

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 January 14, 2015.

The following were in attendance:

Ron Beattie – President
Joseph Dujmic – 1st Vice President
Gretchen Oldrin Mones - 2nd Vice President
Betsy Cambria – Treasurer
Kevin Peterman – Secretary
Michelle Gegwich - Trustee
Jack DeMasi - Trustee
Michael Mule – Trustee
Stephen F. Melore – Trustee
Duncan Armstrong - Trustee
Dr. Steven Gittelman - Trustee
Anthony Guarnischelli - Trustee
Lance Reinheimer - Executive Director
Robert Pilnick
Ann Marie Pastore – Stenographer

Absent:

Thomas Glascock – Trustee

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

MR. BEATTIE:

We have a quorum, so let's get started if everybody wants to, which I'm sure is the case. I'd like to welcome everybody to the January 2015 meeting of the Suffolk County Vanderbilt Board. I wish everybody a happy new year. Let's start out with the Pledge of Allegiance.

{SALUTE TO THE LAG}

Okay, can I ask if anybody wants to speak before the Board? Okay, at this point, to kick off the new year in a bitter sweet way, I have asked Steve Gittelman to say a few words on our past member, Bill Rogers.

Just on a personal note, ever since I was on the Board, Bill was always here. Bill only spoke when the stakes were highest. He always gave us sage advice whether we wanted to listen to it or not. He brought a different perspective, and I don't think there's anybody on the Board who could speak to it better than his nephew, Steve. So, Steve, would you mind saying a few words?

DR. GITTELMAN:

Bill had the secret. If you went to his funeral, the folks that gave the eulogy said that whenever he had a dream, we had to watch out because he always seemed to achieve every dream that he ever had.

He confided in me a lot, as we drove to and from the museum. That was my secret. I got anything I wanted out of him when he was really tired.

{LAUGHTER}

Bill told me once that he never told anyone he had a dream until he had it pretty much licked. If he was about done, he could announce, "Someday I'm going to be wealthy," he already had the money in the bank. You could bet on that.

(Mr. Duncan Armstrong entered the meeting at 7:10 p.m.)

It was fun to watch him. He was great company. He was a great friend of mine. He was a lot older than me, but anyway he came to me one day, and this was back in around 1996, and he said, "If you had a million dollars just to spend, but you can't keep it, what would

you do with it?" There was a building up the road in Central Islip on the campus of New York Tech, and I said, "I would open a children's museum, a dinosaur museum there." He said, "Let's do it." I said, "Are you sure?" He said, "Yep, let's do it."

We went down the road and made an appointment with the President. He blessed it. Then we started to gather up the dinosaurs and stuff from around the country, and we were going to go ahead and do this.

Eventually, that was a totally abysmal failure, but Bill would never admit that. What he did was he just said, "Where can we move the exhibit?" So we moved it down the road, and we put it in a tent. It opened up on 9/11. Nobody was going to a children's museum when the towers were falling, trust me. That was a total failure. He said, "No, not a failure yet. Where can we move the exhibit?"

Then he goes ahead and he says, "What about the Vanderbilt? Can we move the exhibit to the Vanderbilt?" But the problem was that they had no place to put it. He asked if there was a big building on the grounds of the Vanderbilt. I said, "Sure, the seaplane hangar." He said, "Well, let's get the money to fix up the seaplane hangar. I said, "Uncle, are you sure?" He said, "Well, I'm not committing to it." I said, "Well, what do you need to do it?" He said, "A million dollars in seed money would be good." Then he said, "All right. I'll put a million dollars down. How much can you get them to put down? I'm not going to commit to the million dollars --" and you heard this pattern already – "I'm not going to commit to the million dollars until they commit enough to do the whole deal."

We lobbied, and first we got the money to stabilize the seaplane hangar. Then we got the money to stabilize the boathouse. Then we got the money to stabilize the seawall. Then they put up the money to build the seaplane hangar. Then we had the money for trails and paths. I don't remember how much it totaled to. I don't remember when we finished it, but we had \$15 million to \$20 million set aside. It was dream money. Then he put up his million dollars.

I don't know how many of you have seen this picture, so I'm going to pass it around. It's not because I'm even venturing that we should pursue this dream. That's not what my point is.

My point is that my uncle was too conservative in his dreaming sometimes. But we eventually failed. We got hit with a bad economy. We were a little slow to get the money appropriated. We didn't focus

enough. We didn't get them to spend the money we needed to spend. We got the seaplane hangar cleaned out. We got the seawall stabilized. We didn't get far on the boathouse. If you're looking at this picture, you can see the museum in an artist's rendering and the seawall going south. If you look to the left of the seaplane hangar, that square building, there's actually a wall down there.

I used to take Bob Gaffney down there, and we would walk that walk and I would say, "Bob, just imagine that you come here on a Sunday, and you're walking from here all the way to the boathouse." It all made sense.

Well, I don't have to tell you that politicians come and go, budgets come and go, appropriations they've gone and went, if you don't mind my English.

Bill wanted to do it. Within six months of his last visit he said, "Whatever happened to the waterfront?" By the way, it's named the William and Mollie Rogers Waterfront. It really doesn't matter. It never happened.

Why bring this up now? First of all, I was asked to eulogize Bill. I will say that he was a dreamer. He was conservative. He got his dreams done because he didn't announce them until they were done. Maybe we announced them too soon and got criticized, and it eventually fell apart.

We, as a Board, have to also dream. If you would consider dreaming, I would love it. We have to have a plan or a vision for what we're going to do. It doesn't have to be the waterfront.

If we're going to go ahead with an accreditation self-study, one of the things they look for is, what is our vision for the future? It's not enough to maintain the status quo no matter how good that is. You always have to have a dream, even if you're conservative about announcing it. We, as a Board, have to have a vision for the future.

I swear to you, if you guys just come together with – and I know there is a long-range plan, I know there's a plan for self-supporting, and I'm not saying negative or positive, but we have to embrace our dreams. We have to believe in the future. I'm sure if we, as a group, come together and say this is what we are going to pursue in the next year, five year, ten years, Bill will be smiling at us.

Thank you for coming to his memorial service. It was wonderful having friends there and trustees there. You are wonderful people, and you were family to him. He loved coming here.

He was ninety-four and a half when he passed away. Whenever I said, "You're ninety-four, uncle," he would say, "Ninety-four and a half." He would always say, "Don't bet against me." I would sit there saying, "Uncle, I'm a statistician. I know what life expectancy tables look like. You're not supposed to be this old." Then he'd always say to me, "My life expectancy to live to ninety-four is 100 percent, because I'm ninety-four and a half now." He understood it very well. Until the last minute he had a sense of humor.

Have a dream. Let's express it as a group. He would be thrilled. I'm honored to sit in his old chair. That's all I have to say. Thanks so much, folks.

MR. BEATTIE:

He will be missed.

MR. GUARNISCHELLI:

I think he would also be happy, Steve, that out of habit, you drove over to pick him up tonight.

{LAUGHTER}

MR. GITTELMAN:

Thank you.

MR. BEATTIE:

Thank you. As tough as that is with this, on to regular business because I think that's what Bill would have wanted, as well.

We'll start with committee reports. We'll start with the Nominating Committee, Jack.

MR. DEMASI:

Okay, the work of the Nominating Committee is completely done. With no exceptions, the nominations were for the current board to continue serving as is intact. Would you like me to recite the names of the board or do you already know who you are?

MR. BEATTIE:

Just to make it official, can you please recite them?

MR. DEMASI:

Okay. Allow me to take a look at my notes here. For President, Ron Beattie; 1st Vice President, Joseph Dujmic; 2nd Vice President, Gretchen Oldrin Mones; Secretary, Kevin Peterman; Treasurer, Elizabeth Cambria. That's where we stand.

MR. BEATTIE:

Any nominations from the floor? Can I have a motion to accept the slate?

DR. GITTELMAN:

May I have the honor?

MR. BEATTIE:

Yes.

DR. GITTELMAN:

I want to make that motion.

MR. BEATTIE:

Thank you, Steve.

DR. GITTELMAN:

I move that the Secretary casts a single vote in favor of the existing slate to serve for another year because they've done a terrific job.

MR. BEATTIE:

Thank you, Steve. Is there a second?

MR. DEMASI:

I'll second that.

MR. BEATTIE:

Without objection? **(Vote: 11/0/0/4 Not Present: Mr. Melore. Absent: Mr. Glascock. Two vacancies.)** Thanks very much, everybody. I'm honored to serve again. I know everybody else is, also. We've had a lot of conversations about it. I think 2015 is going to be a good year.

MR. PETERMAN:

Do I have to cast that vote?

MR. BEATTIE:

Yes.

MR. PETERMAN:

All right. I cast the vote as Secretary for the slate.

DR. GITTELMAN:

That's what I requested, yes.

MR. PETERMAN:

Yes.

MR. BEATTIE:

Okay, Finance and Treasurer's Report, Betsy.

MS. CAMBRIA:

You all have the legal size sheet with the figures on it. There's not much to report except as Lance had discussed with me, there is a dollar variance of six figures, which is quite sizable.

However, that is due to the fact that we have not received the final year's disbursement from the Hotel/Motel Tax, which we should receive no later than March.

That being the case, as Lance will tell you later on in his report, our finances will be very close, but they should be in sync. That's really the only thing of note. Everything else is pretty much status quo.

MR. DUJMIC:

I just have a quick question to either Betsy or Lance.

MR. BEATTIE:

Sure.

MR. DUJMIC:

When does the Hotel/Motel Tax sunset?

MS. CAMBRIA:

I don't know.

MR. REINHEIMER:

That sunsets at the end of this year.

MR. DUJMIC:

Has there been any discussion at the Legislature about extending the Hotel/Motel Tax?

MR. REINHEIMER:

I've heard nothing official, but I'm sure the policy makers are looking into it. It's a significant amount of money for the County. It's about \$10 million. Not only would it sunset for the distribution to the museum, but it sunsets for the whole County. I'm sure it's something that they are looking at.

During the past year or so, Steve Gittelman and I met with Assemblyman Englebright and discussed the impact of the Hotel/Motel Tax on the museum. He was waiting to have discussions with the County so that they could formulate a policy so that he could work on state enabling legislation.

I have no information directly, but my feeling is that they are doing something. I'm not privy to exactly what those negotiations are.

MR. DUJMIC:

Okay, thank you.

MR. REINHEIMER:

I just want to add for the record that Assemblyman Engelbright is a staunch supporter of the Vanderbilt Museum and the birthplace of Walt Whitman. From talking to him, I'm pretty sure that he will do the best he can to protect the interests of the Vanderbilt Museum and the Walt Whitman birthplace for the public and everybody to enjoy.

MR. BEATTIE:

It's something that I'm going to be addressing in the President's Report, as well.

Very good. Education and Exhibits, Gretchen.

MS. OLDRIN MONES:

This report covers the activities and the meetings of the committee over the past two months, so it's a little long.

The first ever spring supplement has had its final edit. The expectation is that it will be mailed out in January. The brochure is going to be available for the February 24 evening reception for educators. This is another new initiative. It's being spearheaded by Jack. Jack, can you say a few more words about it?

MR. DEMASI:

Sure, this is something that we came up with I guess a few months ago. The whole concept was that while school administrators pretty much don't necessarily organize trips, they can certainly be a problem if you're trying to get that trip approved.

The idea was to try to make them come and visit our facilities, so they can see what's going on and obviously walk away with a positive attitude about the place.

The idea was to run a wine and cheese reception and to give them a sampling of the planetarium and hopefully some of the museum programs, as well, in a relatively short time. That's going to be on the 24th of February. Again, it's a weekday night, which is also kind of nice. It doesn't take up weekend space.

Hopefully it will be long enough for people to come in, get what they need, enjoy what they see and leave with a positive taste. That's the plan.

MR. DUJMIC:

Can I ask a quick question?

MR. BEATTIE:

Yes, sure.

MR. DUJMIC:

Who is going to be included in this dinner for educators? Is it just going to be limited to Suffolk County or Long Island? Have we even reached into New York City?

I think it would make a lot of sense – there are some schools in New York City, first of all that have a ton of money. Maybe they would like to have their kids coming out here. I can name a few just on the Upper East Side.

MR. DEMASI:

The list that we're using is really quite extensive. It's certainly taking in Nassau and Suffolk. It's also taking in private schools, even nursery schools. There are definitely some schools in New York City who have been here in the past, so I think we're definitely including them. It just depends.

This could get out of hand, but it's also not a dinner. It's a wine and cheese reception. If it was a dinner, we would be flooded.

MR. BEATTIE:

And you're going to invite Trustees so that we can all help out and make sure that we're all making the sell, correct?

MR. DEMASI:

We'll all be invited.

MR. BEATTIE:

Great.

MS. OLDRIN MONES:

Okay, thank you. I know the Trustees who come to the Education and Exhibits Committee meeting will all be there. Hopefully other people will come as well.

MS. GEGWICH:

What time is that again, Gretchen?

MS. OLDRIN MONES:

I'm not sure. Is it seven-thirty, Jack?

MR. DEMASI:

I think it was seven o'clock.

MS. CAMBRIA:

Yes, it was seven o'clock.

MR. BEATTIE:

What's the date again?

MR. DEMASI:

The 24th. It's a Tuesday.

MS. OLDRIN MONES:

Over the holidays it was very busy here. Educators were at the Christmas Tree Lighting ceremony, which drew the biggest crowd ever with over 300 people attending.

Ivy and Beth helped kids make gold seashell tree ornaments. Over 80 shells were decorated. The shells are very much in demand.

If you ever find yourself on vacation or beachcombing somewhere and you've collected more seashells than you can use, please bring them in and donated them to the education department. They use them for all sorts of crafts.

Bookings for the traveling bus are robust. This outreach program is a perfect fit for older kids. Surveys and feedback to educators Tom and Roger have been very positive.

Thanks to the National Grid Foundation, over 2,800 students have participated. Students from Franklin Square, Westbury, Amityville, Brentwood, Central Islip, Copiague and William Floyd have experienced the science bus this year.

This is a needed and a successful program. It has the potential to increase its range of outreach. The bus was serviced during the holiday break, and it's ready to start up again on January 16.

From the planetarium, "Spontaneous Fantasia" by performer J/Walt showed on January 3. Both performances were sold out. The show is an electronic mix of music with 3D images accompanying music that J/Walt has performed around the world and in various planetariums.

Another sure-to-be-popular show is the "Liverpool Shuffle," which is scheduled for January 24 at 7:30 and again at 10:00 p.m. The drummer will be up on stage similar to how Ringo used to be up on stage.

(Mr. Stephen Melore entered the meeting at 7:25 p.m.)

The Mount Wilson Edmund Hubble Exhibit, put together by ASLI member, Kent Anderson, is now on display in the first planetarium showcase. We thank Ken and all the members of ASLI for their many contributions.

The money well they donated has been emptied three times, and \$2,000 has been collected for donations for future exhibits. One possibility they're thinking of is a new eye piece for the telescope. It would cost \$800 to \$1,000, but would provide a much clearer, wider viewing experience.

"Dynamic Earth" is set to premier during the February School Break. Workshops are also being offered during the break February 14 through 20.

Lorraine is looking at new programs for the planetarium. I have a catalog that I will pass around. The catalog features some of the new releases as well as programs we already have purchased and shown.

For instance, "Black Holes," a program that we own, is on page 61. "Dynamic Earth," as I just mentioned and is set to premiere, is on page 29. I have them all marked. There are some interesting new programs you might want to look at, such as "Super Volcanoes" on page 53.

Stephanie reports that Ninjaneers Studios visited January 9 to officially begin the touch-screen project. She will work with them to create the audio and visual content for the exhibit over the next few months.

Mansion tour numbers for December were phenomenal. December 2014, there were 1,106 tours with one day closure due to the nor'easter. Last year December 2013, there were 671 tours with the museum closed several days due to snow storms. Twilight tours were also well attended with 666 tours this past December compared to 653 in 2013.

That nor'easter that closed the museum on December 9 did damage to the museum. Rain blew into the north facing areas of the mansion soaking the draperies in the dining room. Stephanie removed the draperies – apparently water was just pouring in – and brought them to Claudia Dowling for cleaning and relining. Staff pitched in to clean up on the Northport Porch area and the dining room and other sites of multiple leaks. She described the flooding as worse than any hurricane.

We have had lots of good publicity, mostly from Pat's efforts. December 4 the *Times Beacon Record* put "Tis the Season" photo of Mary McKell and Rick Outcault as Mr. and Mrs. Claus on the cover of their Arts and Lifestyles section.

December 18 in the *Village Tattler* there was an article entitled "Creating Holiday Magic in Historic Vanderbilt Museum" about holiday decorating and events picturing volunteer decorators Mary Schlotter, Krishtia McCord and Valerie Meskoures.

On December 21 in *Newsday* we were in the top ten things to do this week for the Twilight Tours. It was listed as number five.

We are also on the cover and on page one of the *Hometown Shopper* with the title "The Vanderbilt Museum has it going on this winter."

And finally, we were in the January 8 "Arts and Style" Section of *Times Beacon Record*. They listed "Artmosphere" on January 9 as a thing to do.

So lots of good press showing lots of good things going on at the Vanderbilt.

I wanted to share a few thoughts about our two-hour mummy program, which I attended some weeks ago. Miriam, the educator I shadowed, skillfully guided a sixth grade inclusion class through the grounds, constantly pointing out architectural and biographical details as we made our way to a classroom where I learned many facts about ancient and modern Egypt. After a challenging and useful craft we finally met the star of the show, the mummy.

Along the way I chatted with the lead teacher and mentioned how Common Core demands can keep some teachers classroom bound and how wonderful that these sixth grade classes made the trip all the way from Southold to attend two of our education programs. It was heartening to hear her say, "You have to do what's important."

If you have never experienced one of our education programs, it is really worth your time. On my ride in that morning I thought a two-hour program – wow, that's a long time. But the time flew by. At the end of the two hours, I wasn't ready to leave the fascination of Egypt and mummies. I think Willie would be proud of how the wonders of his collection are being shared with so many school children.

Another person who believed in our programs and our mission was Bill Rogers. Over the years, he made our programs more accessible to more people by funding audio equipment, sponsoring disadvantaged children, providing insights and unique suggestions and a host of other contributions too numerous to recount.

Bill did have big dreams, as Steve pointed out. Many of those dreams came true. But one reality I know of is that he loved children and he showed this by supporting our programs for children. His passing is a tremendous loss to the Vanderbilt and to all of us. Bill, you will be missed.

MR. BEATTIE:

Thanks, Gretchen. I couldn't have said it better.

On that note, Steve Melore, I'd just like to congratulate you on being elected President because you were late.

{LAUGHTER}

The Development Committee, I'm going to handle that in the President's Report, if you don't mind.

Planning and Strategic Plan, I think there's something that you guys were talking about.

MR. REINHEIMER:

Yes, I'd like to pick up where Steve mentioned regarding planning and vision for the future, as well as dreams and along with reaccreditation, which is scheduled for March of 2019. That means our self-assessment has to be in by March 1, 2019. That's a few years away, but we need to start now.

There are a number of things we must do. Reaccreditation is a good exercise to go through because it really helps us run the museum the way it should be run.

Disaster plan, we're looking at the disaster plan now. We started a couple months ago to make sure that what we have is there in case of a disaster. As Gretchen mentioned in December, we had tremendous driving rains that were going sideways into the building and just drove through the windows soaking those curtains.

I found out subsequent to our meeting that we heard that nobody will clean those curtains. They're moldy. They're fragile. Stephanie is researching to see if they are original curtains. If they are, we're going to pack them and keep them as they are and possibly replace them with like-type reproductions.

We also talked about the dining room where that room is very dark, that maybe we could just use a couple panels to give the concept of curtains but to allow more light in. All the windows have a UV film on them so the artifacts and furniture are protected.

Getting back to reaccreditation, the biggest, longest and one of the most important aspects of it is to do institutional planning. Where do

we want to go in five years? Where do we want to go next year? Part of planning is that we can say we're doing a great job. We are, but if we don't have a plan, a great job compared to what? Where are we going? It's like getting in a car and saying, "We're making great time, but we're lost." We don't know where we're going.

This came out of the handbook, which all of you got, "The Best Practices." Duncan, there's a copy there for you along with – actually, it's the package next to you because it has your name on the folder, a Trustee package.

I brought this up just to give you an idea of what is institutional planning. We should engage the Board. We should engage staff. We should engage our visitors in some aspects of it to see what is it and where do we want to go? We talked about great plans. We talked to Ron's plan and Steve mentioned that, too, the sustainability plan. Well, where is this plan? Where are we going?

Ron talked about the café. Where is that going? What is our time frame? At least we have a plan. We are working toward that, but it isn't written down. We don't have it formalized. This is a major component of reaccreditation.

From what I can see, a lot of it is pretty easy to do, what documents do we need to get together? Well, we have most of the documents we need for reaccreditation.

This followed by the disaster plan are the most two important aspects of it. I'm working with Stephanie on the disaster plan. I think the Board needs to at least start to think about the institutional plan. Steve, staff and I will start to frame it out and get input as to where we want to go. I will pass this out. That's really where we are with reaccreditation.

I think our time frame is good. This is 2015. We'll spend 2015 working on developing a plan for 2016 through 2021 then develop procedures for updating that plan. A plan is no good if you're going to do it, put it on a shelf and pull it out every six years.

We should be self-assessing ourselves to see where we are compared to the plan. Have we made progress or haven't we? Do we have to change the plan?

The first step is to put it in writing and frame it out. That way we can measure our progress each year, modify, change course, and keep this institution going into the future with a vision similar to what Bill had. Bill might not have attained his dream, but he had a plan. There was a plan and they had it formalized, and they were working toward it. They knew where they were going. Unfortunately for Bill, he wasn't able to attain his dream, but his spirit is here.

I think that's where we are with reaccreditation.

DR. GITTELMAN:

It's a standard. It's certainly something that we can achieve. The deadlines are not against us. We have the time.

Where we are is in tough times. If you look at this plan, we're in good times. Well, don't think it's so easy being in good times because then everybody looks back at you and says, "Well, look at what you had to work with. Did you make the most of it?"

We really have a hostile financial environment. Let's not let that be our excuse. Let's make the most of that. Let's go some place with it. Let's look at it and say, "Okay, fine, we might not be able to do this because we don't have millions and millions of dollars to work with, but what can we do?"

Let's set out reasonable goals. Let's achieve it, and then let's be able to count those achievements because they're just as grand as anything you can do when somebody is willing to give you \$10 million. Let's just think of it that way, and we will have something to be proud of in a year or two.

MR. BEATTIE:

Very good. Thank you. Community Relations Committee, we've had some contact with the Boy Scouts. We haven't met since. I know that.

MR. MULE:

That's correct.

MR. BEATTIE:

Spring is what we're aiming for on that. I'd like to add something else into the mix – possibly creating or recreating the trails here on site. Boy Scouts love to do that. Maybe we could get some people together. We have to be careful because some of the trails lead to places that

are closed on site. We have to make sure we don't do that. I think it would be nice to have a couple of hiking trails in here.

MR. MULE:

Actually, I know the Boy Scouts do projects like that for Eagle projects. They might have some interest in that.

MR. BEATTIE:

Yes, that would be a great spring project to do, clean up after the winter. Good. Anybody else have any questions on Community Relations?

Okay, always the fun topic, Buildings and Grounds. We already covered curtains.

{LAUGHTER}

MR. PETERMAN:

Yes, that wasn't part of my normal report. I'd like to say that things haven't gotten any worse. On a positive note, we're still dealing with a few things with some plaster and the places I've mentioned before, such as Vanderbilt's bedroom and the servant's wing. There is still some leakage here and there in the habitat. But other than that storm, we seem to be holding our own. Lance, I don't know if you have your finger in the dike or what, but I think we're okay.

MR. BEATTIE:

It's kind of ironic that we had so much damage from a nor'easter, and we went through Super Storm Sandy and got virtually nothing touched out of it. You never know what Mother Nature throws at us and what we have to deal with.

With that, I don't think we have anything in Technology. Tom Glascock isn't here. We tried to get a meeting set up for HR in December, but that didn't work. We'll wait for Tom to be here for the next meeting.

Now on to the Executive Director's Report, Lance.

MR. REINHEIMER:

Thank you. All of you have in front of you the audit from 2013. The Audit Committee, the Treasurer and Ron, were part of reviewing that.

The short story is that we ended 2013 with a small \$110,000 surplus of excess revenue over expenses on a stand-alone basis. We still have a rolling forward deficit with the museum. I know \$100,000 sounds like it's a lot of money to you and me, but for an institution with a \$2 million budget, it's pretty close to the pin.

It's better to have \$100,000 too much than \$100,000 short. It just keeps us rolling forward. Coupled with that in 2014, as Betsy was reporting and we don't have the final numbers on the Treasurer's Report, but I looked at ALTRU and I know what we have coming in from the Hotel/Motel Tax. We put all our invoices or vouchers in for payment and they will be paying us for the next couple months.

Rolling forward we do have a cut this year in Hotel/Motel Tax, and we don't have the rent from Normandy Manor. The financial impact of those two things is over \$200,000 in lost revenue. So that's a 10 percent cut in revenue.

It's good to try to roll forward any surpluses on a stand-alone basis. This year we're going to finish pretty close to the pin, maybe a small surplus. It looks like we're going to come in pretty close to even on a single-year basis.

Also in front of you is a copy of the annual report, which took us a while to put together because that's kind of done when we have some slack time.

The exciting thing with this is you also have a 2015 calendar of events. I'm real excited about that because we sat down, and we planned the whole year. As it stands now, we may be adding other events as time goes on, but we have a pretty good framework right now. We're mailing out the annual report to all the members.

In addition to that, there's a short letter and calendar of events. I think it's important for members to see in the annual report that members are listed as of a certain date and time. It's always nice to see your name in print.

The calendar of events gives people a reason to come back. It helps us – right now, we've got about a 30 percent retention rate. About 30 percent of the memberships that are expiring are renewing. That's pretty exciting because we're nowhere near that.

We're trying to hold on to the members that we have, trying to develop long-term membership, encouraging people to support the

museum and its missions and give them an excuse to come back. We've got a pretty varied calendar of events.

That mailing will be going out the beginning of next week. We're using a mail house for that. The reduction of postage offsets the cost of having somebody stuff the envelopes and everything. When I looked at the pricing and the person broke it down, it costs us \$19 to send out almost 400 pieces more than it would have if we had done it ourselves. It's well worth it.

We'll be doing that for the education brochure that's going out. That will be going out in the next couple weeks. That's going to the printer, I hope, tomorrow. That means a turn-around of about a week, and then we'll send it out. By the end of this month, we should be sending out that education brochure.

Following that when we get that brochure back is to send out that invitation to educators. We're waiting for that brochure to send that letter out to the educators. It's getting close. We need that brochure printed right away.

Speaking of memberships, last year we generated \$59,000 in revenue for memberships -- \$18,000 from families and individuals and \$41,000 from libraries. We're continuing that program going into Queens. We're working with libraries in Queens.

We're going to try to reach into New York City. They have a little bit different structure. They're one unit, so all those libraries would have to join. It comes to about \$40,000 to \$50,000. We are working with them to figure out a way to have them get into our program without committing on an experiment of \$50,000 that may or may not come in for a benefit for them. We're still working with them.

As Gretchen mentioned, the Holiday Tree Lighting was great. I'd like to thank the Northport Chorale, who for the fourth year in a row has provided holiday music for the guests that are there.

I think we went through 800 cookies. That's the hungriest crowd I've ever seen, and I still got slammed for running out of cookies.

I want to thank also Northport Deli who helped us. They supplied the hot chocolate for us.

This year we had a very large tree. If you didn't get down to see it, it's anywhere between 25 and 28 feet tall. I'd like to say it's 35 feet tall because I think that's better PR, but we do have a nice tree. That is coming down today.

The Holiday Dinner on December 6 was sold out. It was another successful dinner. We had a really good turnout for that.

Followed by that, the Valentine's Dinner, we have 30 reservations already, and we haven't even done any publicity on it. That's going along well.

This year the Valentine's Dinner falls on Valentine's Day. It's a Saturday. I hope to see many of you and your partners at the Valentine's Dinner.

During the three evenings, as Gretchen mentioned also, the Twilight Tours, we had 666 people. We grossed over \$6,045 on those tours. The staff, not only do they do those tours starting the day after Christmas when everybody's been out celebrating, but the guides and greeters come in to work the 26th because we're open. They give guided tours of the mansion. They come back for seven o'clock to have 200 people show up at once to do more tours.

I want to thank the staff because it's an intense time. It's a time when most people would like to just stay home and recoup from the holidays, and they're out there giving more tours. Again, that went really well.

"Spontaneous Fantasia" we netted \$1,700 on those two shows. We had sell-out crowds. That was January 3.

On January 9, we had "Artmosphere," where we were just inviting artists into the planetarium to display their artwork. We had 15 artists. We had music. This was a free event to encourage people to come to the planetarium, hoping that some of them will purchase tickets and see planetarium shows or at least discover the planetarium or discover the Vanderbilt and come back here another time. It's just a good public benefit to have people come here and hope that they'll come back again.

The "Liverpool Shuffle," again, we're doing pretty well with the tickets. People are signing up for that. I think that will be another successful night.

We are open for Martin Luther King Day, which is the 19th. That's usually a pretty good day for the museum, also.

We received our \$20,000 check from National Grid December 31. They sent that in to us. We received that grant.

The restrooms in the parking lot are renovated, open and in use. On your way out, try them. They're very nice.

{LAUGHTER}

I think that's all I have for the Director's Report. I will certainly take any questions.

MS. CAMBRIA:

I'd like to say something.

MR. BEATTIE:

Betsy.

MS. CAMBRIA:

I think the audit, while it's full of figures, it also has a terrific narrative. I just kind of skip read it, and it reviews or summarizes, essentially, what you've given in the monthly report. They got it right. There's a lot going on. I mean, if you want to know what we've done for the past year or two, it's right there in the report.

MR. REINHEIMER:

Actually, I do have a couple more things. Thank you for giving me the time to find my second page.

I also want to thank the Town of Huntington, Peter Gunther, Superintendent of Highways, and the Town Supervisor, Frank Petrone. We received a pick-up truck from the Town. We have the truck. It's perfect timing because we also, in lock step with getting the truck, we purchased a new salt spreader. This truck can accommodate the salt spreader. That really helps us with our ice and snow removal.

Also, Normandy Manor, at the last meeting we reported that they were going to do asbestos abatement there. That work is finished. They have come back and are looking at the plumbing and electrical systems of Normandy Manor. So I'm trying to push them to get that work done timely so that we can possibly get a tenant in there for the next year to year and a half.

Optimistically, it would be nice to have someone by the summer, but the work goes at its own pace. We'll see how things go. They are here. I mentioned to them that that's a priority to try to get that work done in a timely fashion.

The stairways down at the Stoll Wing, as I reported at the last meeting, are being done. They aren't finished, but they certainly are in better working order. All the trip hazardous have been removed.

This time, that is the end of my report. Thank you.

MR. BEATTIE:

Does anyone have any questions for Lance? Good, thank you and great work, as always.

The President's Report, I have a couple of things. In the last meeting I spoke about the Under the Stars Café initiative, which is really combined with the laser light shows because the idea is to have a venue in between shows. If we sell more shows if we do a laser light show or we do a planetarium show, there's something that people can do in between.

We got a lot more information on the laser light show. I think I reported in the last meeting, that our budget was about \$50,000 to get a new laser light show system in here. It looks like it might be a little bit more, based on the numbers we're looking at. We're probably going to have to get an RFP on it. We will have to write that.

I was a little concerned that the programs were limited, so that's one of the things I wanted to take a look at. I think there were ten or eleven that were in there. I wanted to see how they related – if we could put together programs where a laser light show had some kind of similarities to one of our planetarium shows and similarities to another laser light show or something like that, so we could make it where it makes sense for people to stay and see multiple shows. We're looking at that.

The number on the Under the Stars Café is about \$80,000. The laser light show, I think, might even go up to as high as \$60,000, if we got soup to nuts.

There's one possibility here that we might want to consider. I'll have a little bit more information the next time, but we might be able to rent

the system and actually do a test case. If we don't have the Under the Stars Café, but if we got a caterer in here to do something similar, a food venue here, rent the system for a month and test the concept out. Is there anybody interested in looking into that, if we can do that? I guess it wouldn't hurt. Okay, I think it's \$600 a month.

MR. REINHEIMER:

It might have even been \$500. It was \$500 to \$600. It was pretty reasonable on a monthly basis. I would give it longer than a month on trial because you want to get the word out there, promote it, have people come and hope that there's word of mouth. I think we have to look at two to three or maybe even four to five months to see if it gets traction.

Also, sometimes things take off and then the audience doesn't come back. I think longer than a month is better. I think that's a good way to test market and see if this works, rather than buying it.

MR. ARMSTRONG:

Is the laser show seasonal?

MR. BEATTIE:

Well, there are some seasonals. They have some holiday shows, etc. I think there was one season that they were missing. I think it was spring they didn't have anything specific for. They had the typical Beatles and Zeppelin kinds of laser light rock show type of things.

By the way, we could supplement that with our own programs here in the planetarium because we also have planetarium rock shows. It doesn't have to be a laser show, but it can be those.

I think those are the kinds of mixtures that we want to take a look at.

MR. DUJMIC:

Can I just comment on that?

MR. BEATTIE:

Sure.

MR. DUJMIC:

I'm fully supportive of the idea of renting the equipment for a number of reasons but most importantly because if we're looking to purchase at \$60,000, that's something that we would probably have to put out to RFP.

The alternative, if it's only \$600 a month, it's something that we're not going to need an approval and go through the whole RFP process, which, as we know, can take six month to a year or even longer depending on drafting, advertising and things like that. If we're going to do it, I think renting is the right way to go.

There was something I was mentioning to Lance before. If we're going to do this without the Under the Stars Café, one of the things that maybe we can do, and I'm not sure and we'd have to check with the County Attorney's Office or with Legislative Counsel on it, is potentially having someone come in here, not to "cater" but to pay us to allow them to sell their food here. This way we'll be making some money from the caterers. It won't be a permanent contract.

It would be something that we would do either monthly, weekly or some other type of basis where we're guaranteed a certain amount of money. It would give them the opportunity of making money, also.

I think if we want to do that until we can see what the laser light show would produce on a long-term basis and maybe it would help us to determine whether or not – and I think the Under the Stars Café is a good way to go, but this may also help us to see how much interest and how much money those groups would generate, also.

MR. BEATTIE:

And I should have pointed out for you, Joe, especially, that Led Zeppelin was a rock and roll group in the 1970's.

{LAUGHTER}

MR. DUJMIC:

Like Mega Death or something?

{LAUGHTER}

MR. BEATTIE:

Precursor to that. You can read it up in your history books.

MR. DUJMIC:

Thank you.

MR. BEATTIE:

Actually, Joe, you bring up a good concept there because the other thing that we can do is in reading one of the laser light show

manufacturers, they actually talked about a museum that rented different systems for that period of time. They were evaluating the systems at the same time as evaluating concept. We might take a look at that.

Maybe the next meeting, I'll try to come up with a program of two months at a pop for each of the different technologies, and maybe we'll do the same thing with the caterer. I mean, the caterer wouldn't be just to bring someone in here to – we'd want a piece of the action, too, obviously.

Does that sound like a plan for the next meeting? Okay, great. Yes, Betsy.

MS. CAMBRIA:

I think you're tying the Under the Stars Café to it too tightly. I think we should have the café no matter what. I thought that was our understanding.

MR. BEATTIE:

Yes, but we're talking about –

MS. CAMBRIA:

No, I know what you're trying to do. You're trying to check on it whether it's feasible or whether it's workable, get in and get out quickly, etc, but I don't want to see us lose track of the fact that when all is said and done, we still need a café.

MR. BEATTIE:

I think we can work toward that at the same time.

MS. CAMBRIA:

Okay.

MR. BEATTIE:

I don't think they're mutually exclusive. I think testing the market out in terms of the technology and doing the catering at the same time – but, yes, I think we should move ahead with the venue as well.

MS. CAMBRIA:

Are you aware of the fact that there's a big place down in Huntington Village called the Paramount, which is doing a lot of this – not light shows, but the same groups?

MR. BEATTIE:

Well, we don't have groups. They have groups.

MS. CAMBRIA:

But, I mean, it's the same idea, nostalgia. I just wonder whether we can just work with them.

MR. BEATTIE:

Absolutely.

MS. CAMBRIA:

Does anyone know what I'm talking about? It's symbiotic.

MR. BEATTIE:

Yes, we're all in this together. I don't think we're in competition with them.

MS. CAMBRIA:

I could contact those guys.

MR. BEATTIE:

That's great. If they can get Billy Joel here, I think that would be great.

{LAUGHTER}

MS. CAMBRIA:

No, no, you know. They have a Led Zeppelin tribute band coming in in April or something like that. I don't know how you do this, but if we're just a couple miles away and we're doing something on the same wavelength –

MR. BEATTIE:

Absolutely, approach them.

MS. CAMBRIA:

I don't know what I'm approaching them for.

MR. BEATTIE:

Well, it's your idea.

MS. CAMBRIA:

Okay, thank you.

MR. BEATTIE:

No, I mean, bring them in and let's just have an open discussion to find out if there are –

MS. CAMBRIA:

I'm talking about publicity, that's all.

MR. BEATTIE:

Yes.

MS. CAMBRIA:

With flyers even.

MR. MELORE:

You can cross sell. We have Zeppelin fans coming to see our shows –

MS. CAMBRIA:

They're probably not going to be interested. I think I'm really talking about an ad in a program or something like that.

MR. DUJMIC:

Maybe an ad in a program, but I don't think they're competitors. I don't know what we would do together, but what I will say is that I know from a previous life that they actually sell – because they have the big billboard on New York Avenue where they advertise their upcoming events and things like that. A private individual or group can actually put their advertisement on there as well, for a fee, of course. Maybe that's something you can look into, Betsy.

MS. CAMBRIA:

Okay.

MR. DUJMIC:

Maybe they'll even do it as a donation to the Vanderbilt. Who knows?

MS. CAMBRIA:

I will do that.

MR. DUJMIC:

Where we have an event – like the Clam Bake. The Clam Bake is not something that's in competition with them. Maybe they can put up something like that.

Have you ever seen or if you've been by Madison Square Garden, it just shows the upcoming events and things like that on a specific date.

Maybe if they would put one of our major events like the Clam Bake in there in part of their process or their advertising, I think that would be a good idea. That's something that people can see. It's something that they would see that the Vanderbilt is having something. Maybe that's something you can discuss with them possibly.

MR. BEATTIE:

Okay. Continuing on, the Vanderbilt Cup Marathon. For the last six weeks, I wasn't really able to do much on that. I'm thinking maybe for this year mid-summer to try to get a 5K or 10K here instead of a full marathon, and then we can work toward that the following year. Does everybody think that's a good idea?

The problem is if we have it here – and let me look to the people who live around here, especially on the peninsula – a 5K would require closing the road for two hours, a 10K three to six hours. I don't know how tough that is on a Saturday here mid-summer.

MS. GEGWICH:

It's unreasonable.

MR. BEATTIE:

It's unreasonable?

MS. CAMBRIA:

We have a town beach. We'll be denying people access to that beach.

MR. BEATTIE:

I'd like to do a 5K or 10K. If we can close half the road, maybe that's a possibility. I'll try to work on some scenarios. I worked out a 10K scenario, but not with thinking about closing half the road. I'll work on that and have something for the next meeting.

The Economic Sustainability Plan, we are still working on it. We have had a couple of discussions with some other people, but it looks like we really need to get the County more involved in that. That's something I'm hoping to have for the next meeting.

The Hotel/Motel Tax renewal, I've spoken with the County Executive. He does want to sit down and talk about it. I talked about it with Steve Englebright, so I'm hoping in the next month I'll be able to get

him and all the players there. That dialogue really needed to start two months ago, in reality. Hopefully, we can jump start that and get that moving.

That's all I have for the President's Report 2015.

Oh wait, the golf outing, I'm planning on having somebody here for the next meeting who does those. I don't think that any of us have the time ourselves to do it. We probably won't net as much because of somebody doing it for us, but I've spoken with one group who's pretty good at that. Hopefully they'll be able to go out there and get our sponsors and do all that stuff. Again, the net won't be as much, but we'll at least get the event on the map. I'm hoping for the fall for that. Thank you.

Anything else on 2015 initiatives? Does anybody want to talk about other things that we might be doing?

MR. DUJMIC:

I don't want to rain on any parades, but for the golf outing doing it in the fall is going to be, I think, difficult. I think it will be congested. Again, the Vanderbilt is not a political organization, but that being said, I mean, I will have in my mailbox about 20 to 25 invitations to golf outings from various elected officials, especially this year.

Isn't this year a Legislative year, as well? Everyone is doing a golf outing. You'll have one from Bill Lindsay, III. You'll have one from the Presiding Officer and I believe County Executive is running this year, as well.

MR. BEATTIE:

Yes.

MR. DUJMIC:

I don't think that if we do it in the fall it will – I don't think we'll be able to. I think we'll be drowned. I don't think anybody will come to the outing. Is there anyway we can do it earlier?

MR. BEATTIE:

Sure.

MR. DUJMIC:

I think earlier would be better. Let's beat the rest of them to the punch because they're going to be out there, and this is an election

year. Well, every year is an election year, but this is an election year for our locals. I think we might be flooded if we do it in the fall.

MR. BEATTIE:

Good point. Thank you.

Is there any old business? Any new business?

MR. GUARNISCHELLI:

Yes, the car. We need to get the car running.

MR. BEATTIE:

Which one?

MR. GUARNISCHELLI:

The one that's in storage.

MR. REINHEIMER:

The Reo.

MR. GUARNISCHELLI:

You should get the other one running, too.

MR. REINHEIMER:

Yes, the Lincoln.

MR. GUARNISCHELLI:

It's a shame to have a car show here, and you don't have your own car.

MR. REINHEIMER:

That's correct. I don't think the Lincoln has – Steve, do you know the last time the Lincoln ran?

DR. GITTELMAN:

I want to say around 20 years ago. We had it out to get the fenders redone.

MR. GUARNISCHELLI:

The last time I saw it was down when it was in Align Auto, {Haddy's} Old Place, and he called me down there. I went down there and looked at it, but that's the last time I think it ever ran.

MR. BEATTIE:

So what do you propose? Do you want to put a group together to get it running?

MR. GUARNISCHELLI:

Yes, just bring it up to my shop and we'll get it running. It probably needs a battery, clean the gas tank out, the carburetor, and things like that. It will probably start right up.

DR. GITTELMAN:

Not to argue with Tony, but he knows what he's talking about. Let him do it.

MR. REINHEIMER:

Tony and I have been talking about over a year about the Reo. You've had a couple of vacations in between.

MR. BEATTIE:

Not to mention heart surgery.

MR. REINHEIMER:

Anyway, we waited until after Christmas. He was going to take the car during the Christmas Holiday, but we felt that we have a lot of people here and to have the Reo leave during that time was not the best timing.

I just mentioned before the meeting that we'll start to work to get the Reo out for reconditioning and also to put it back together again.

As many of you know, the Reo was reconfigured to emulate what a race car would look like during the Vanderbilt Cup Races. That's really good because it's relevant to the Vanderbilt Museum here.

The downside is we have the fenders, the windshield and the parts in a closet. I think it's better in the long-run for the car to be kept in one piece so that all the parts are on it and they aren't damaged by sitting in storage. That was the plan we were going to start on.

MR. GUARNISCHELLI:

I was going to borrow a truck and small trailer for the Reo because my tractor trailer is too big to get in here to take it out. I can borrow a small vehicle to get it out of here.

DR. GITTELMAN:

But, Tony, were you volunteering to do the Lincoln?

MR. GUARNISCHELLI:

Yes, at no cost to anybody.

DR. GITTELMAN:

I strongly recommend we take him up on that.

MR. REINHEIMER:

I think it's the Board's decision on prioritizing as to what the Board wants to do.

MR. GUARNISCHELLI:

I think we should do the Reo first. Let's see what we need to get it in running condition.

MR. REINHEIMER:

I'm pretty sure we had the Reo running. That should be an easier project for you.

MR. BEATTIE:

Great.

MS. GEGWICH:

Thank you, Tony.

MR. BEATTIE:

Do we need to have a vote on this?

MS. CAMBRIA:

No.

DR. GITTELMAN:

Is the Reo accessioned?

MR. REINHEIMER:

That's what I was going to say. No, it's not. The Reo is not accessioned. We're free to do what we want with that, similar to the Chrysler.

When you start talking about the Lincoln, there are procedures and requirements to take an accessioned piece out of here for restoration or repair. There is a procedure for that. The Board would have to

follow that procedure. With Stephanie's guidance, we can get through that. But that does take a formal decision and procedure.

But the Reo, as long as the Board is in agreement, Stephanie is in agreement and I'm in agreement, that's great. We all know how well qualified Tony is, so that's an easy one to do. The Lincoln, there are some requirements we have to go through.

MR. BEATTIE:

Tony, what's the chance that we can do something in terms of having time lapse photography of the restoration so that we can show it as an exhibit?

MR. GUARNISCHELLI:

There's nothing to it. Once we get it up, we'll see how much work it needs. We'll see if we have to dismantle it or what. Like the Lincoln, you would never restore that car. It's original. It's priceless. You would just mechanically change the oil and all the fluids, check the wheel bearings and get it running. You would never restore a car like that. It would be a crime. The Reo, I don't know, I have to look at it and see.

MR. BEATTIE:

I think it would be interesting, though, as an exhibit to do a time lapse thing if we can get a consultant in. Who is that group that we had doing video stuff for us? Maybe we can get them to advise us on how we can set something up, just a camera, to do a time lapse clip?

MR. GUARNISCHELLI:

You do it as you get it and strip it all down and get the pictures when it's all put back together.

MR. BEATTIE:

It would be an interesting exhibit to show downstairs, too.

MR. PETERMAN:

The easiest thing to do is just set up a GoPro, and it will do time lapse relatively easily.

MR. BEATTIE:

Perfect, if you don't mind.

MR. GUARNISCHELLI:

Not at all.

MR. BEATTIE:

Very good. Anyone else with old business? Can I have a motion to adjourn?

MR. PETERMAN:

Motion to adjourn.

MR. DEMASI:

Second.

MR. BEATTIE:

Without objection? Thanks for coming and happy new year everybody and looking forward to 2015. **(Vote: 12/0/0/3 Absent: Mr. Glascock. Two vacancies.)**

(Mr. Ron Beattie adjourned the meeting at 8:15 p.m.)

RB:ap

Attachments

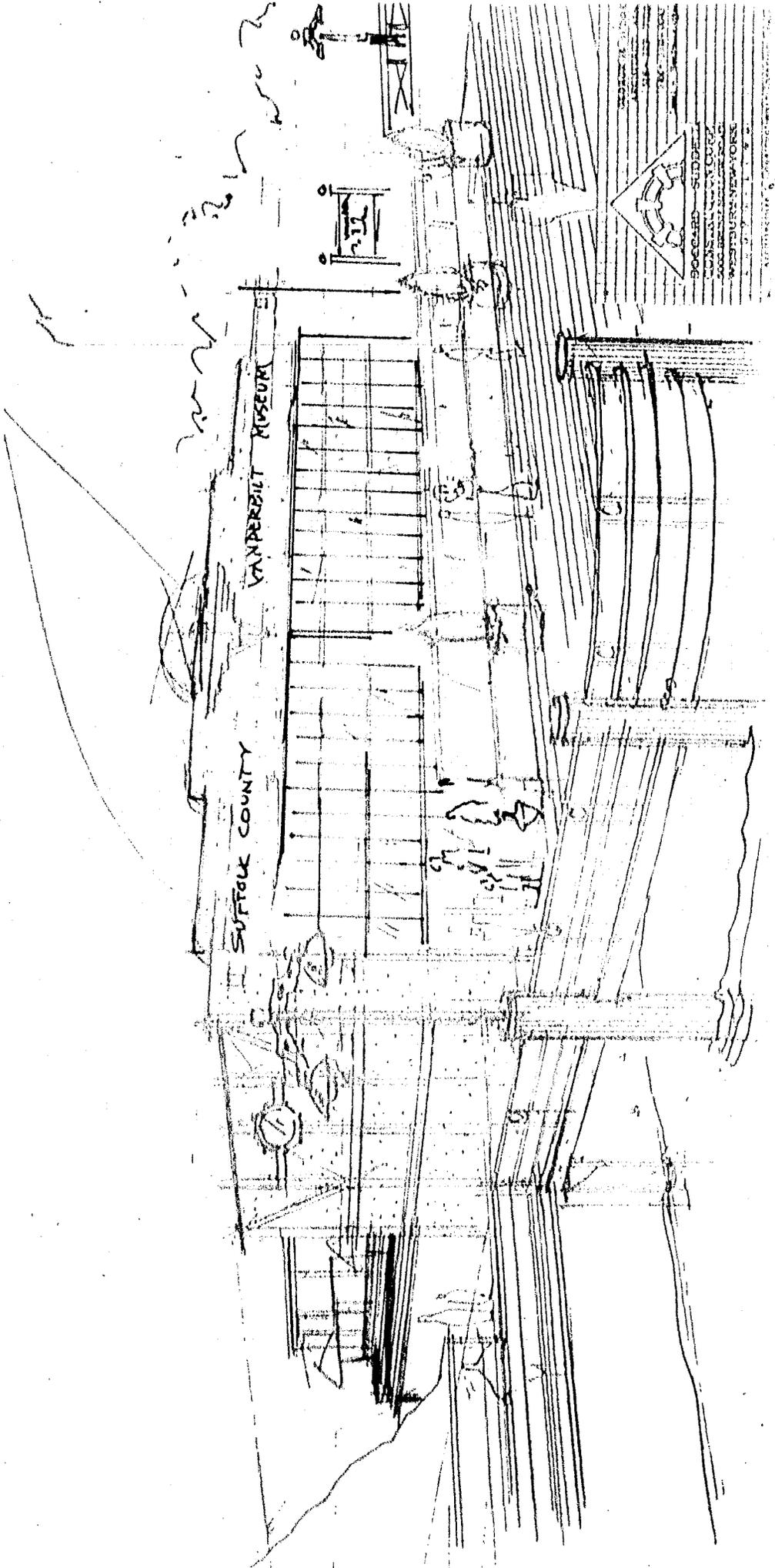
Suffolk County Vanderbilt Museum

January 2015 Meeting Agenda

January 14, 2015 / Planetarium / 7:00 PM

- I. Pledge of Allegiance**
- II. Public Address to the Board**
- III. Previous Meeting Minutes**
- IV. Tribute to Bill Rodgers / Steve Gittelman**
- V. Committee Reports**
 - A. Nominating Committee / Election of 2015 Officers**
 - B. Finance / Treasurer Report**
 - C. Education & Exhibit**
 - D. Development**
 - E. Planning / Strategic Plan**
 - F. Community Relations Committee**
 - G. Operations**
 - 1. Buildings and Grounds**
 - 2. Technology**
 - 3. Human Resources**
- VI. Executive Director Report**
- VII. President's Report / 2015 Initiatives**
 - 1. Under the Stars Cafe**
 - 2. Laser Light Show**
 - 3. Vanderbilt Cup Marathon**
 - 4. Vanderbilt Golf Outing**
 - 5. Economic Sustainability Plan Implementation**
 - 6. Hotel/Motel Tax Renewal**
- VIII. Old Business**
- IX. New Business**
- X. Adjournment**



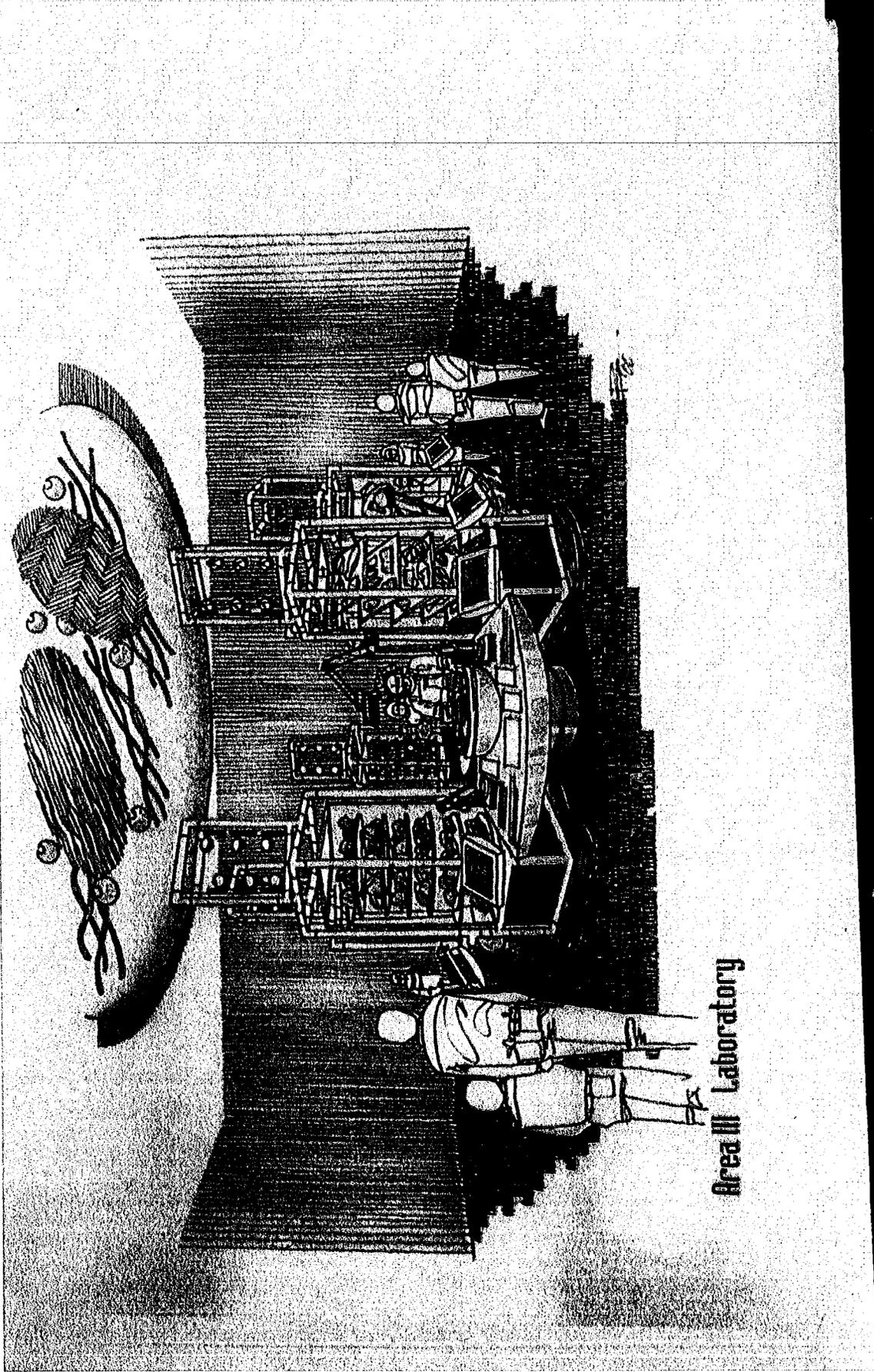


SUFFOLK COUNTY

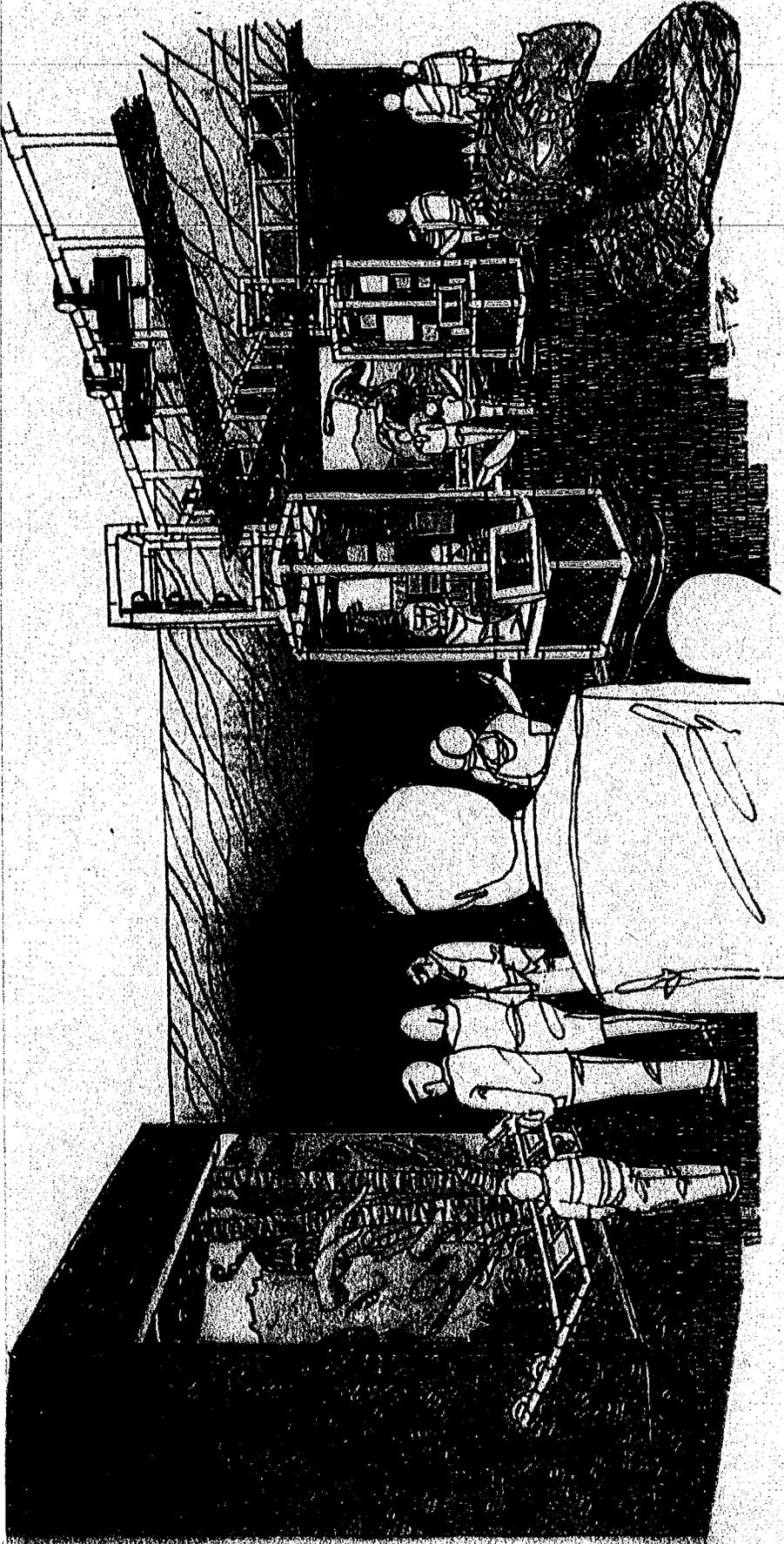
VAN DERBILT MUSEUM

BOCCARD SUPPELL
CONSULTANTS
ARCHITECTS
WESTBURY-NEW YORK





Area III Laboratory



Area V Habitats

SUFFOLK COUNTY VANDERBILT MUSEUM

Treasurer Report

November 2014

	Actual	Budget	Variance
	November	November	
Revenue			
Admission	\$ 48,169	\$ 40,000	\$ 8,169
Membership	\$ 2,485	\$ 7,917	\$ (5,432)
Museum Store	\$ 4,663	\$ 5,000	\$ (337)
Special Events	\$ 8,166	\$ 10,000	\$ (1,834)
Suffolk County Funds	\$ -	\$ 85,698	\$ (85,698)
Endowment	0	0	\$ -
Site Use	\$ 9,874	\$ 4,000	\$ 5,874
Donations & Gifts	\$ 269	\$ 1,818	\$ (1,549)
Real Estate Rental	\$ -	\$ 4,166	\$ (4,166)
Other General	\$ 446	\$ 41	\$ 405
Total Revenue	\$ 74,072	\$ 158,640	\$ (84,568)
Expenses			
Salaries & Wages	\$ 89,316	\$ 94,500	\$ (5,184)
Benefits	\$ 20,512	\$ 20,000	\$ 512
Maintenance & Equipment	\$ 10,793	\$ 11,680	\$ (887)
Insurance	\$ 7,250	\$ 7,250	\$ -
Professional	\$ 10,764	\$ 12,500	\$ (1,736)
Museum Store	\$ 2,300	\$ 2,917	\$ (617)
Telephone	\$ 2,118	\$ 2,834	\$ (716)
Utilities	\$ 12,461	\$ 10,000	\$ 2,461
Supplies, Programs, Gala	\$ 9,838	\$ 7,584	\$ 2,254
General Expenses	\$ 2,882	\$ 2,500	\$ 382
Total Expenses	\$ 168,234	\$ 171,765	\$ (3,531)
Excess / Deficiency	\$ (94,162)	\$ (13,125)	\$ (81,037)

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

	Actual January	Actual February	Actual March	Actual April	Actual May	Actual June	Actual July	Actual August	Actual September	Actual October	Actual November	Budget December	Project Year End	Business Plan	Dollar Variance
REVENUE															
EARNED INCOME															
Admissions	37,235	46,496	52,639	73,980	52,628	46,418	76,478	80,117	35,875	35,272	48,169	35,000	620,307	650,000	(29,693)
Membership	2,790	5,560	15,905	5,785	1,960	4,605	5,450	4,975	1,920	3,280	2,485	7,917	62,632	95,000	(32,368)
Museum Store	4,413	5,068	5,847	7,598	3,533	5,511	10,027	9,122	3,645	4,067	4,663	5,000	68,494	85,000	(16,506)
Special Events	8,197	2,997	1,650	4,755	1,415	23,810	37,053	20,243	31,002	3,408	8,166	6,000	148,696	125,000	23,696
Suffolk County Funds	0	0	0	0	0	0	171,395	0	0	214,244	0	85,698	471,337	1,028,370	(557,033)
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	9,710	24,968	31,382	2,518	9,874	7,000	171,967	130,000	41,967
Donations & Gifts	1,159	2,125	557	368	172	1,711	585	532	176	80,268	269	1,819	89,741	100,000	(10,259)
Real Estate Rental	5,500	5,500	5,500	5,500	5,500	5,500	5,500	0	0	0	0	4,166	42,666	50,000	(7,334)
Other General	142	212	351	361	76	645	653	503	728	414	446	41	4,572	500	4,072
Total Earned Income	68,158	72,933	96,289	106,722	95,877	108,210	316,851	140,460	104,728	343,471	74,072	152,641	1,680,412	2,263,870	(583,458)
EXPENSES															
Salaries & Wages	84,955	80,466	87,793	89,268	91,482	93,014	99,706	98,176	91,098	94,243	89,316	94,543	1,094,060	1,120,043	(25,983)
Benefits	23,170	17,541	23,506	18,850	24,447	20,100	23,772	21,796	25,629	22,156	20,512	19,948	261,427	246,948	14,479
Maintenance & Equip.	2,740	1,799	3,214	10,562	7,318	2,890	2,721	6,320	2,888	2,668	10,793	11,680	65,593	140,150	(74,557)
Insurance	7,215	7,250	7,249	7,250	6,249	6,749	6,500	7,250	7,250	7,250	7,250	7,250	84,712	87,000	(2,288)
Professional	20,034	24,105	38,573	17,343	23,876	23,482	40,513	23,168	20,071	7,994	10,764	12,500	262,423	150,000	112,423
Museum Store	2,782	2,225	3,336	3,331	2,067	2,224	4,102	4,058	1,474	1,126	2,300	2,917	31,942	35,000	(3,058)
Telephone Communic.	2,209	2,021	1,903	2,361	1,894	1,870	2,638	2,160	1,393	2,389	2,118	2,834	25,790	34,000	(8,210)
Utilities	17,991	16,404	21,759	10,395	2,321	20,993	24,331	19,753	27,422	5,365	12,461	11,000	190,195	175,000	15,195
Supplies, Prgm., Ball	4,536	3,417	17,876	16,292	11,048	6,574	7,923	25,701	8,232	3,650	9,838	7,584	122,671	91,000	31,671
General Expenses	2,875	1,444	4,066	19,268	4,820	3,213	3,685	3,293	4,906	11,034	2,882	2,500	63,986	30,000	33,986
Total Expenses	168,507	156,672	209,275	194,920	175,522	181,109	215,891	211,675	190,363	157,875	168,234	172,756	2,202,799	2,109,141	93,658
Excess / Deficiency of Revenue	(100,349)	(83,739)	(112,986)	(88,198)	(79,645)	(72,899)	100,960	(71,215)	(85,635)	185,596	(94,162)	(20,115)	(522,387)	154,729	(677,116)