a guarantee that we could give them a Saturday/Sunday. It just didn't work into the schedule.

They contacted Don McKay through Huntington Town, and they were gung hoe about it. We just couldn't get over that hurdle of that weekend.

When I talked to him about the wall, I also talked to him about replanting and providing plants for the courtyard.

If you look at the courtyard a lot of the foundation plantings have really exceeded their useful life. They're woody. They need to be replaced. We need to work on the courtyard.

They were willing to do all that, and then the whole thing fell through.

MR. BEATTIE:

Okay, that's too bad. We're up to Operations, Buildings and Grounds.

MR. PETERMAN:

Okay, some good news. The Guide's Room, the roof leak is being assessed and repaired by DPW.

The Archives Room, the leak has been repaired.

The Northport Porch, there is still a little flooding and leaching of the stone.

The Habitat, the water leakage is in several places, so that's still going on.

The Windsor Bedroom I'm really concerned about that because it can't be good behind that plaster. It just can't be.

The last issue, the Moroccan Courtyard, the leaking will be addressed by DPW. So we're actually getting some things repaired, which I think is progress.

MR. BEATTIE:

Is there any good news on the Windsor? Do we have any development going on –

MR. PETERMAN:

Not that I'm aware of.

MR. BEATTIE:

Okay, we can try to get DPW involved.

MR. REINHEIMER:

Yes, they're working with pre-appropriated funds. Once they address the issues that they're working on now, the Moroccan Courtyard, they started that roof, but they haven't finished it, which is the same area where the Guide's Room is.

Once they finish the things that they're working on now, they'll see how much money they have left. We have a resolution in at the Legislature. It made it out of committee.

At the last General Meeting of the Legislature, I went there and spoke before the meeting to Legislator Spencer. He said I didn't really need to wait until they took the vote, which ended up being ten o'clock that night. They ended up tabling it.

They had some questions and issues, which I think will be addressed at the Parks Committee meeting on September 3. If I have to, I'll sleep at the Legislature meeting the following week to answer any questions that may arise.

I thought from talking to Legislator Spencer and from talking at the Parks Committee meeting, I was surprised that they tabled it. But they had some questions. They had some confusion. This is the resolution \$200,000 for waterproofing. It's money that's critical for the whole campus.

They're under the misconception that this was just specifically for Normandy Manor, and it's not. It's all the money we have in the Capital Budget this year.

Years ago, when Steve was President, the museum had millions in the Capital Program. If you look at those old Capital Programs and Budgets, and you wonder what the mindset was, but it certainly isn't the same now.

Here we are, trying to get \$200,000, which is a lot of money to an individual, but for an institution, a 100 year old facility, and \$3 billion County Budget, \$200,000 is not a lot of money in that context.

The debt service on that certainly isn't much for a large institution. We're having a hard time – it's three months to try to get this resolution passed.

It's not holding up the work that's being done now, but it impacts us in the future. I would say if this was last year, I'd say I'm confident that they'll pass it. This year, I think it will get through, but it's a push. It's been a lot of work to get that through.

MR. BEATTIE:

I was going to talk about this in my President's Report, but it's probably a better time to do it now. September 3 is a meeting of the Parks Committee.

We've actually been contacted by the County Executive's Office to be there. I think a show of force, if anybody can make it to that meeting, I think it would be helpful to really make the case, as Lance just did now.

For Lance to go there alone and not have the Board behind him is problematic. We really need to go there and show them that these are needs, not wants.

They're having a problem lately with the perception that this is one County Legislator's District pet project. That's the perception that we're dealing with lately. This is the Suffolk County Vanderbilt Museum and Planetarium. That's been the perception lately. That's why we all need to get there and let them know. This is not only a county-wide institution, but it's really a world-wide institution.

People that we have coming here are – and I made this case last time – from all over the world. It's the jewel of Suffolk County, and they seem to be losing that realization.

Again, September 3, what time?

MR. REINHEIMER:

I believe it's twelve or twelve-thirty.

MR. BEATTIE:

We'll let you know.

MS. GEGWICH:

Can you send us an email the week before, if you remember?

MR. REINHEIMER:

Sure.

MS. GEGWICH:

How long should we allow? How long are the meetings usually?

MR. REINHEIMER:

That's a good question.

MR. PETERMAN:

At least an hour.

MR. REINHEIMER:

Yes.

MS. GEGWICH:

The committee meetings aren't that bad.

MR. REINHEIMER:

Generally Parks could be an hour to two hours.

MS. GEGWICH:

Are you looking for us to speak or should we just go and support you.

MR. REINHEIMER:

That's up to you. I usually say a few words. Sometimes they get tired of seeing me all the time. But I think it's good to either speak in one voice or individual Trustees can speak. I think you should talk to Ron and decide what you want to do as a Board. Whatever we do, we should be unified and speak in one voice.

MR. BEATTIE:

I have a meeting that I can't avoid that day, as well. I'm hoping that it's not within that timeframe, because I'll do the best I can to get there. I'm buying a commercial building, and we're supposed to close

that day. It's not something I can really miss. I will do my best and we'll coordinate as a Board as to what the word is.

Kevin?

MR. PETERMAN:

I just checked and the meeting is twelve-thirty.

MR. BEATTIE:

Thank you. While we're on Buildings and Grounds, also, there's another issue that came up, Normandy Manor. The tenants are moving out at the end of this month, right?

MR. REINHEIMER:

Yes.

MR. BEATTIE:

So I'd like to ask the Board – my opinion is that we should continue to lease it to tenants. It's been a good source of revenue for us. Does anybody have any comments on that?

MR. ARMSTRONG:

Second.

MR. MULE:

I would just like to know what type of alternatives there are. I mean, it is sizable. I know the property, the house itself is sort of cut up, but I would sort of like to get some input from Lance as to what our alternatives are. Is this just going to be a place where we're seeking to get the relatively modest income of a licensee by month?

I just want to make sure that we're putting that property to its best use. I don't think I can make it myself, a determination as to, "Hey, let's just go and lease it again," without having some input on what are the potential uses for that property.

MR. BEATTIE:

I'll start, and I'm sure everybody knows the history that it was basically the administrative offices for us. For a couple of reasons, and they were mostly accidental, they're not our administrative offices any longer.

But one of the key benefits we were talking about today is the fact that Lance and our staff are closer to the planetarium now, which was

always a problem for us. It's better administratively that he's closer and that they are closer.

The only alternative that I think we looked at in the past, and we didn't want to pursue, is that we were approached by people who wanted to turn that into a restaurant. I don't know if there's something that is legally written that we can't or if it was an understanding with the neighbors that we shouldn't.

That's the only other use that I could possibly see for that property that could make more money.

Personally, I think if we wanted to look at that, I would think it's maybe a longer-term solution. Maybe now that this lease is coming up at the end of August, we should at least do a two-year deal and then look into possibly – that's the only other use I could see for that -- or if somebody wanted to turn it into a bed and breakfast or something. I don't know. That probably wouldn't be bad, although it is so cut up, I'm not sure how that would work.

At least for the time being, we should pursue a minimum two-year lease much in the same terms. Maybe we could get more. I don't know. The real estate market is better.

MR. REINHEIMER:

One of the concerns with the Legislature, there's been discussion about Normandy Manor, which came out with this resolution to appropriate \$200,000 for waterproofing. The roof does need some work. There are some leaks in Normandy Manor. Actually the tenant has an umbrella over his TV set so that it doesn't rain on his TV.

MR. BEATTIE:

I think what you were getting at, because I know Lance has communicated that to me. Back to that perception problem that we have with the Legislature in terms of us being the Suffolk County Vanderbilt Museum, there is also the perception that we could just sell Normandy Manor. Is that correct?

MR. REINHEIMER:

Right, but the other part was that the County licenses out buildings as residence in many parks, Blydenburgh Park, for instance. There are many.

I venture to say that none of them are bringing in the type of rent that we're bringing in. When this was done at the end of the low in the real estate market, \$5,500 a month seemed like that was a good market price, plus utilities. It's \$70,000 in terms of benefits to the museum.

I talked to the Commissioner of Parks and what he does with his buildings is there is a real estate person in the County that will do a market analysis and come up with an estimate and projection as to what the monthly or annual rent should be to license that facility. I was going to contact that person.

First of all, I just found out the beginning of this month that the tenants were leaving. I was hoping that their construction at this new house was being delayed again, but it wasn't. They notified me that they were leaving at the end of this month.

I didn't want to do anything until the Board took action as to what you want to do.

Getting back to your question about what we can do with Normandy Manor, a restaurant is change of use. When I spoke to Public Works at the end of the show house and what we should do with the building or what we can do with the building, there was a concern about occupancy. It's a change of use. It would be going from office use to public use.

Without a sprinkler system in that building and with the floor plan, they said the occupancy for this building would be around ten or twelve people. I thought, well, you're not going to make a lot of money for conferences or small groups if that's all you can have.

If I recall correctly, and Steve can correct me if I'm wrong, when this was bought twelve years ago, there were a number of reasons why the Board wanted to buy it – to unite the property back to the original estate, which is what we should be doing because it's a historic house.

But there were neighborhood concerns. They didn't want it to fall in the hands of the developer. They also didn't want that property developed.

I think as a verbal agreement or talking to the neighbors, I don't think they wanted a lot of outdoor activities there, parking there, or noise there. Steve can correct me if I'm wrong. I seem to remember that

there was some kind of dialogue with the neighbors that the museum wouldn't have a lot of functions, noise and parking over there. Steve?

DR. GITTELMAN:

First of all, it was in the hands of a developer. That's something you ought to know. The proposal was to build three houses. You would have walked out of the museum and would not have gone straight to Normandy Manor. There was going to be a house opposite the museum.

To some extent, there was defensive posturing going on. We could not have – if you think of the axis looking from the columns going across the street, and there you see a brand new house – that's the first thing.

The second thing is that as much as it may be difficult to understand, the buildings themselves are the most significant collection. Of course, they take the most maintenance.

There is no building on these grounds that does not require a new roof occasionally and does not require maintenance. So to think that we could buy this one and it would not require maintenance certainly would have been foolish. It was never considered to be an acquisition that would be maintenance free.

However, it was also never considered to be something that would not be part of active use by the museum. We never, to my recollection, discussed the possibility of renting it as we did.

Of course, the museum needs revenue. We understand that, and this is a creative way of generating revenue, but the intended use – and I shall say that this question of occupancy was put on the back burner because even though – I'm not saying it's not legitimate. I'm just saying we had to acquire it.

It was a tough fight. It was not an easy acquisition. It was one of the toughest acquisitions. I spent a lot of capital on getting that building bought.

If it was gone now or if there were houses opposite, I think we would have lost a lot of character for the institution.

Yes, it was an administrative building. We had hoped to put programs there. It's not true that there wouldn't be programming.

One of the things that was discussed was creative gardens, as well. There is the beginning of that, if you look at it. The intent was to say this was the Curator's Cottage, if you will, the person who managed this estate, not the Curator in terms of our sense but the Manager of the Estate lived there.

It would have been a working piece of land. It would have been a piece of land of perhaps flower gardens for picking to put in the mansion.

As far as it being a revenue generating source, that was not key to our arguments that it was a revenue generating component. It was an essential purchase.

We did hope to use it for conferences. We were not quite savvy to the restriction on occupancy. To be told that it could only handle twelve people is intriguing to hear that now.

You do not want this to be sold. We don't want to do that.

I would say one of the liabilities that we have is that because it's separate from the main campus, it looks like it could be spun off and sold. We can't sell it. If we do, then revenues don't come to us.

If they sell it, it's an odd thing because they put it into law, they bought it and they got some restrictions on liquidating it and giving the bond issues.

I think we just have to find the best use we can for it. Unfortunately, there are some of us whom I feel a little uncomfortable with the concept of it constantly being rented. Nobody that's going to say a lot. I think I said it all for myself. It's really not the most appropriate of uses. It should be something. Certainly it could be something that is shown to the public as to this was another component of the grounds.

MR. BEATTIE:

I agree, and the point I was making before at the very least where we're at now, we have been enjoying the revenue. Maybe programmatically after we get some of our other problems fixed, we can look at it, but I think we should look at least to continue a two-year lease and see what the market will bear now.

In the same fashion just so we continue to have that revenue stream. If you guys don't mind, I'd like a motion on that.

MR. DEMASI:

Motion.

MR. ARMSTRONG:

Second.

MR. BEATTIE:

Tony?

MR. GUARNISCHELLI:

I think that's the quickest and easiest solution. If you got involved in any uses between the neighbors and the Town of Huntington –

MR. MULE:

I would like some commitment, though, to look into that interim period, to look into other uses for it, even some type of programming if there's some way to even have – it is a license and to have the ability to use the license grounds in some way, I would think. I would want that explored. With that proviso, I would agree to a motion on that.

MR. BEATTIE:

It's been motioned and seconded. Any discussion?

DR. GITTELMAN:

On the point, from the standpoint of arguing for its maintenance, when you lease it out in this fashion, I think you're going to find it much tougher to get money to repair the roof and things like that. It's going to be a harder climb if it's a rented out building. It makes a tougher argument. I could be wrong, but in terms of lobbying for funds, you may find that they separate it out because you're renting it out. It's just one man's opinion.

MR. GUARNISCHELLI:

How bad is the roof? Does it just need some maintenance or is it totally gone?

MR. REINHEIMER:

It's a tough roof to work on because it's a slate roof. The slate – some of those pieces of slate are up to an inch thick. That part is fine. Slate is going to last 100 years.

It's the soffits and the rot that's working up the roof from the soffits. You have to remove the tile or the slate –

MR. GUARNISCHELLI:

It turns into a big project.

MR. REINHEIMER:

Yes, and you need the right person to do it because it should be a restoration.

Years ago Public Works came to me with a concept of ripping the roof off and using plastic tile type or slate type tiles. It would have destroyed the building.

The charm of that building, the importance of that building and the history of it requires that we maintain those slate roofs. The maintenance sheds over here, the same thing. Actually some of those pieces of slate are thicker than Normandy Manor.

When you walk around – and there are two dog houses – there are three dog houses in the back – because it isn't flashed properly now, it's rotting from the sides and working its way down. There's a large dog house that's above that enclosed area that looked like it was an outdoor porch at one time. That's where he has his TV set, and that's where it's leaking.

That roof, when they opened the ceiling of that room for the showcase to redo the sheetrock, because the sheetrock was damaged from water, you don't even want to know what – that whole roof has to be redone. The structure that's holding up that sheetrock, I don't know how it's staying up there.

There was a fire or something in that section of the house, support beams or support cross members are not being supported on both ends. It needs some work.

Cosmetically you drive by and it looks great. But when you start to walk and look at it, it has some concerns. It has some concerns that we need to address for a full-time family.

We're lucky that we had tenants that probably in the two and a half years they were here, I don't know if they were here 60 nights. The house had minimal use. If you have a full time family in there, it stresses the plumbing and the mechanics of the house. We need to look at that, also. There are some issues with that.

Getting back to what Steve said about occupancy, a lot has changed in twelve years in occupancy. Twelve years ago before some of these major fires and disasters happened throughout the country, the occupancy regulations were far more lenient than they are today.

Today they require sprinkler systems. If you don't have them, it adversely impacts occupancy.

I learned all of this when we did the planetarium renovations. We now have 147 seats in there. The aisles have to be wider. The space between seats has to be wider. It all goes down to fire code and occupancy.

What you could have done 12 years ago and gotten it approved for change of use, you might have had 20 or 30 people in that house. Today because of the stricter controls, we're stymied, and it's the same house. It hasn't changed, but the regulations have changed.

MR. BEATTIE:

Kevin?

MR. PETERMAN:

I have two concerns. One, I think it's nice to have the revenue of \$70,000 a year. We certainly need it.

My other problem is when these people move out, I don't see how we can rent it if we need to fix those leaks. I don't know if you can count on revenue if we don't have the money to fix it. I just think it's going to cost a hell of a lot of money to do this.

MR. BEATTIE:

Do we have an answer on that?

MR. REINHEIMER:

No, it's a lot.

MR. GUARNISCHELLI:

Whether you rent it or not, you have to fix it.

MR. PETERMAN:

I don't think you can rent it in its condition.

MR. REINHEIMER:

Well, we have some funds previously appropriated in the Capital Program somewhere in the neighborhood of \$475,000 specifically for Normandy Manor. So we do have funds that will not cover the roof I'm told, but it will cover some of the other issues that we have.

The roof, whether we rent it out or we don't rent it out, the way that the County Budgets work and the Capital Program works, and you know this, Kevin, this is 2014. The soonest you could get any significant money in the Capital Program to do that roof is 2016, which means it could be the summer of 2016, which means by the time they do the planning, it's the spring of 2017 and the work starts the summer of 2017.

MR. GUARNISCHELLI:

The guy will need a bigger umbrella.

MR. BEATTIE:

Or a smaller TV.

MR. REINHEIMER:

And that's the hard part, and Steve has been through this with the Capital Program. If you plan something today, it's three to four years if they fast track it to get money in. This is why it's so important to get this \$200,000. It's not a lot of money. It's all we got, but if we don't have that, it's gone. We recoup that money next year. We have to plan to recoup that money the following year in 2016. It's a long, slow process.

MR. BEATTIE:

And to put it into perspective, the planetarium project was a fast tracked project, and that took 12 years.

DR. GITTELMAN:

If you rent something – and I'm not a lawyer – but if you sign a lease with someone, it's a reasonable responsibility to them to give them a dry interior. I'm not getting carried away.

When you sign this lease and you say for two years we're going to give you the ability not to use interior umbrellas. And they walk in there, and this is all on the record, they walk in there and they say, "You guys knew this thing was leaking. You signed a lease with us, and there's no clause in the lease that says we're not guaranteeing you a

dry interior.” They turn around and file a complaint and compel you to do what? Fix the roof, as the landlord.

That may cost you a half million dollars. It’s a catch 22. I mean –

MR. BEATTIE:

I completely understand, but from what I’m hearing here is we have \$475,000. The roof doesn’t seem to need to be replaced. It’s the soffits and everything else right now that will support the roof. With \$475,000 can we get that work done? Or maybe we should find that out and discuss this at the next meeting.

MR. PETERMAN:

I would like to make a motion to table this until the next meeting.

MR. MULE:

I’ll second that motion.

MR. BEATTIE:

Okay.

MR. REINHEIMER:

I don’t know if we can get a hard, straight number from Public Works on a concept. My dialogue with them is informal. Walking around the house and saying, “This is what we have already appropriated, can we do this work?” They don’t know because they haven’t sent it out to bid. From their experience and looking at Normandy Manor, it’s probably in the neighborhood of \$600,000 up. That’s just a guesstimate because nobody knows until you go out to bid.

MR. BEATTIE:

But you’re talking about replacing the roof, not the soffit work.

MR. REINHEIMER:

Well, what needs to be done is about a third of the roof. You need to go at least a third up to replace that. You need to work on the dog houses and re-flash and re-build that.

We’re not experts. We don’t know numbers, but I know from talking to Public Works, they’re not going to be pinned down to a number. They can give you kind of a guess or an estimate from their knowledge of experience in past projects, but they don’t know either until it goes out to bid. It’s a lot.

I think with what we have, you can address some of the major issues. It's like some of the things we're doing here at the mansion. There are a lot of things that need to be done.

What are we working on? We're working on what we can do and what the money will allow us to do. That \$475,000 would go a long way to getting the critical areas done, but it's not going to complete the job.

Steve makes some good points. You have a full-time family in there, and they want to make sure their house is dry. They want to make sure when they turn the water facet on, that the water doesn't dribble out. It's got hardening of the arteries in the pipes. We haven't addressed those issues because they haven't been living there full-time.

We had problems with the waste pipes in the basement. We replaced that on our dime when there was a problem there about two months ago. We need to work on the waste pipes, too. That needs to be done. There are a lot of issues that need to be done. There are funds to do it if we can get the County to release them.

That's the whole thing. You're doing dual parallel roads here trying to lease it out, trying to get money to make the correction so that you can license it out.

I would be very uncomfortable having a family in there now with some of the mechanical issues of the house. Those need to be addressed. But it's also protecting your revenue source for the museum.

Steve brings up some issues, and that's what started this whole thing. The County was saying, "Well, why should we have you rent it out? Maybe we should just sell it." To me, it's parkland. It's part of the museum. It's alienation of parkland. I think they would have a tough sell on that.

This is the climate that the Legislature is in right now. They're facing \$170 million shortfall, and there are no easy answers. The easy answer is, "Well, let's just shed this building." At least it gives the impression that we're trying to do what we can.

There are a lot of things going on. It all centers right now on Normandy Manor.

MR. BEATTIE:

Bill?

MR. ROGERS:

There's a lot of talk and a lot of speculation. You should set up a committee to walk through, look at it and come back with some recommendations on what should be done.

I've been through situations like this before. If you investigate them, you'll find out that certain things do not have to be done and other things should be done. Instead of sitting down and speculating what we think we want to do, let's try to get some hard core information as to what should be done.

MR. BEATTIE:

Okay. Kevin?

MR. PETERMAN:

I like the way you think. What I was about to suggest is that maybe before the next meeting or maybe the night of the next meeting, I don't know if the tenants will be out, but I think it might be good for all the Trustees to take a quick look over there. The tenants will be out. I have no problem with a committee, but I think seeing it would be helpful for us.

MR. BEATTIE:

Why don't we have the next meeting there? We've done that before.

MR. PETERMAN:

Is it more than 12 people?

MR. BEATTIE:

We've done it before.

MS. GEGWICH:

What I heard Bill saying is that we need to take action. So while I think that's a great idea, what I heard, and correct me if I'm wrong, is that we do it prior to the next meeting, have some sort of research or have some of us try to find out as much as we can to present it to us when we do meet there or whatever the case may be, but I'm not chairing.

MR. PETERMAN:

I hate to say this, but this is Suffolk County. It's not going to happen that fast.

MS. GEGWICH:

I heard Bill saying that we should –

MR. PETERMAN:

What do we know? We're not engineers. My point is my suggestion is that we – it's only four weeks away. The tenants are going to be out in two weeks. I think if we all look at that building, then I think we can come into a meeting and have a better sense of where we want to go and what committee we need. Do we need somebody from DPW on it? We might go in there and see water pouring down and say, "Wait a minute. This is a lot worse than we thought."

I think as Trustees we have an obligation to go look at it. It's right across the street.

MS. GEGWICH:

I agree with you 100 percent. I think the only point was to do it sooner. That's what I heard.

MR. BEATTIE:

Lance brought up a good idea, too. We don't all have to go over there at the same time. Why doesn't everybody on the Board, after it's vacant, just contact Lance and say, "I have a couple minutes. Can I go over and take a look?"

MS. GEGWICH:

And then maybe, as you said, Kevin, the night of the meeting we can go there, too. If anyone doesn't have the opportunity the next four weeks, they can go that night.

MR. GUARNISCHELLI:

When are the tenants out? What date?

MR. REINHEIMER:

They said they were leaving the end of August. To me, that's August 31. They paid their rent through August 31. I actually allowed them to apply their security deposit. They've been good tenants. There's no damage over there. I doubt they're going to create damage.

MR. GUARNISCHELLI:

When they leave, will they leave us the umbrella?

{LAUGHTER}

MR. REINHEIMER:

I think they should because they're getting a new house. I think the roof will be okay.

MR. BEATTIE:

Okay, I think we've agreed to go over there. We had a couple of motions. Can we just consider them withdrawn?

MR. PETERMAN:

We had a motion to table until the next meeting.

MR. BEATTIE:

Yes, that's right. Without objection? **(Vote: 10/0/0/5 Not Present: Ms. Cambria. Absent: Mr. Dujmic, Mr. Melore & Mr. Glascock. One vacancy.)**

While we have a quorum here, can I have a motion to accept the previous meeting minutes?

MR. PETERMAN:

Motion.

MR. DEMASI:

Second.

MR. BEATTIE:

Without objection? **(Vote: 10/0/0/5 Not Present: Ms. Cambria. Absent: Mr. Dujmic, Mr. Melore & Mr. Glascock. One vacancy.)**

Okay, HR we had a meeting today. There are a couple of issues that we need to tweak a little bit in terms of compensatory time in the Human Resources Manual. We're making those changes. I don't know if everybody feels we really need to take a vote on them at this point. It's just that we got together. There are some things that the auditor actually caught that we needed to change in terms of how we handle compensatory time. Is everybody good with that?

Okay, Executive Director's Report.

MR. REINHEIMER:

Thank you. Before I start, I don't know, Michael, I sent you an email on the mission statement. The last meeting I distributed the wrong version of the mission statement.

The version that I think is correct, Michael, is the one that I emailed you today. We split that next to the last sentence into two sentences. The word "focus," which was "focuses" in the wrong one, was already corrected. I believe that this is the correct mission statement.

This has been going on for months, but on the record, when you adopt it and it's part of the official record of the museum and it's there as back-up, it's important to have the correct one in the back-up so that publicly it's known that what we adopted is, in fact, what we thought we adopted.

MS. OLDRIN MONES:

I think it needs to be corrected on the website, as well.

MR. REINHEIMER:

It does. I made one correction there, and then I just waited because I don't know how many people besides you are reading our mission statement.

{LAUGHTER}

But I did make the original change and then we made two other changes. I just figured I would wait until the dust settled and we got the right one and I did it right. It was my mistake the last time. These versions all look alike to me.

MR. MULE:

Lance, with that being said, should we have a motion that this is the correct mission statement?

MR. REINHEIMER:

I think so. Essentially it's the same one you looked at the last time, but the last mission statement had a very long sentence, the next to the last sentence. We took that and made it into two sentences, put in what I would call accounting non-material words like "the," and we didn't change the intent or the meat of the mission statement.

I think it's important that somebody makes a motion from the Board to accept this as distributed and as printed. Then I'll make the changes, assuming it's passed, to the website.

I will make the change – our mission statement is on the donor wall, so I'll have to change it there, also.

MR. BEATTIE:

I'll wait until everybody gets a chance to review it and then entertain a motion.

MR. MULE:

I just have a few comments. I think the mission statement as edited by you is not quite what we had approved, but I think it does capture the spirit of what we approved. It does break it up in a way that shortens the sentences and makes it a little more concise. In reading it, I think it embodies our intent. I would propose a motion if someone could second that.

MR. PETERMAN:

I'll second that.

MR. BEATTIE:

Without objection? **(Vote: 10/0/0/5 Not Present: Ms. Cambria. Absent: Mr. Dujmic, Mr. Melore & Mr. Glascock. One vacancy.)**

MR. REINHEIMER:

Again, before I start my report, I'd like to present Ron with a thank you note from Maria and myself for the generous gift that you and the Board gave us, crystal candlesticks from Tiffany.

We're also moving. We found a house a year ago and have been waiting since a year ago June. It looks like we'll be moving in September. This will go perfectly in our new house. We have other candlesticks that actually match this, so you picked the perfect gift for us. I want to give Ron the thank you note that Maria wrote. I did sign it, but after reading it and taking a vote, I accepted and approved the thank you note.

{LAUGHTER}

MR. BEATTIE:

Can I ask you, Lance, your new place, is it dry inside?

{LAUGHTER}

MR. REINHEIMER:

I'm going to find out Saturday. I'm going over there Saturday. It is closer to the water. It's actually very close to where I grew up. I feel like I'm moving back from being in exile for many years.

MR. GUARNISCHELLI:

The main thing is be careful where you put the TV. We learned a lesson from across the street.

MR. REINHEIMER:

But, really, we were very touched by the generosity of the Board. It's nice that you showed your appreciation. Thank you very much.

MR. BEATTIE:

Thank you. It's a very nice note. Do you want me to read it?

MR. GUARNISCHELLI:

Yes.

MR. BEATTIE:

"To the Vanderbilt Trustees, many thanks for the beautiful crystal candlesticks. Lance and I are looking forward to enjoying them in our new home. We are very touched by your generosity and thoughtfulness."

DR. GITTELMAN:

I second that.

MR. REINHEIMER:

Thank you, again.

I want to start the report with really some sad news. Many of our employees lost close members of their family this summer. Four staff members lost very close relatives. Barbara Oster's mother passed away this summer. Mark Celestino, he's a security guard and has been here for many years, his mother passed away. Dave Bush, which many of you know from the planetarium, his mom passed away, and then Carmen Collins, her husband passed away. This is all this summer. It's a tough summer for us, a lot of losses.

Last week we had the Northport Rotary wine tasting. After three years of talking to them, and they came to us, they were thrilled to be back

here. It was a wonderful evening. We had 350 people, plus about 150 volunteers and food booths, wine booths, whatever. There were about 500 people on the property.

What we did this year is we had a 30 by 60 foot tent in the rose garden. We had a 30 by 60 foot tent in the parking lot behind the planetarium. We used the planetarium as a pass-through. They had wine stations, food stations and a silent auction here in the lobby of the planetarium.

Dave Bush produced a planetarium show on a loop so that people could go in for a minute, two minutes or ten minutes, just walk in, walk out and see what the planetarium had to offer.

First of all, last Thursday night was an absolutely perfect night. It was a little breezy in the afternoon. By the evening, the wind died down and it was the perfect temperature. I don't know where the bugs went but I hope they stay away. We had no bugs.

They are talking about possibly coming back here next year. They've tried different things. They went to Oheka last year. They were at the Cradle of Aviation.

They came back here, and they said it felt like they were coming home. Fifteen years ago, Steve, you were probably President then, is when they started and had their first wine tasting here.

They were thrilled with the property. They were thrilled with the planetarium, and they were also thrilled with our grounds crew, especially Pete Newman and Tim Donaldson. They couldn't do enough. Mark was here, also. Mark did a lot for them, too.

Whatever we needed to do to help them have a successful night, our staff did. It was just a wonderful night. It's just great to see people come here.

Part of the reason why I wanted them here was to showcase the property. They're leaders in the community. They have friends and family. I want them to go home and talk about how great this place is. I think we successfully did that. It was great.

Alex Torres was here. Barbara Oster does a wonderful job. I think it's the eighth annual Barbara Oster/Alex Torres Night. I want the record to show that Ann Marie Pastore was not here this year.

MS. PASTORE:

Sorry, I couldn't make it this year.

MR. REINHEIMER:

So it wasn't as good as previous years.

{LAUGHTER}

MS. PASTORE:

It is a good time, though.

MR. REINHEIMER:

We had about 325 to 350 people here. We brought in or netted about \$5,300 from that event.

MR. BEATTIE:

We're going to check the minutes to make sure that that comment got in there.

{LAUGHTER}

MR. GUARNISCHELLI:

Don't forget Lance, it's safer coming here than going to Oheka. You could get shot at Oheka.

MS. GEGWICH:

Lance, can I ask a question?

MR. REINHEIMER:

Yes, Michelle.

MS. GEGWICH:

If that netted \$5,300 with 350 people, what's the –

MR. REINHEIMER:

Alex Torres –

MS. GEGWICH:

Yes, you said that netted \$5,300.

MR. REINHEIMER:

Yes.

MS. GEGWICH:

Our Clambake netted \$6,000. So what do you think the difference is for why we get 350 versus 160?

MR. REINHEIMER:

Well, Alex Torres I think charges us \$5,000. I try every year counting how many people are in his orchestra and it's something like 14 or 15. They move around too much. I can't count them. That's \$5,000 there.

The fee is, I think, \$25 pre-purchase and \$30 at the door. It's a lot less. That's the difference here. You're getting less per person, and you have overhead with Alex Torres.

MS. GEGWICH:

Is it something to think about that we get 350 people at a lower price point?

MR. REINHEIMER:

It's worked. Barbara puts a lot of time and effort in it. You want the price point to be reasonable for people to come here.

MS. GEGWICH:

I agree. I'm just wondering if it's something we should consider when looking forward at the Clambake. Is it something – those numbers seem pretty comparable.

MR. REINHEIMER:

People bring their own food to Alex Torres. There is no food provided. We did sell beer and wine. We generate some of the revenue from that, too. That's included in this. Of course, we buy some beer and wine, but it's netted out. This is net of expenses. It's one night.

I don't know if I answered your question or not.

MS. GEGWICH:

I don't know if I asked a question. I think I was just thinking that the numbers seemed comparable in what we netted.

MR. REINHEIMER:

Right, yes.

MS. GEGWICH:

So for me thinking 350 people is a nice crowd versus we had 150 at the Clambake, I'm just planting the seed. Is it something to think

about that we attract more people, get our name out there to 200 people more –

MR. REINHEIMER:

Do you mean from the Clambake?

MS. GEGWICH:

Yes.

MR. REINHEIMER:

Well, the Clambake costs about \$50 a head. You have to charge – we're really netting out -- so you're almost netting out just a little bit more than you would for Alex Torres.

MR. PETERMAN:

I don't want to spend a whole lot of time on the Clambake, but we couldn't have 300 people at the Clambake. We just couldn't do it.

MS. GEGWICH:

We could have 250.

MR. PETERMAN:

No, I think we talked last time max was 175.

MR. REINHEIMER:

The tent holds 264, but we have a dance floor and the tables and the buffet. You'd have to do the buffet outside. I think 150 and even 175 is pushing it. We had a hard time really setting this place up for the crowd we had this year. To get 200 for the Clambake, you could do it, but you'd have to have auxiliary tents and things like that.

If you guys want to sell 20 tickets per person, I'll be happy.

We've been having the mid-summer night dances. We have netted about \$3,700 from that Thursday night. We had 100 people there on the 7th. We didn't have the dance on the 14th, so the last dance was on the 7th of August. No, wait, we did have one on the 14th also. We had 100 people there. It's doing well. It's going very well.

We're finishing up the audit. The auditors were here. They should be finishing. I would think by September they might have a draft audit coming out.

We talked about Capital Projects a little before. The restrooms, they are coming back. I think they took part of the summer off. But they are starting to do the restrooms. I'm hoping they're done by the middle of September.

MR. BEATTIE:

The restrooms by the security booth?

MR. REINHEIMER:

Yes, in the parking lot.

The traveling classroom went to Mattituck Library, Southampton Library and to a Brooklyn school, Cristo Rey High School. I went there with the traveling classroom to Brooklyn. It was an important event for National Grid. We were showing the bus off to National Grid, basically, and bringing it to the school at their request.

MR. BEATTIE:

Let me just, geographically, Mattituck and Southampton, that's out east in Suffolk County, right?

MR. REINHEIMER:

That's correct.

MR. BEATTIE:

Okay, I just wanted to clarify and make sure everybody knew that.

MR. REINHEIMER:

And that's important. We had this week Hampton Bays Library just renew their membership of \$600. People are coming from out east. We do service the east end, and we will continue to service the east end.

The last part of business I have is the budget. I've highlighted the expenses, the revenues and some of the accomplishments we had this past year. The 2014 estimated expenditures are projected to be around \$2 million, which is \$88,000 less than the adopted budget of \$2.1 million.

We should end this year, if everything goes the way it was estimated, with an unrestricted surplus of around \$68,000. On a \$2 million budget, having a surplus in the neighborhood of \$50,000 to \$68,000 is pretty close to the pin. You need that for cash flow.

I want to stress that we're not building up surpluses. You don't want to come in with a deficit, but we're close to the pin. I think it's important to note that it's not a large surplus. It's really the prudent thing. You want to at least be a little conservative and have – you don't want to over expend your budget.

The 2015 budget is \$2.3 million. That's about a 10 percent increase, 10.5 percent increase over the 2014 adopted budget. What does this provide for? It includes \$623,000 for part-time salaries. That's an increase of \$74,000.

What I'm looking to do is maintain the custodial grounds staff from part-time to year round. We haven't had that. We have had people come and go. Right now we have two custodians and two grounds staff part-time. So that's built into this budget.

Staff hasn't had raises for ten years. We've been giving modest raises to some of the part-time staff members if they've been here a while just to try to keep up with inflation of a 2 percent raise. If you go four or five, six years without raises, nobody is getting a 15 or 20 percent raise. It's just a way to kind of smooth the budget. I tried to build in at least some cushion for raises or hiring staff in that part-time line.

The 2015 budget also includes \$532,000 for full-time salaries. That's a \$34,000 increase over the 2014 budget. It's about a \$57,000 increase over what we expect to spend this year. We're looking to – built into this is the hiring of an Assistant Director, also.

Part of the upward pressure on the budget is if you bring on one more person, then you're bringing on the health insurance costs and the benefits. Obviously, they went up because of the addition of a person, so benefits are up about \$40,000 over the 2014 budget.

Included in the 2015 budget is \$15,000 to purchase a tram. When I put a budget together, it's a plan. It's a wish list. It gives me some flexibility. I'd like to buy a tram today. We're down to one tram and the mini van.

The mini van for visitor transportation is surprising to me. I didn't realize until I got here that it's a challenge for a lot of people to get in and out of that mini van, especially some people that have limited mobility. It's difficult.

The tram that we have, we stretched golf carts. They have lasted a long time. They have worked well, but I think they're a little lightweight for the pounding they take on those cobblestones. My wish list, if we can, we should start looking into replacing or getting another tram and something that has a little bit better or bigger tires that can handle the cobblestones, a little wider vehicle.

On the revenue side of the budget, the revenue really for 2015 is pretty close over the 2014 budget. It's about \$19,000, including almost \$2.3 million in revenue.

Revenue estimates, I believe, in looking at estimates, looking at revenue as it really exists and trying to come to a revenue that is real and that's attainable.

I looked at revenue, and I just looked at it this week for the summer. The summer is the barometer and admissions really tell us the temperature of the financial stability of the museum. The planetarium is down about 10 percent this year, just in the summer months comparing last summer same time, the last weekend in June through this part of the weekend -- that same timeframe both years.

It's odd, the daytime planetarium is down about 27 percent; the nighttime planetarium shows are up 37 percent. That's 37 percent of like \$10,000, so there's a large dollar difference between those two.

When you combine the planetarium just straight admissions, public, not schools, we're down about 11 percent over last year. It's a little bit greater than I expected. I figured a 5 or 6 percent drop-off the second year of the planetarium. The first year is excitement and pent-up demand.

The second year you're going to have a little tail-off. I'm a little concerned about a 10 percent drop-off but it isn't really impacting us financially this year. It's not really -- I'm carrying that same number over to 2015 what I expect to have for 2014. I'm not increasing the revenue. It's best to be conservative.

Because I had to put this budget together for the County in June, I had to make an assumption on the licensing of Normandy Manor. The 2015 budget includes \$68,000 from licensing of Normandy Manor.

That's really looking at an increase of rent and possibly not getting somebody in there until March. They're leaving the end of August. It

gives us six months to see if we can do the work on the house. I built in some latitude as to what we're going to do with Normandy Manor.

Admissions from the planetarium and the mansion, \$660,000, which is pretty much the same as what I suspect we'll get this year.

Talk about the traveling classroom and the grant with National Grid, I've had some informal conversations with them last year. They provided us a grant of \$13,000. We made about 70 percent of goal.

When I called National Grid in early 2014 to tell them we weren't doing so well, they were kind of surprised that somebody would actually call and say they're not doing well. But we were able to pick up 70 percent of the goal. They were happy as a pilot program where we ended up. They're talking about supporting us next year.

The grant application is in September. We're starting to put together the application now. I hope that goes in a positive direction. I would be surprised if we don't continue our relationship with them. I'm sure we will continue with them.

We're introducing a new program this year. I think Gretchen had mentioned that in her Education Report, "Dynamic Earth." We'll probably premiere that in November in anticipation to build some interest for school break. It will also start up for the schools. That's a program we're getting. It talks about the weather and earth. We'll use that for our Education Programs, and we'll also use it for public programs.

The budget also includes in 2015 \$80,000 to do a café in the planetarium lobby using funds from the endowment. 2014 if it continues the way I expect it, will probably be the first year that I know of that the museum didn't take a distribution from the endowment.

I don't know what the current value of the endowment is, but I think it's somewhere around \$11.5 million.

The numbers are all here in the 2014 adopted budget, the 2015 estimated budget.

I had a quick conversation with Ron before the meeting about the budget. I failed to put in another part-time position –

MR. BEATTIE:

No, full-time position.

MR. REINHEIMER:

Yes, full-time position for Development. But also looking at the budget, and I hate to admit this, but my eyes must have been tired but in expenses, a little bit halfway down, laundry and sanitation –

MR. ARMSTRONG:

Yes, I saw that. I was going to ask you about that.

MR. REINHEIMER:

See, I beat you to it. I admit to my mistakes. I looked at that yesterday. I was putting this together, and said, "What was I thinking?" But the budget is balanced. What I'd like to do with the Board is to move that into full-time salaries.

MR. ARMSTRONG:

That's a lot of washing machines.

MR. REINHEIMER:

I'll keep \$2,500 in there, but the balance, \$2,250 I'll put into full-time salaries. One of the benefits is I can notify the County, and we can do what's called an August update. We're a little late for that, but I'll plead with them and see if we can have that line moved. That's the budget presentation.

The last part, it's lines for expenses, lines for revenue. The last part "Status of Funds" can make your eyes glaze over. But what it does on the short story is the bottom half of that table shows you what we have in the various restrictive funds. We have funds left over from the sale of the 1937 Chrysler, \$234,000. We still have \$98,000 in the Rogers Fund.

We're guesstimating, depending on the kiosk for the Stoll Wing and other work we do in the Stoll Wing, we should end up with about \$20,000 at the end of 2015 in the Stoll Wing. Then the Reichert Foundation also with expenses and money coming in and the 2015 donation, we should end up with \$174,000 in the Reichert line.

It also gives us options to use those restrictive funds for things that come up for those particular areas.

Does anybody have any questions? It's a lot to digest. It makes your eyes glaze over.

MR. BEATTIE:

I'd just like to point out that building a café, I think, it's prudent, especially with the numbers. I'm a little surprised about the planetarium being down about 11 percent. But the \$80,000 to do the Under the Stars Café, and this is going to be basically the rest of the President's Report that I was going to talk about, hopefully that will more than make up not only the revenue from the café itself but the whole idea of the café is that people will buy more tickets to planetarium shows because they'll have something to do in between the shows.

I met with a design firm, and they're coming up with renderings for me. They specialize in retail design for that area over there. I can use that as a package to go to the Legislature and get approval to get the money out of the endowment. So hopefully it will be by the end of this year, as opposed to in 2015.

Any other questions for Lance? Okay, do we have any old business to discuss? Is there any new business to discuss? Can I have a motion to adjourn?

MR. PETERMAN:

Motion to adjourn.

MS. OLDRIN MONES:

Second.

MR. BEATTIE:

Without objection. An August meeting and having this kind of turnout is great. Thank you all. **(Vote: 10/0/0/5 Not Present: Ms. Cambria. Absent: Mr. Dujmic, Mr. Melore & Mr. Glascock. One vacancy.)**

(Mr. Ron Beattie adjourned the meeting at 8:45 p.m.)

RB:ap

Attachments

Suffolk County Vanderbilt Museum

August 2014 Meeting Agenda

August 20th, 2014 / 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 / Special Events Calendar**
 - 1. Golf Outing?**
 - 2. Vanderbilt Cup Marathon**
 - 3. Gala / Clam Bake**
 - 4. Staff & Volunteer Appreciation BBQ / Sep29?**
 - D. Planning / Strategic Plan**
 - E. Community Relations Committee**
 - F. Operations**
 - 1. Buildings and Grounds**
 - 2. Technology**
 - 3. Human Resources**
- V. Executive Director Report**
- VI. President's Report**
- VII. Old Business**
- VIII. New Business**
- IX. Adjournment**

SUFFOLK COUNTY VANDERBILT MUSEUM

Treasurer Report

JUNE 2014

	Actual June	Budget June	Variance
Revenue			
Admission	\$ 46,418	\$ 75,000	\$ (28,582)
Membership	\$ 4,605	\$ 7,917	\$ (3,312)
Museum Store	\$ 5,511	\$ 9,000	\$ (3,489)
Special Events	\$ 23,810	\$ 15,000	\$ 8,810
Suffolk County Funds	\$ -	\$ 85,697	\$ (85,697)
Endowment	0	0	\$ -
Site Use	\$ 20,010	\$ 14,000	\$ 6,010
Donations & Gifts	\$ 1,711	\$ 1,818	\$ (107)
Real Estate Rental	\$ 5,500	4,167	\$ 1,333
Other General	\$ 645	\$ 42	\$ 603
Total Revenue	\$ 108,210	\$ 212,641	\$ (104,431)
Expenses			
Salaries & Wages	\$ 93,014	\$ 97,500	\$ (4,486)
Benefits	\$ 20,100	\$ 22,000	\$ (1,900)
Maintenance & Equipment	\$ 2,890	\$ 11,679	\$ (8,789)
Insurance	\$ 6,749	\$ 7,250	\$ (501)
Professional	\$ 23,482	\$ 12,500	\$ 10,982
Museum Store	\$ 2,224	\$ 2,917	\$ (693)
Telephone	\$ 1,870	\$ 2,833	\$ (963)
Utilities	\$ 20,993	\$ 15,000	\$ 5,993
Supplies, Programs, Gala	\$ 6,574	\$ 7,583	\$ (1,009)
General Expenses	\$ 3,213	\$ 2,500	\$ 713
Total Expenses	\$ 181,109	\$ 181,762	\$ (653)
Excess / Deficiency	\$ (72,899)	\$ 30,879	\$ (103,778)

**SUFFOLK COUNTY VANDERBILT MUSEUM
TREASURER REPORT FOR THE YEAR ENDING 2014**

	Actual January	Actual February	Actual March	Actual April	Actual May	Actual June	Budget July	Budget August	Budget September	Budget October	Budget November	Budget December	Project Year End	Business Plan	Dollar Variance
REVENUE															
EARNED INCOME															
Admissions	37,235	46,496	52,639	73,980	52,628	46,418	95,000	95,000	45,000	40,000	40,000	35,000	659,396	650,000	9,396
Membership	2,790	5,560	15,905	5,785	1,960	4,605	7,917	7,917	7,917	7,917	7,917	7,917	84,107	95,000	(10,893)
Museum Store	4,413	5,068	5,847	7,598	3,533	5,511	12,500	12,500	5,000	5,000	5,000	5,000	76,970	85,000	(8,030)
Special Events	8,197	2,997	1,650	4,755	1,415	23,810	30,000	17,000	18,000	5,000	10,000	6,000	128,824	125,000	3,824
Suffolk County Funds	0	0	0	0	0	0	85,698	85,698	85,698	85,698	85,698	85,698	514,188	1,028,370	(514,182)
Endowment	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Site Use	8,722	4,975	13,840	8,375	30,593	20,010	12,000	22,000	22,000	8,000	4,000	7,000	161,515	130,000	31,515
Donations & Gifts	1,159	2,125	557	368	172	1,711	1,818	80,000	1,818	1,818	1,818	1,819	95,183	100,000	(4,817)
Real Estate Rental	5,500	5,500	5,500	5,500	5,500	5,500	4,167	4,167	4,166	4,166	4,166	4,166	57,998	50,000	7,998
Other General	142	212	351	361	76	645	42	42	41	41	41	41	2,035	500	1,535
Total Earned Income	68,158	72,933	96,289	106,722	95,877	108,210	249,142	324,324	189,640	157,640	158,640	152,641	1,780,216	2,263,870	(483,654)
EXPENSES															
Salaries & Wages	84,955	80,466	87,793	89,268	91,482	93,014	97,500	97,500	97,500	94,500	94,500	94,543	1,103,021	1,120,043	(17,022)
Benefits	23,170	17,541	23,506	18,850	24,447	20,100	22,000	22,000	22,000	20,000	20,000	19,948	253,562	246,948	6,614
Maintenance & Equip.	2,740	1,799	3,214	10,562	7,318	2,890	11,679	11,679	11,679	11,679	11,680	11,680	98,599	140,150	(41,551)
Insurance	7,215	7,250	7,249	7,250	6,249	6,749	7,250	7,250	7,250	7,250	7,250	7,250	85,462	87,000	(1,538)
Professional	20,034	24,105	38,573	17,343	23,876	23,482	12,500	12,500	12,500	12,500	12,500	12,500	222,413	150,000	72,413
Museum Store	2,782	2,225	3,336	3,331	2,067	2,224	2,917	2,917	2,917	2,917	2,917	2,917	33,467	35,000	(1,533)
Telephone Communic.	2,209	2,021	1,903	2,361	1,894	1,870	2,833	2,833	2,834	2,834	2,834	2,834	29,260	34,000	(4,740)
Utilities	17,991	16,404	21,759	10,395	2,321	20,993	19,000	19,000	18,000	10,000	10,000	11,000	176,863	175,000	1,863
Supplies, Prgrm., Ball	4,536	3,417	17,876	16,292	11,048	6,574	7,583	7,583	7,584	7,584	7,584	7,584	105,245	91,000	14,245
General Expenses	2,875	1,444	4,066	19,268	4,820	3,213	2,500	2,500	2,500	2,500	2,500	2,500	50,686	30,000	20,686
Total Expenses	168,507	156,672	209,275	194,920	175,522	181,109	185,762	185,762	184,764	171,764	171,765	172,756	2,158,578	2,109,141	49,437
Excess / Deficiency of Revenue	(100,349)	(83,739)	(112,986)	(88,198)	(79,645)	(72,899)	63,380	138,562	4,876	(14,124)	(13,125)	(20,115)	(378,362)	154,729	(533,091)

Suffolk County Vanderbilt Museum

Mission Statement

"The Suffolk County Vanderbilt Museum — a unique combination of mansion, marine and natural history museum, planetarium and park — is dedicated to the education and enjoyment of the people of Long Island and beyond. This mission shall be achieved through the thoughtful preservation, interpretation and enhancement of the Eagle's Nest estate as an informal educational facility. Many exhibition and program themes focus upon Long Island's Gold Coast Era. Programs also concentrate on William K. Vanderbilt II's desire that his marine, natural history, and ethnographic collections promote appreciation and understanding of the marvelous diversity of life, other cultures, and scientific knowledge. Planetarium programming, more specifically, focuses on scientific knowledge and seeks to capture Mr. Vanderbilt's sense of adventure and exploration through state-of-the-art entertainment."

Amended by resolution xxxxx
by Suffolk County Vanderbilt Museum Board of Trustees