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 February 18, 2015.

The following were in attendance:
Ron Beattie – President
Gretchen Oldrin Mones - 2nd Vice President
Betsy Cambria – Treasurer
Kevin Peterman – Secretary
Jack DeMasi - Trustee
Thomas Glascock – Trustee
Stephen F. Melore – Trustee
Dr. Steven Gittelman - Trustee
Anthony Guarnischelli - Trustee
Lance Reinheimer - Executive Director
Robert Pilnick
Ann Marie Pastore – Stenographer

Absent:
Joseph Dujmic – 1st Vice President
Duncan Armstrong - Trustee
Michael Mule – Trustee
Michelle Gegwich - Trustee

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

MR. BEATTIE:
Welcome to the Suffolk County Vanderbilt Museum February meeting. We'll start with the Pledge of Allegiance.

{SALUTE TO THE FLAG}

Thank you. Is there is anybody in the audience that wishes to address the Board? Before we get to the previous meeting minutes, it was pointed out to me by Gretchen that we never at the last meeting approved the November minutes. I'll ask for a motion to approve the November minutes.

MR. PETERMAN:
Motion.

MR. DEMASI:
Second.

MR. BEATTIE:
Without objection?

MS. OLDRIN MONES:
I have to abstain. I wasn't here for the meeting.

MR. GLASCOCK:
I wasn't there either, so I'll abstain as well.

MR. BEATTIE:
(Vote: 6/0/2/7 Not Present: Dr. Gittelman. Absent: Mr. Dujmic, Mr. Armstrong, Ms. Gegwich & Mr. Mule. Two vacancies.)

Can I have a motion for the last meeting minutes?

MS. OLDRIN MONES:
Motion.

MR. DEMASI:
Second.

MR. BEATTIE:
Without objection? Very good. **(Vote: 8/0/0/7 Not Present: Dr. Gittelman. Absent: Mr. Dujmic, Mr. Armstrong, Ms. Gegwich & Mr. Mule. Two vacancies.)**

Let's go to committee reports, Finance Report, Betsy?

MS. CAMBRIA:
We do not have a Treasurer's Report. Lance advised me that the budget was sent to the auditor –

MR. REINHEIMER:
To our accountant.

MS. CAMBRIA:
To our accountant, who had miscommunication with Lance. Unfortunately, we do not have a long sheet to report on for the Treasurer's Report. Presumably at the next meeting we'll have it for both months.

MR. BEATTIE:
Okay, any questions for Betsy? Education and Exhibits?

MS. OLDRIN MONES:
This is the February Break Week, which is always an exciting time for Education and Exhibits. Thematic high interest workshops are up and running.

For instance, Monday, Beth Laxer-Limmer, our Education Manager, ran a self-portrait program. Kids toured the mansion and studied all the portraits including Washington's and then created their own. Beth's own daughter attended and portrayed herself wearing a powered wig. Other programs are described in this January 29 article in the "Arts and Lifestyles" Section, which I will pass around.

Beth has also been busy interviewing replacements for Tom Rice, who left our Traveling Science Bus for a better job for him. Two women will work part time and the bus will be back on the road after the February break.

"Dynamic Earth," the awesome planetarium show, which was described in the February 13 weekend section of *Newsday*, is being shown for the public and for school groups.

January Planetarium numbers are very good. Mansion tours are also good. There were 548 tours this January as compared to 310 in 2014. The museum was closed two days for snow this year. Last year it was closed four days, as well as Martin Luther King Day.

The Long Island Depression Glass Society delivered the remaining 37 boxes of glassware valued at $14,182, with a sale value of $28,350, on January 14. They also presented Suffolk County Vanderbilt Museum with a check for $2,933.27 representing the balance of their monetary assets.

We can do what we wish with this collection. The society will even assist us if we want to display it or give a talk. Some of the depression glass is already on display in our kitchen, but now there are 37 more boxes for exhibit.

January 9 was the official start to installing the touch screens in the Stoll Center. Stephanie Gress has provided preliminary content and copies of films from the Stoll safaris. She will be working with the Ninjaneers to create the audio and visual content for the exhibit over the next few months.

The Bald Eagle is now on proud display in the library. Times Beacon Record published an informative piece in its January 22 section of *Arts and Lifestyle.*

Stephanie has submitted a grant application in the amount of $125,000 to the Gardiner Foundation on January 15 for the Marine Exhibits.

Lorraine Vernola successfully customized a planetarium program for 55 special needs students from the Rosemary Kennedy School in Wantagh.

Finally, the much talked about Special Spring Supplement is printed, packaged and ready to go out. I have two copies. I will pass one each way, but please take time to open it up completely. I think it's quite the work of art. A lot of effort went into it. It unfolds to a poster, which can be placed on a teacher's bulletin board with all of this contact information right there in front of them about how to book a planetarium show or a museum education program.

Copies of this brochure will be included in the invitational letters that go out to educators for the March 10 reception. A brief planetarium

and museum education program will be shown in the planetarium during the reception. If you are able to stop by for the reception, please do. It starts at 7:00 p.m. in the planetarium lobby. That's on March 10. That is the end of the Education and Exhibits Report, except I think Betsy has some additional information.

MS. CAMBRIA:
I also wanted to point out that each of those brochures addresses a different – one is for lower grades and the other one is for the upper grades. You can tell; it's pretty self-explanatory.

Gretchen had a very – I mean Stephanie had a very interesting little blurb from the New York Times on January 10 about museums, visitors and dollars. It indicated – and I can skip read part of it – but it's a report from the Association of Art Museum Directors. It indicates that after surveying 236 members, it becomes apparent that last year in North America each visitor on average spent less then $8 on admission, shopping and eating, which is pretty low.

The museums in turn invested $53 on each guest with revenue covering only 15 percent of their total expenses. We kind of do feel a bit of that.

MR. REINHEIMER:
Absolutely.

MS. CAMBRIA:
That's part of our problem. But it goes on to say that private donations sustain art museums and individuals accounted for 54 percent of the contributions, far more than corporations. Corporations make up only 13 percent, so individuals are of key importance. These individuals, although this pertains to art museums, it kind of falls to us as well because we also get items bequeathed or individual donations. That's according to this small article. That's how we assessed. That was kind of interesting.

The other thing that Gretchen asked me to pass around was the certificate that has to do with the Long Island Depression Glass Society. It lays out the fact that they did present us with their remaining inventory, as well as a check for $2,933, as she had said previously. This authenticates the fact that we now own a lot of depression glass.

MR. BEATTIE:
Very good. Thanks, Gretchen and Betsy. Any questions for either Gretchen or Betsy? Okay, moving along to the Development Committee.

The Development issues I'm going to talk about in the President's Report. Steve Gittelman isn't here at the moment, so there's nothing on the Planning and Strategic Plan section of the agenda.

Mike Mule isn't here, so there's nothing on the Community Relations Committee, unless anybody has any information on those issues.

Let's talk about Operations, Buildings and Grounds. I'm sure there is snow in the forecast here.

MR. PETERMAN:
I think tonight, just a dusting.

Just so you know, the Vanderbilt knew that there was a storm coming and on Monday, January 26, the museum was totally closed so they prepared for the blizzard.

Because of the storm, the museum was then closed on the 27th and 28th, but there were minimal effects from the storm. There was just a small drift, so I think the staff had that day to prepare for the storm. We had to close, obviously. I think a lot of the schools closed, but as a result of their preparations, I think we weathered the storm.

(Dr. Gittelman entered the meeting at 7:20 p.m.)

Then, again, when it comes to the facilities, it's basically the same things I've mentioned every month. We know that we have some problems in the bedroom and on the porch. It's pretty tough to fix those things in the winter, so I'm optimistic that spring will help us resolve some of those items, so I won't have to say the same things every month.

MR. BEATTIE:
Okay, very good. Any questions for Kevin?

Welcome, Steve.

DR. GITTELMAN:
Thank you.

MR. BEATTIE:
We might as well handle the Technology section and ALTRU.

MR. REINHEIMER:
Sure, three years ago we entered into a contract with Blackbaud and their ALTRU product, which is a tracking, tickets and all-around program that a lot of museums use. It helps us – we can do on-line tickets. Our ticket system is connected to that. It helps us capture attendances and a lot of good information.

Three years rolled around. That contract is expiring at the end of this month. We were paying – the last contract we were paying $21,825 annually. This product is a subscription, so there's no licensing. There's no having to buy upgrades or anything like that. As they upgrade, we're automatically upgraded. When you have licensing, if you miss or don't do all the upgrades, they get you later, and you have to buy the upgrades in order to continue on.

They're proposing a three-year contract. There is a discount if we go in for three years. It will be $23,175 annually, which is a 6.2 percent increase. It's $1,350 more than the contract we currently have.

I mentioned this briefly to Ron the other day that it was expiring. From an operational perspective, it's taken us two and a half years to start to expand and get comfortable with this. It took us a year to get started with the ticketing. We started the product I think in June -- the June before the planetarium came on-line. So then June came around and then the planetarium came on-line that March. It was a long time to get people used to it.

My recommendation is that we continue the contract. It's used by a lot of museums. We can renew it for three years in order to not have to retrain and start over again from zero.

MR. BEATTIE:
Is there any chance that the 6.2 percent increase is negotiable?

MR. REINHEIMER:
I spoke to them. I told them I was bringing this to the Board. They said that they have experienced 10 percent increases annually in their subscriptions. Of course, we had a three-year contract, so we had no increases.

From talking to them, I asked them what was the possibility of going to a four-year contract. I asked them if they would give us a lower rate. They came back and said the company is really looking for a three-year contract. There is no discount for going on longer.

MR. BEATTIE:
Okay, but effectively, it's a two percent annual increase, which is basically simple math, obviously, it doesn't work exactly like that mathematically. So 2 percent is a typical COLA increase. I don't think that's out of line.

What you didn't mention is how powerful this system is and what it has done for us. Even though it was difficult to get to implement it, it's a very powerful system and obviously very complex.

The other thing you didn't mention and the Board should know is that, I believe, it's also unlimited licenses. We can have as many users as we want.

MR. REINHEIMER:
Right, there are no licenses. Whoever we give permission to – and there are different levels of permission depending on their responsibility and job duties.

We actually have eight hours – the original contract included training. We have eight hours of training left. We have to use that or we lose it. We're scheduling staff, myself included, to do some advance training and actually some staff to do navigation basic training for staff that has been using it to go on it and perhaps learn and expand their knowledge of using the product.

One of the things we'll get to later on is the attendance report that I sent you. That came straight out of ALTRU. Years ago the attendance was kept manually on pieces of paper floating around. This is connected to our ticketing and the admissions revenue. We aren't using it to its fullest on the financial side because we have a stand-alone accounting system.

We are using it, and we do interface. My feeling is that this helps us from an accounting perspective because Barbara reconciles the daily admissions reports and the cash that she gets with the ALTRU report, and then she inputs that into our accounting system.

What we're not using also is we're not using the site-use portion of this. We can grow into it. We certainly have come a long way in the three years.

MR. BEATTIE:
Then there are the other things that we haven't really used so far. I think the bigger power -- especially as we ramp up and we will talk about the organizational chart, etc. and how we start to ramp up -- the tracking campaigns and those powerful tools that we haven't seen here as important because we haven't really fully implemented it.

Just to give you a quick description, you come up with a campaign in a variety of different ways but you basically mind your membership data base and you know who donated to a particular program before. It creates that campaign for you, so you can set your goals for it. You can start the campaign, and then it gives you the tools to evaluate that campaign. Those are the types of things that I hope in the next year we'll start to use.

MR. REINHEIMER:
It's good you brought that up because that's one of the areas that we're going to do. Elizabeth and I are going to do training in campaigns and renewals. We already used the renewal portion. I know speaking to Gretchen today, she got her renewal letter.

MR. BEATTIE:
I did too.

MR. REINHEIMER:
We're sending them out. As your membership expires, we're sending out renewal letters I think the month before, then we're following up.

We're still holding about a 30 percent renewal on memberships. My feeling is that it's excellent to carry and hold on to your members that you have while you're trying to expand into new members. It would be nice if we could improve on that 30 percent. We are getting training in those areas.

MR. BEATTIE:
I'd like to sit in on that, too.

MR. REINHEIMER:
Good. We're in the process of setting the dates. We'll get back to you on the dates. That's good.

MR. BEATTIE:
Can I have a motion to accept the renewal?

MR. PETERMAN:
Motion.

MS. OLDRIN MONES:
Second.

MR. BEATTIE:
Without objection? Okay. **(Vote: 9/0/0/6 Absent: Mr. Dujmic, Mr. Mule, Mr. Armstrong & Ms. Gegwich. Two vacancies.)**

HR, Tom, do you want to talk about the meeting?

MR. GLASCOCK:
Sure, we had a meeting earlier today. Candidly, anything that I might report has already been said or might be said, so I don't have a report. We did meet, and we've been trying to meet on a regular basis to review any issues that might come up and also to continue to see that we have policies in place to continue. We're visiting them to revise them as needed so that we have our policies and our HR needs addressed.

MR. BEATTIE:
Very good. That summarized it perfectly.

The Executive Director's Report.

MR. REINHEIMER:
Thank you very much. I'll start where Kevin left off on capital. He mentioned the bedroom and other areas where we have water intrusion.

I spoke to the Department of Public Works. We had $200,000 appropriated for water intrusion at the end of last year. I spoke to them last week about the bedroom and the roof above that's leaking where it looks like the porch is attached to the building. They're going to look at that when the weather allows them to.

As you can see, and speaking about capital, the building over there that's the outer wall to protect the public from the construction site. They're building an ADA compliant family restroom. They can't do it for the existing restrooms without expanding the building, so this was a

compromise to get an ADA compliant restroom without having to expand the building.

The finished product should be done by the end of March. It's a lot smaller than that wall indicates. It's not going to be that massive. It's actually – they taped it out before they started the construction, and it really does not impact that passage way as much as it may appear right now. So that's going along nicely.

MR. BEATTIE:
Can I interrupt?

MR. REINHEIMER:
Yes.

MR. BEATTIE:
I just noticed – the vending machines work very well over here.

MR. REINHEIMER:
Yes, they do. Absolutely. We put the vending machines here and the electricians put in new electric lines for us to hook the machines up. It looked like they'll be there until the café starts.

MS. CAMBRIA:
It's the start of food in that direction.

MR. REINHEIMER:
We're getting people used to going to that area of the lobby.

I'll jump back to the capital in a minute, but I think it's important to address something related to the ALTRU. Here's a report that I pulled out of the ALTRU system at the end of the year for 2014.

I want to preface this by saying that because we're not using it fully, there are some things that this does not reflect. It does not reflect the Arena Players. It does not reflect the full amount for Alex Torres. We probably had close to 400 people there. Part of the purchases went through the website, and part of them went through telephone. That was kind of a hybrid sale. That does not reflect the full attendance at Alex Torres. That's a very successful event we have every year that Barbara Oster runs. We have somewhere between 350 and 400 people come every year and rock to the tunes of Alex Torres.

Other areas on this report that are interesting to see, General Admissions, grounds passes, 44,000 grounds passes were issued during 2014. We had a total of 91,000 visitors. There are several columns here. The first column is the total of the attendance or tickets sold.

The second column where it says number of visitors, there are some programs like day time planetarium shows that people come to. They buy a General Admission ticket, so I don't count the day time planetarium shows or the mansion tours in the number of visitors because that's already imbedded in the General Admission numbers.

I unwound this so we could see – well, this is the activity level, 140,000 people went through various programs. They went on a mansion tour and they went to a planetarium show in one day. It shows that that's overstating our number of visitors. When you unwind it, we had 91,000 visitors. When you throw in site use, weddings, photography, wedding pictures and engagement pictures, those are not included in this 91,000. When you include those areas, we're close to 100,000 people.

Again, education, the next column, unwinding the whole numbers into a breakdown for education, we had 30,000 school children come through our programs. Of course, that doesn't include the children that come through the public programs. We have well over 30,000 children coming here each day.

MS. CAMBRIA:
Each year.

MR. REINHEIMER:
Each year, thank you. We would have no problems if we had 30,000 children every day.

The last column is planetarium, so those are planetarium program events. We had 61,000, almost 62,000 people come through the planetarium. This is an example of what you can do with ALTRU.

I'm working on, at Ron's request, to do the same thing that we did last year with school programs to find out what schools came here during 2014.

What is our catchment area for schools? We know what it is. It's all of Suffolk County, Nassau County and reaching into New York City. We

service every school district in Suffolk County from Montauk to Amityville and the few schools in between those areas.

I'll bring in those numbers for the next meeting, and it will be interesting to see. We have a robust education program. ALTRU helps us track it and to have third party audit trail to back up the numbers that we have. This is a good example of ALTRU.

Switching back to the capital program, I know this is like hitting the Board without any warning. The deadline for filing our request for the capital program was last Friday. It happened shortly after January that they sent out the request for programs. I did meet with Public Works. This is a combination of meeting with Public works. I know what the Board has said in the past at meetings in what your interests are. This is our wish list of what we would like to do in the next five years, starting in 2016.

SY means subsequent years that really covers 2019 and 2020. The modified 2015 column, that's what's adopted in our current capital program. This year we have $400,000 scheduled for roofing, $50,000 for rewiring historic structures and $35,000 for the planning to reconstruct the seawall that was damage during various storms, most notably Super Storm Sandy.

The request -- I'll go over each one of these projects, and we can certainly – if the Board has any requests, changes or modifications, I'm sure we can pass that on to Public Works. This isn't written in stone. This was submitted last week to Public Works. They're in the process of reviewing it.

Ultimately, the capital program is our request. We work in concert with Public Works, but if there is something that we want to request and Public Works may not agree with us, we can still request it. We're not bound to Public Works, but they do guide us in coming up with estimates and also developing what they feel should be done.

Restoration, stabilization of the seaplane hangar, $3.2 million, $200,000 is for planning. You know, it's been talked about over and over again. I think it's important for this Board to continue to request funds for that building. It's our responsibility to maintain that building, to protect it, preserve history and try to get the County to understand that this is one of the last privately owned seaplane hangars in the country.

It belonged to the most important family of this country at the turn of the century. This is an important building to preserve for future use, whether we use it for sustainability or whether we shore it up so that it's there for future generations. Once that building is gone, history is lost. I put it in subsequent years.

This is a five-year plan, but they reevaluate it every year. The year 2016 is really what the County is looking at and what will become real next year. That turns into the capital budget.

It's important to keep things on the horizon so that people are not surprised that a project comes out of thin air. It's important to keep the seaplane hangar in our program request. We can debate whether it should be in subsequent years 2016, 2017 or 2018. That's a Board policy issue. But let me cover this and then we can have some discussions on the whole program.

Improvements to Normandy Manor, 2016 it's $80,000 for planning and 2017 it's $600,000. We still have – whether the county acknowledges or not -- we still have roof problems at Normandy Manor. We have $400,000 already appropriated that can be used.

From my discussions with Public Works that most likely is not enough money to cover the roof. No one has any hard and fast estimates, but that's a slate roof. The slate is approximately an inch thick. You would want somebody to come in and remove that slate carefully so that it can be reused, address all the rot and problems that are under that, and then reroof it. It's expensive to have that kind of process and to find somebody that has the skills and experience to do that.

MS. CAMBRIA:
Have we found anybody who has given their expertise idea as to – I mean, you're saying what you think they should do. Have we had anyone come in and –

MR. REINHEIMER:
Well, I've talked to Public Works. They're engineers. This is kind of parroting what they're saying it involves. This is a number that came together from my meeting with Public Works.

MS. CAMBRIA:
But $600,000 is a lot of money.

MR. REINHEIMER:
Yes, $600,000 is a lot of money, and $600,000 coupled with the $400,000 that's already appropriated is a lot of money. It's an important house. It's a 100 years old. It's part of the original estate.

We don't have any hard and fast estimates. So, no, no one has given a bid or process. This is an odd process because you put in appropriations to do a job. Then you go out and bid it. The bids could be far less than you expect or the appropriations or the bids could be far more than you expect. No one is saying that it will cost $600,000 or a million dollars. We, meaning Public Works and from discussions with them, feel that it's going to cost a lot of money, but it's worth it.

The next project, restoration of driveways and gutters, there's a millions dollars. This year we've had funds appropriated last year to assess the bridge that goes into the courtyard of the museum. The million dollars is a guesstimate as what they think it may cost.

It really depends upon the engineering report. That report said they're going to start assessing the bridge either this spring or the summer. By the end of 2015, we'll have an idea of what that's going to cost and then we can amend the 2017 capital program once we have those numbers. The million dollars is a guesstimate.

MR. BEATTIE:
And the planning dollars –

MR. REINHEIMER:
The planning dollars have already been appropriated.

MR. BEATTIE:
Okay, in 2014.

MR. REINHEIMER:
Yes, 2014 or 2013. That was $100,000. So that money – they're in the process of doing an RFP to get a consultant to do the assessment.

Improvements to the Vanderbilt Planetarium, 2016 it's $330,000. I know that we've talked about doing the café using endowment funds. I'm sure that's still on the table. This is a fall back. We're trying to get the County to understand that we should be partners. I don't think it's a bad idea to try to put it in the 2016 capital program if we can't go forward in 2015.

From talking to Public Works, the $80,000 that we've been talking about, they feel that's kind of on the low side now. Also, small project planning costs are more disproportionately than larger projects.

With that being said, from talking to Public Works, using a hybrid of $40,000 from the museum, $100,000 through the capital program, that provides $140,000 for planning – I mean, for construction, then $40,000 for planning.

Imbedded in this is also $150,000 for reconditioning the planetarium dome. In the notes it says, $150. That should be $150,000. What a different a few zeros make.

MR. BEATTIE:
At this rate, $150 wouldn't buy you a sandwich in the café.

{LAUGHTER}

MR. REINHEIMER:
Yes, considering that the average person at a museum spends less than $8.

But we've had some problems with the dome; the inner dome was leaking and staining. It's getting worse. I brought this to the attention of Public Works.

Again, weather permitting, they're going to look at that roof and see what can be done to stop the leaks. It's coming in from loose tiles and the ice guards that are – at least one ice guard has pulled off the building and it's leaking behind that.

Restoration of the boathouse, again, it's disproportionate for planning because you need environmental permits to work on the waterfront. This is construction money to finish the job that they never finished that now is going on six or seven years. When I spoke to Public Works, they weren't happy because the forms are there. The work was ready to go, and the county didn't appropriate the additional funds for us. That's just been sitting there.

I made a decision to put that into 2018 because I think if we ask for something sooner, we can't get all the pie. I'd rather have half a pie than none. But, again, that's open to debate and the Board can – we can talk about what's best to ask for that. That building should be stabilized and the work should be done.

The next project, waterproofing and roofs, is just ongoing, prioritizing what needs to be done on an annual basis. So $400,000 -- we had $200,000 that was appropriated in December. We have $400,000 this year. That's $600,000. If we get another $400,000 in 2016, that's a million dollars we have over two years, which gives us enough to go on for a couple years. That's why in 2017/2018 I only requested $200,000. Then in subsequent years it represents two years.

Rewiring historic structures, the only issue we have right now is the floor of the Habitat Wing. That floor needs to be rewired. They did the Habitat Wing. They rewired that a year or so ago, but the floor was not addressed. We have $50,000 in this year's capital program. That should cover any electrical problems we have in the near future.

MR. BEATTIE:
Are you talking about the floor switches?

MR. REINHEIMER:
No, the blue floor, the lights in that floor keeps blowing out fuses. There is a short someplace. Pete tells me that's the original wiring. They brought the leads into that area, but they never rewired the floor itself. That's original wiring.

Modifications in compliance with ADA, there are a couple things in here. One is we need to replace our trams. It's an issue for anybody that has limited mobility to walk around these grounds. I think that's in lock-step with what we're doing with the restroom here. It's important to address ADA needs and to be able to be open for all individuals and make their visit here enjoyable and memorable.

MR. BEATTIE:
I have a whole new appreciation for that, as of late.

MR. REINHEIMER:
Yes, absolutely. And you move around far better than a lot of people with limited mobility. So $30,000 is for equipment.

The rest of the request is really as we go through and prioritize what it is that we need to comply and to make things easier for people when they visit here. That's what the 2016 requests includes.

Reconstruction of Vanderbilt Seawall, I'm told from Public Works that the $35,000 we have this year for permitting and planning is not sufficient; $100,000 would be a better number in addition to the

$35,000. It's planning, permitting, complying with what the environmental – what New York State requires and the Army Corp of Engineers –

MR. PETERMAN:
Would that be the DEC?

MR. REIMHEIMER:
Yes, probably the Department of Environmental Conservation and re-modifying plans and working on this. When I talked to the person in this area in Public Works, hesaid it wasn't in the original plan. They're going to want you to modify it. They're going to want different things. You have to keep going back and creating revisions of the plan. They recommend $100,000.

The $350,000 in 2018, again, it's just a place holder. Once this is assessed in its plan, that will help us to come up with a better or a more accurate construction request.

I have two new projects this year. I don't want to say a lot, but we were talking before the meeting about old buildings and bringing them up to code. We have 100 year old mansion. We have 30,000 people walking through it. We have areas of the mansion that need to be addressed to bring it up to code. It helps with the safety for our employees, as well as the public.

Again, this is a prioritized basis, piece by piece to start a long-term, program to address issues that may be safety issues for the public and for the employees.

The next project came about because I spoke to Public Works about redoing some of the interiors of the mansion that were impacted by water intrusion but the fix of the water intrusion wasn't money that was being used now. They can't go back and fix the problem because it wasn't connected to the problems with the water.

With that being said and confusing everybody, this is a program to go through the mansion, again, a hundred year old building, and what areas need to be addressed -- the plaster in Willie K. Vanderbilt's bedroom. That was damaged by water intrusion. It was fixed many years ago, but they can't come in and use water intrusion money to fix something that was fixed many years ago because there is a disconnect with the money.

The floor in the nursery wing, that's a herringbone floor. You don't want just anybody coming in there and start sanding every which way and damage the floor. There is some skill in doing that. There is some skill in doing plaster.

Again, this is a project to address areas, and the $80,000 is for planning to go through and do a comprehensive study. What is it that needs to be done in this mansion to bring it back and restore it – or at least maintain it and then improve it so that it's here for the future for people to enjoy? Those are two new projects.

On a year-by-year basis, we're requesting a little over $1 million in 2016, almost $2 million in 2017, and million and change in 2018. It's kind of even. I tried to spread it out so that we're not asking for everything up front.

We can amend this. We can ask for different projects. I had to get something in by last Friday. I put this together and we can always amend it. Any questions?

MR. BEATTIE:
Any comments?

DR. GITTELMAN:
I do. The restorations of the facades, where did that go?

MR. REINHEIMER:
Okay, restoration of facades, we have $2 million already appropriated. I'm glad you asked that question because this request is not stand-alone and it considers what's been previously appropriated, what's available and what we can use.

DR. GITTELMAN:
Restoration and facades, what's in for this year, next year, the year after? What have you got on that?

MR. REINHEIMER:
We have $2 million that's appropriated. We have funds to do restoration of facades.

DR. GITTELMAN:
That $2 million isn't going to get us very far.

MR. REINHEIMER:
No, well, I spoke to Public Works about this issue, about facades. There are two ways you could go with projects. You could go the big grand project of $4 million, send out an RFP and get a contractor in here. Sometimes that works. Sometimes it progresses. Sometimes you have a contractor that doesn't do what you would like.

Or the way we've been doing things in the past couple years is to prioritize and do on a piecemeal basis using what Public Works uses, purchase orders and annual contractors. So they'll go and say, okay, one of the things I talked to them about was the stairway going into the marine museum. That is crumbling apart. That needs to be addressed and that needs to be addressed this year.

I talked to them about starting to do work on the bell tower. Let's start to do this work. You're absolutely right. We can blow through the $2 million. I don't see us using $2 million through 2016. We have time to go back -- this time next year we can revisit that and ask for appropriations and funds for 2017, depending on how things go.

DR. GITTELMAN:
So let me stay with your example on restoration facades. There is more than one strategy for dealing with capital appropriations. One of them is that when you put in an appropriation, whether it's funded or not, what you've done is forewarned the municipality that we need this.

MR. REINHEIMER:
Correct.

DR. GITTELMAN:
It's an odd way of conveying a message, but if you leave it out and you don't put it in, then somebody looking at it as an independent document can say, oh, they don't need this.

Using that as a guiding sentiment, I have always approached it that I would put in what I needed and fight for what I can get. I would not put in what I hoped to get because, number one, that kills your upside. Number two, it's not really notifying the government what we need.

I know that you go there separately, and I know that we plead. I know that we beg. But begging, groveling and using up – they think budget. If they don't see it in the budget, they could, at least one of

the 18 – and another thing is when they come to vote and they look at past budgets and they say, "You didn't ask for it in 2016, 2017, now you want it in 2018, it wasn't that big of an emergency in 2016 and 2017, I guess you only need it now. We'll put it off to 2019 or 2020 or future years."

I know that you were in Budget Review, but you know that I did budgets, also. There are different philosophies.

MR. REINHEIMER:
I think you're absolutely right, which is the rationale for putting funds in for restoration of the seaplane hangar to show them that we're still looking for money. We're still looking for that.

DR. GITTELMAN:
Okay, so now let's talk about the seaplane hangar because I was sticking with facades. The seaplane hangar, much like the facades, is about to fall down and kill somebody. How do you say that we don't need money in 2015, 2016 or 2017 when we have a safety hazard that's about to fall down and kill somebody?

To me, I would be putting all the money in 2016 and make them turn it down because it's their fiscal responsibility to fix the safety hazards here. If we don't put it in, then they can say, "Well, you didn't ask for it. It must not have been a safety hazard or a big concern." I know that we've said it in the past. You have it on a hundred sheets of paper someplace. Still, to me, communication is as much a strategy for getting funds.

Frankly, you can pull out almost any number here and when you look at restoration of the driveways and gutters – unfortunately, for me, I've been here for two cycles on driveways and gutters wearing out.

I'm going to tell you now that we need driveway and gutter work or it will cost us a lot more in the future. You will not get it done for a million dollars. You will end up paying double that because it didn't get appropriated, and I'll pick a number, like 2019. Then when you go in for the million it will be insufficient and then you will have committed two crimes. Number one is, why didn't you tell us earlier so we could mitigate it? Number two, why didn't you ask for enough?

I'm just telling you. Lance, this is not my favorite budget here. I know I can be attacked by anybody who could say, "If you ask for too much, they'll give you nothing." I have news for you. $485,000 for

this year you can't do anything compared to what this institution needs.

MR. REIMHEIMER:
Absolutely.

DR. GITTELMAN:
I want to make it clear. I've been here too long. I go through and when I see the roofs leaking and I realize that we can't – the public sees Willie's bedroom and someone stands there and says, "Oh, I remember that." I was there. I was there to listen to them say, "Every year they haven't fixed that." "No, we did fix it since you've been here, mister. You just only come every 15 years." You're going to have damage to furnishings there.

Remember, every number you put in here has a two or three year lag time. They can appropriate it and then not fund it and not give it to you.

To ask for $1,115,000 when I would argue you need ten times that much to sustain the institution is akin to asking for way, way, way too little, God forbid what we'll get.

MR. REINHEIMER:
I hear you. I agree with what you say. That's why I bring this to the Board, and that's why I preface this by saying it's not written in stone. I had to put something out there.

I fully agree with you on the facades. You make a lot of sense on the seaplane hangar.

DR. GITTELMAN:
Well, let's go to the boathouse, okay? The boathouse, $400,000 isn't going to finish what they started. They got into this hole where what they started isn't going to be any good because we didn't have sufficient money in here.

MR. BEATTIE:
By the time they do the work, the exorbitant price that we paid for a temporary stair to do the construction, the temporary stair will be gone.

MR. REINHEIMER:
Right, that was $700,000 – or $675,000 for the boathouse.

DR. GITTELMAN:
I remember my budget for doing it years back when they didn't finish it was double that.

MR. PETERMAN:
I guess that's why they didn't finish it.

DR. GITTELMAN:
No, really, it may be that's why they didn't finish it, but still half the money isn't going to get twice as much done.

MR. REINHEIMER:
I hear you.

MR. GUARNISCHELLI:
Money pit.

DR. GITTELMAN:
It may be a money pit, but that's not our decision. Our decision is to keep the money pit going for as long as we can.

Now the seawall, the seawall, if I recall, they spent almost $2 million building the seawall. Could I be correct?

MR. REINHEIMER:
The seawall that was built is not the seawall that's the problem. That's actually beautiful. It looks like it was built yesterday. This is the granite side and restoring the granite that has been undermined and needs to be re-pointed and is falling into the water. It's a serious problem. We should address that.

MR. BEATTIE:
And it will affect the boathouse eventually. Isn't the boathouse sinking?

MR. REINHEIMER:
I can't say that. The boathouse is separate from the seawall, but it's in the same area. The seawall, obviously, is going to affect the beach. The seawall should have been addressed when they got money from Super Storm Sandy. I alerted them to that. It fell on deaf ears.

DR. GITTELMAN:
I'm sorry, but the bridge is a safety hazard. We're not talking about two years from now it might be a good idea to visit the bridge. The

bridge is falling down. This is really a case of "London Bridge is Falling Down," and we better do something about it now before somebody gets killed and it costs us a lot more money. But to put it in two years–

MR. REINHEIMER:
2017.

DR. GITTELMAN:
Well, 2017 when we know we're in a crisis where the bridge is not certified for heavy duty traffic anymore. All you need is one car to go over it and things go, it will go.

MR. REINHEIMER:
Right, putting it into 2017 was a recommendation from Public Works based on how they feel that the planning and assessment will go, and that they won't be ready to do construction before 2017.

DR. GITTELMAN:
How much do you have in planning and construction?

MR. REINHEIMER:
Excuse me?

DR. GITTELMAN:
How much do we have in planning?

MR. REINHEIMER:
$100,000.

DR. GITTELMAN:
Where is it?

MR. REINHEIMER:
That's already been appropriated. They are doing that now. They're going to start the RFP process this spring.

DR. GITTELMAN:
Not for nothing, Lance, but when you give us something like this, I would appreciate that it be a little bit more comprehensive and have things that are allocated, because I can't remember that off the top of my head.

MR. REINHEIMER:
Right, and you're right to include previously appropriated funds in those balances. I have those in the office. This includes consideration to those previously appropriated funds.

I think you make good points on the seaplane hangar. I think you make good points on the facades. We can also look at putting something in to get it on the radar for, like you said, re-pointing and restoration of the cobblestones.

It's funny, I've noticed those in the past couple of days because it looks like the cobblestones are nice and flat because they're filled with mud between them. There is no mortar in most of them.

DR. GITTELMAN:
But they're loose.

MR. REINHEIMER:
Right, some of them are starting to get loose.

DR. GITTELMAN:
So what happens is that somebody with high heels walks in between, breaks their leg, and then you have a law suit. But before that happens, we hope, you can take them home as souvenirs because they start rolling down the hill.

I've been here and watched it, done it, and have the scars for trying to get the money once. I could bring the stones to the Legislature and bring them in in a pick-up truck, then we get the money. I'll shut up now.

MR. BEATTIE:
I think your points were very well made.

MR. PETERMAN:
I just wish it was that easy to get the money.

DR. GITTELMAN:
I know it's not that easy.

MR. PETERMAN:
Well, just bring some bricks in in a pick-up truck, that would be great. Again, not to defend Public Works, but I would think that they would

have a pretty good understanding of the tea leaves that they see. They have to deal with every County operation or department.

It's just like when you go to Albany and ask them for funds. Everyone else is looking for things to get repaired. I think we have to be realistic. I agree with you that we need a heck of a lot of money. But I also politically realize that we're not going to get it. We're not.

MR. BEATTIE:
But I certainly appreciate the point of, especially when it comes to the liability issues, the seaplane hangar that has been for the last eight years really deemed unstable. It's public record. If somebody gets hurt, they know we talked about it. They know we know about it.

MR. PETERMAN:
Hang on, hopefully with restricted areas, correct?

MR. REINHEIMER:
Yes.

MR. BEATTIE:
It's a restricted area.

MR. PETERMAN:
If I remember, there are "No Trespassing" signs there.

MR. BEATTIE:
Yes, there are "No Trespassing" signs there.

MR. PETERMAN:
For good reason because there are people in Public Works that think that thing might collapse.

MR. BEATTIE:
Right. The fact of the matter is that if you come via the water, you could have as many "No Trespassing" signs as you want, but kids will be kids. Things will happen over there.

I appreciate much the point of, if you don't ask for it, you're basically saying you don't need it. I think that's something that we have to address here.

DR. GITTELMAN:
Wait a minute. Boards have a primary obligation of not just sustaining a facility but to advance a facility. I don't want to get into the advancing side of the argument on how are we advancing this facility, but this is sustenance here. This is just keeping things from washing down the hill. Even if we got $10 million, we probably couldn't slow the flow enough.

What I'm saying to you is that we should not – I realize these are tough times, but we have to be at least – we have an obligation to sustain this facility and that means capital improvements have to be made. We can't shy away and say, "There are other important needs out there." Let the Legislature judge what's important and what isn't. Our job is to say what we feel we need to sustain the place at minimum.

MS. CAMBRIA:
I'd like to say something. It looks as if next year we will request $1,115,000, right? The following year we will request $1,850,000. So philosophically what you're saying is we really should be asking for a higher amount right away. Is that what you mean?

DR. GITTELMAN:
No, what I'm saying –

MS. CAMBRIA:
No, because you're saying that we have the obligation to ask for whatever it will take.

DR. GITTELMAN:
Yes., but I have to give you a qualifying yes. No, I am not saying that we should be asking for the $1,850,000 –

MS. CAMBRIA:
No, I mean –

DR. GITTELMAN:
I'm saying it may be $18,850,000. I know that gets some chuckles. It may be that we need $18,850,000 to sustain the place, and we have an obligation to inform and to inform through the budget we request. If we don't request it, they – this is where the process begins. If we don't ask for it, they don't give. They're not going to volunteer it. That's for sure. If you want to get it, you have to be willing to ask for it and get turned down, but you have to try.

MR. GLASCOCK:
So you're saying let's say $30 million, that we should be requesting $30 million. If we can't get $30 million, $5 million should be used this way. If we can't get $5 million, then in terms of a priority list, $2 million should be used this way?

DR. GITTELMAN:
Okay, I'm not saying that, and here's why I'm not saying it. I have found that if you prioritize and say, "This is what we wish for. This is what we must have. This is what we absolutely must have, and this is what we will die for if we don't get it," you'll get a little bit less than what you'll die for. If you prioritize it, they will pick whatever you said – so no, I wouldn't prioritize it that way.

I would lay out a budget sequenced to say, "Look, in five years we'll have this under control." Let them push the projects that they need to, and let's, in essence, give them the information they need to make a prudent decision by arguing the case to the best of our ability. I just believe that's our responsibility. If we leave a blank, then they have every right to say, "It couldn't have been that important."

MS. CAMBRIA:
You're right.

DR. GITTELMAN:
And I know that there are plenty of other petitioners out there who are asking for it. Believe me, I'm aware.

MR. BEATTIE:
So what's the next round of revisions for this? What's the process?

MR. REINHEIMER:
I think the process is tonight to come to a decision as to how you want the capital program to look. Tomorrow I will notify Public Works of the modifications and changes to that request, and we'll go from there. We're driving the bus, in terms of the request. We use Public Works as a consultant and guidance, but ultimately we make the decision as to what we want to request.

Steve has been through a lot of capital programs. I certainly have been through over 20 years of them. I understand what he's saying. I understand how I arrived at this request. To be a diplomat, we're both right.

But Steve makes good points from the perspective of a Board Member and his experience with the capital program, that if you don't put it on the horizon, everything is fine until there's a problem, and then you'll be criticized, "Well, why does this pop up out of nowhere?"

Cutting through what Steve says and looking what we have, I think you make a valid point. Sooner or later we're going to run out of money for facades. We have more facades than we have money. There is no question about that. That bell tower is – we could come in next week, and it will be half its height.

Your point about Willie K's bedroom, one of the things that I say to people, "I know I've been around a long time, when I first started in the Legislature, they were doing the renovations to Willie K son's bedroom, and it was a mess. Then it was restored. And today it's a mess again. I must be getting pretty old because it went full cycle in a flash of my eyes.

MR GUARNISCHELLI:
If he can't get any money, maybe they can give him a couple of big cans of Stop Leak.

{LAUGHTER}

MR. REINHEIMER:
It's prudent to put things on and say that we know this is a problem. We know we're going to need to fix this. We know the County needs to address this.

We also know the policy makers, which is the Legislature, has to set the precedent or set the capital program. They have to make the decision of what it is they want to include and what it is they don't want to include, but at least we requested it as a Board. Your requesting what you feel you should have.

I think moving up the seaplane hangar – the appropriations, the list I have shows we have $4 million for the seaplane hangar, but it might be $3.5 million. I know that bond counsel will never let them bond that money. Those appropriations are there. They have expired. When they went through last round last year and I can't think of the word, not deleted, but got rid of the appropriations, for lack of a better word, I was surprised they didn't take the appropriations away for the seaplane hangar.

I don't understand that because I know that they will not be able to go out and bond that money because that resolution was passed probably ten years ago. Bond Counsel is going to say, "That was a Legislature that has no reflection as to what the Legislature wishes today." We can't go out and bond that."

Moving the funds up for the seaplane hangar shows that we know it's a problem. Putting money in for the facades is a wise move because it shows sooner or later we're running out of the existing appropriations and we know that these facades are going to continue to crumble if they're not addressed.

Restoration of the boathouse, you can debate where to put those funds and could debate how much – the $750,000 was a number that we got from Public Works. The $75,000 for the planning was part of that number.

DR. GITTELMAN:
Let me just interject here. First of all –

MR. REINHEIMER:
And that's just to stabilize it. That's not to open it to the public. That's not to renovate it. That's just to stabilize that building.

DR. GITTELMAN:
I understand that, but if you need – look, the building is threatened. It's literally sliding down the hill. It's not an incidental building. It's an important building. It's a focal point on the estate, just like the bridge. That's the character of this estate, the seaplane hangar is also important. I'm not going to give you an ordination for them.

But if you need to save it, you need to put your planning money in up front now. I would not wait and say, "Oh well we don't need to address this until 2018. I would be making my request for my planning money in 2016."

MR. BEATTIE:
Okay, and stabilization for 2017.

DR. GITTELMAN:
Yes, because how can we, as a Board, say we don't think anything is going to happen here? If you think the bridge is threatened, planning money now construction as soon as possible. The seaplane hangar went through a round of stabilization.

I realize you're going to catch hell from the Legislature. Let me make clear that the flip side is that they're going to hand you your head, and they're going to say to you, "How dare you, in these fiscal times, make this request. You are totally irresponsible." Your answer is, essentially, and it's not a pleasant one, but the answer is, "But if we don't inform you, if we don't ask, then we have no right to come back and say we need emergency funding." Emergency funding doesn't come easily. It requires trade-offs and it's a sticky wicket. You may not have the votes.

To me, I think you have to educate them. I apologize to all who will get yelled at. Any comments?

MS. CAMBRIA:
Who's going to get yelled at?

DR. GITTELMAN:
Somebody –

MS. CAMBRIA:
Who, Lance?

MR. REINHEIMER:
I've seen people being yelled at. One of them was Steve Gittelman.

DR. GITTELMAN:
A number of times I was taken out for a whipping behind the barn. It came with the turf.

MR. PETERMAN:
I believe that capital projects are done in May where there is discussion and then the vote is in June.

MR. REINHEIMER:
It's early June. Budget Review's report comes out in April – no, the budget comes out in April. They review comes out in May -- I think it's May 15. The vote is early June.

MR. PETERMAN:
And they vote on it early June.

MR. REINHEIMER:
Right.

MR. PETERMAN:
You might want to – maybe I'll get the exact dates, and you might want to mark your calendars on that. It might be something you might not want to miss.

{LAUGHTER}

MR. BEATTIE:
Do we need to take a vote on this?

MR. REINHEIMER:
Do you want to make changes?

MR. BEATTIE:
We want to make changes.

MS. CAMBRIA:
Yes.

MR. DEMASI:
Yes, absolutely.

MR. BEATTIE:
I'd say the very minimum that we want to put in for 2016 requested is for the stabilization issues.

MS. CAMBRIA:
For the boathouse.

MR. BEATTIE:
Well for the boathouse, for the seaplane hangar, the restoration of driveways and gutters – there really doesn't need to be a lot of planning for restoration of driveway and gutters.

MR. REINHEIMER:
There's planning money already appropriated; 2017 is the bridge. It does not address any other issues in driveways and cobblestone. That's the bridge.

The timing to go for an RFP, the consultant will be hired, the contractor will be signed, and they'll start the end of this year – or I should say the plan is for the summer. I think the plan is for the summer. By the time they come out with something, it's going to be the beginning of 2016.

I don't think from talking to Public Works that there will be any construction on that bridge until 2017. There are logistic problems with that bridge. How are people getting into the courtyard during construction? What are they going to do? That's part of the plan. Public Works is aware of what. You can't just close the bridge because, first of all, you can't exclude public safety vehicles from getting into the courtyard. So how do you do the bridge?

Part of the plan, first, is to assess the bridge. What is wrong with it?

The second part of the plan is, how are we going to tackle this, maintaining the courtyard, maintaining it open to the public, satisfying the public safety concerns, the fire concerns and all of that?

I certainly don't have those answers. That's part of the plan, and that's part of the planning money, and that's part of the $100,000 that's already appropriated. I don't see that going forward with construction money or the need for construction money in 2016, from my discussions with Public Works.

DR. GITTELMAN:
So that's a case where the planning money is in place, but the sense of urgency has to be in place. I know that what you just said ought to be in front of them as a reminder. It's not part of the budget, but where we're essentially saying, "Look, if this bridge goes, forget somebody getting hurt, how are we going to have emergency services here?"

We need to do this quickly, because you don't want to be doing this after the fact. What are you going to do? Put in a temporary bridge? Well, they have to plan that. We can't not have emergency services going into the courtyard, which implies that you're going to have to shut down the mansion for a number of years while they work on this.

I think you have to say to them, "Look let's not be caught on the back side of this. This is one we have to take up front because we all know the bridge is going."

MR. REINHEIMER:
Right, and we certainly don't want to close the museum for an indefinite number of years while they address construction.

DR. GITTELMAN:
I wouldn't want to be a legislator who voted against the funding when the bridge collapses and the museum has to shut down. It gets down to the certain sense of urgency that resonates, we hope.

MR. GUARNISCHELLI:
If I ever get my hands on the Reo and you drive across the bridge after it's all done and it falls in, that's going to be a problem.

{LAUGHTER}

MR. BEATTIE:
I think Lance has his marching orders in terms of –

MR. REINHEIMER:
Well, I'd like to review what the desire of the Board is, so that I can make changes that you would like.

DR. GITTELMAN:
Kevin, you have a lot of experience with this, and this is your bailiwick

MR. PETERMAN:
Am I getting set up here? No, just kidding. All I was going to say is the day for the meeting to actually approve the capital budget is June 2, but what happens – and they're not on the calendar yet – but there will be some joint meetings at the end of May or the middle of May. That's where you need to be.

There are some things that I want to say that I don't want to say on the record. Let's be realistic. I think we have to be realistic. There is a major budget issue in Nassau and Suffolk County. I happen to think that we need $50 million, but I'm not going to go in there and ask for it. I really do believe that's what we need.

MS. CAMBRIA:
So we have to do it judiciously.

DR. GITTELMAN:
Okay, just to move this along, on anything where planning money is appropriated, where we look at it as a safety issue or it threatens the integrity of the institution, we have to have the planning money at least on the first line.

MR. REINHEIMER:
Okay, so let me translate what you're saying into numbers. So what we're saying is, put $200,000 in our request for stabilization of the seaplane hangar in 2016. That's planning money.

DR. GITTELMAN:
Yes.

MR. REINHEIMER:
You know how these things work. You know, I don't want to go into how I feel about 2017, 18, 19 and 20. So we'll put $200,000 for planning in our request for the seaplane hangar. We will put $75,000 in 2016 for our request of the boathouse for planning and permitting for the DEC.

MS. CAMBRUIA:
$75,000?

MR. REINHEIMER:
$75,000, permitting – I'm not an expert, but when you involve the DEC, it's a long process and expensive.

Also, this is the part that you referred to before, Steve. They started this job for the boathouse. They had a contractor. They had the people that were monitoring and knew about the project. They are all gone.

So now you have to hire somebody to come in to figure out where they are and basically re-learn what needs to be done because ten years have passed. So you're spending money for something that you already had the people educated and knowing what had to be done from a planning and engineering perspective.

Now you have to go out and get somebody else to come in and do it again. That's creating high cost for government. It's short-sidedness in the case of the boathouse.

Facades, I think – this is not planning money, but I think to show that aside from the bridge we have cobblestones and other issues that need to be addressed. The bridge is most important. Once that assessment is done in 2016, I think we should put some funds in 2018 to show that it's an ongoing project for the cobblestones.

MS. CAMBRIA:
So are you going to put anything into 2016?

MR. REINHEIMER:
Well –

MS. CAMBRIA:
This is under restoration and driveways, gutters – do we want to change that?

MR. REINHEIMER:
I honestly feel that construction is not going to start in 2016. I would leave the million where it is because we're asking for other things in 2016. But I think it would be important to put something into 2017 -- 2018 and subsequent years to show that we have ongoing needs for our gutters and roadways. Number?

DR. GITTELMAN:
I still wouldn't put in a request for planning money –

MR. REINHEIMER:
Well, we have $100,000 that's already in there, but that's dedicated already. I shouldn't say dedicated, but right now they're looking for that for the bridge. If there's anything left over, which does happen in planning at times, those funds can be used for future gutters. To ask for additional planning money when we already have $100,000 that has not been touched, encumbered or anything – I mean, we still have $100,000 for planning, I don't think that's the way to go.

MS. CAMBRIA:
But with regard to the bridge, I still don't understand when that work would begin.

MR. BEATTIE:
2017.

MR. REINHEIMER:
Well, ideally, you would like it –

MS. CAMBRIA:
Well, you're requesting it in 2017.

MR. REINHEIMER:
This is our request for the capital program. Once the capital program is adopted this time next year, we're going to be talking about 2017 and revisiting all these projects again. It's an odd procedure that is difficult to understand the logic to the casual observer.

MR. BEATTIE:
But as a safety issue in the 2016 line for driveways and gutters, I would get an estimate for the cobblestones.

MR. REINHEIMER:
There's $100,000 for planning already.

MR. BEATTIE:
No, but I'm saying that construction can start in 2016, if it's that much of an issue and if we're having mud and the mortar is gone.

MR. REINHEIMER:
Part of planning money is planning and the other part is supervision. Doing the cobblestone – doing the bridge requires a lot of planning money because you have to assess it.

You have to develop a plan on how you're going to approach the construction and then you have to have a plan as to what exactly structurally are you going to construct to sure up the bridge.

Cobblestones will not require a lot of planning money because it's basically having somebody come in here and re-pointing the cobblestones. The Clerk of the Works sits on site here. He's going to come in and say, "All right, they're putting cement in there." There's not a lot of planning money for that type of project.

MR. BEATTIE:
That's why I'm not suggesting that that's planning money. I'm saying the actual construction of fixing the cobblestones and the motar work should be in the 2016 request.

MR. REINHEIMER:
Okay.

MR. BEATTIE:
Because it's a safety issue and somebody might break their neck.

MR. PETERMAN:
So how much?

MR. BEATTIE:
That's why I was saying if you could get an estimate from DPW as to what that cost would be. I'm not saying ask for planning money to get the estimate for that. I'm saying let's find out what that construction would be to fix the cobblestones.

MR. REINHEIMER:
You can approach the cobblestones like any project in a number of ways, as to, are you doing the whole property in one shot? Are you going to prioritize it and do sections each year?

DR. GITTELMAN:
The steep slopes, the sides of the steep slopes are starting to go. When people drive up, they drive in the middle. When they walk, they walk on the edges. Those edges are where people can hurt. That's what's washing out.

Re-pointing them is not a big a process as raking them out and putting them back.

MR. REINHEIMER:
For a round number, $100,000 is a good start.

DR. GITTELMAN:
That get's you started.

MR. REINHEIMER:
So we'll do $100,000 for the driveways, restorations and gutters in 2016. That's construction, and that's for the cobblestones. We talked about the boathouse, the planning money for that.

Facades, we didn't talk about putting funds in for facades. We can talk about either putting it – I don't think they'll blow through – the ways things are going, I'm not sure if they're doing it on an annual contract basis or prioritizing piece by piece.

The good side of that is we do make progress. We're doing the area around the curator's office above the Stoll Wing. That's being done. We did the roof over the guides and greeters break room in the nursery. We're talking about doing the Duke and Duchess of Windsor's bedroom area and the connection with the roof and the side wall.

To continue with facades, I think –

DR. GITTELMAN:
How long ago did we put the netting up to save the tower?

MR. REINHEIMER:
I can't remember that far back.

DR. GITTELMAN:
So, obviously, the tower was threatened some time ago. It's not in better shape now. It's probably in worse shape. And after this winter's ice and snow, it's even worse.

I will throw out a number. Make believe we need $50 million to do this place. $1.1 million is two percent of the need. At that rate, there won't be a place.

MR. REINHEIMER:
So why don't we put in 2017 $1.1 million for facades.

DR. GITTELMAN:
Okay. I know that it's – we're asking for a lot and maybe $1.1 million is all we'll get, but we have $485,000 this year in 2015.

MR. PETERMAN:
Wait, wait, we just added $375,000. I was keeping tabs.

DR. GITTELMAN:
Okay. We have less than a million in 2015.

MR. REINHEIMER:
And we had even less last year.

DR. GITTELMAN:
So we've been on austerity budget, and the place has continued to decay. Now whatever we needed three years ago we probably need more. When we're talking about needing $50 million, look, it's the responsibility of the County to either choose to sustain it or not. They chose it when Willie K offered it to them. Now I think they have an obligation to look at its costs seriously. One million dollars a year is not going to do it, and we didn't even have that.

MR. BEATTIE:
And a lot of the issues are really caused by years and years of deferred maintenance to begin with.

MR. REINHEIMER:
So we can do $1.7 million in 2017.

MS. CAMBRIA:
For facades?

MR. REINHEIMER:
Yes, and then $1 million in 2018. It continues; it's a big project.

DR. GITTELMAN:
Now, you also talk about them having $2 million and doing $200,000 here and $200,000 there. When they are spending money – and I appreciate that. You see progress, because they're doing a small piece here and a small piece there. I get it, but the tower is not a small project.

MR. REINHEIMER:
No, that's a huge project.

DR. GITTELMAN:
You can't do it that way. We can't walk around – Kevin has the hardest job in the place making the most difficult report. We can't keep saying to Kevin, "Tough, it's too bad."

MR. PETERMAN:
It's not that hard.

{LAUGHTER}

DR. GITTELMAN:
I mean, we have collections here. The collections are the buildings and grounds. We must defend them.

MS. CAMBRIA:
Do you think there's any point in breaking out the tower?

MR. REINHEIMER:
No, you want to –

MR. BEATTIE:
I hope you meant out of the budget.

{LAUGHTER}

MS. CAMBRIA:
No, I mean because then they see something very specific to making that its own –

MR. REINHEIMER:
That's a double-edged sword. When you make a project specifically for one function, the money is specifically for that one function. If the tower money is used for the tower and then you want to do something 10 feet away from the tower, you can't.

That's why over the years the museum has gone to more generalized categories, like waterproofing, because that way we can do the marine museum. We can do the carriage house. We can do the mansion. We can do the planetarium roof. It allows us the flexibility to do what needs to be done when that arises. Where if you have a specific project, you're locked into that project.

MS. CAMBRIA:
I was just speaking about this by trying to figure this out from the point of view of a Legislator. If you have these broad areas and you can say to yourself, "That's for the tower, and the next time I go I'm going to –" it's just a thought.

DR. GITTELMAN:
Betsy, that may be so and it may be –

MS. CAMBRIA:
Do you know what I'm saying?

DR. GITTELMAN:
I know exactly what you're saying. It may be that some Legislators will think that way. However, starting a new project has its own lead time. If you start to say, we're going to have a tower project here, it's not going to hit this sheet of paper for a while.

MS. CAMBRIA:
I think it's worth referring to, though.

MR. REINHEIMER:
Absolutely, in our request and when they say, "Well, what is this money for," that's when you tell them, "This is our plan."

MR. BEATTIE:
You can see it in the notes here.

MR. REINHEIMER:
These numbers didn't just come from thin air. We have a plan of what we need to address. One of them is the tower, among other things when it comes to water intrusion and facades.

MR. BEATTIE:
And for that matter, I think if we're looking at it for 2016 as being the need and not the want, based on that, I would say take out that $330,000 for the Under the Stars Café, and we'll work as a Board to get that done ourselves. At least we're using 2016 as a need. We're not expanding.

MS. CAMBRIA:
Okay.

MR. REINHEIMER:
All right –

DR. GITTELMAN:
But it's got a number, and it's been in the system already, hasn't it?

MR. REINHEIMER:
No. Do you mean the café?

DR. GITTELMAN:
Yes.

MR. REINHEIMER:
No, the only discussion on the café is the use of the endowment for the café. That was $80,000, which they feel is low. It has not been in the capital program.

DR. GITTELMAN:
Never been filed before?

MR. REINHEIMER:
In the capital program? Not that I'm aware of.

With that being said, I think it's important to talk about protecting the museum and the revenue stream, too, which is important for our survival. We need to maintain and restore that dome.

MR. BEATTIE:
Without a doubt.

MR. REINHEIMER:
That's in 2016, $150,000 for reconditioning the dome.

MS. CAMBRIA:
So you're going to take the $330,000 down to $150,000?

MR. REINHEIMER:
Probably $175,000 because I'm not sure $25,000 for planning -- if they need planning.

MS. CAMBRIA:
The café?

MR. REINHEIMER:
No, for the reconditioning of the dome, but there's no planning money in the planetarium project right now. If we need planning and we have no planning –

DR. GITTELMAN:
That will delay it.

MR. REINHEIMER:
Yes, that will delay it. We can probably bring that down to – the planning, again, it's like the cobblestones. It's not that they need a construction plan. They may need someone to come in, assess the dome and say what you can and can't do. My understanding is, and Steve might remember if that's been painted before, but that dome is perforated aluminum so you can only paint that so many times before the little holes are covered up, unless I guess we go through it with a little pin hole thing.

There may be a need for planning money. My recollection is there was nothing previously appropriated for planning in the planetarium that's still out there.

MR. BEATTIE:
What about septic –

MR. REINHEIMER:
Well, we talked about septic over the years. It's a 40-year old system.

MR. BEATTIE:
I thought there were problems with this particular –

MR. REINHEIMER:
Well, part of my job is to check the levels of the septic systems. Pete and I usually do it together because it's a job you don't want to do by yourself because you like to share things like that.

{LAUGHTER}

So we do that on a regular basis. We do have the mansion and the planetarium pumped out twice a year. As soon as the snow melts, I said to Pete that we have to go and check that. I can't wait for the snow to melt.

MR. BEATTIE:
Well, it is your duty.

{LAUGHTER}

MR. GLASCOCK:
One thing I would say is, for example, improvements to the Vanderbilt Planetarium; you changed it to $175,000. You're changing it for a very specific reason. There is a reason why it's $175,000 and not $165,000, for example.

If you put footnotes and add a narrative, you can give some insight as to what your thought process was.

MR. REINHEIMER:
That's in the request and ultimately that's part of the request.

MR. GLASCOCK:
And you can also expand on the current need and how that fits into the future needs.

MR. REINHEIMER:
Yes, that's all part of the request. These are numbers – I didn't have time to give you a written story, but part of the request includes on a year-by-year basis what your plan is for the money and those questions, whether they're written down or not. Those are questions

that they ask. You have to have answers for what you're going to use the funds for. That is part of the process. I gave you a verbal narrative of basically what is behind these numbers and that's part of the written request.

MR. GLASCOCK:
I think that the information that you're disclosing in your comments tonight is very important.

MR. REINHEIMER:
Yes, absolutely. To look at this without the comments doesn't make sense.

MR. BEATTIE:
Did we beat this dead horse enough?

MS. CAMBRIA:
Yes.

MR. BEATTIE:
I think it was a great discussion.

MR. REINHEIMER:
Absolutely.

MR. BEATTIE:
Are you finished with your Executive Director's Report or is there more?

MR. REINHEIMER:
No, I'd like to go on a little bit more. There are just a couple things.

MR. PETERMAN:
Do we need to vote on this at all? Did you need Board approval?

MR. BEATTIE:
I think we said no.

DR. GITTELMAN:
We don't have anything firm to vote on.

MR. PETERMAN:
Okay, but you were giving us – when we started, I thought you were asking for Board's input.

MR. REINHEIMER:
I was asking for –

MR. PETERMAN:
You gave something to the Legislature, and you're briefing the Board. We had a discussion –

MR. REINHEIMER:
Right, and you made changes, so I think that's implicit that – I don't know if you need to have a vote.

MR. BEATTIE:
I don't think so. I think it's public record that we've asked you to make these modifications. There's nothing to vote on.

MR. GLASCOCK:
To the extent if you need some authorization, we could ratified it subsequently.

DR. GITTELMAN:
But the process is backwards. It is. Let's be fair.

MR. REINHEIMER:
It is. The request comes out in January, and they want something by the second week of February. Not only that, but the logistics – in order to request this – the County requires this to be put into their computer system. I have to go to the Executive's Office, sit there and put this into their computer system in order to submit it to Public Works.

This is not something I can do in my office. It's not something that I can do as I have time. I have to go coordinate this with the County Executive's Office. It's absolutely backwards. We should be talking about this in December to crystallize what it is we want to do in January so that when that request comes out and it has to be put in – absolutely.

MS. CAMBRIA:
Should we do that next year?

MR. REINHEIMER:
Absolutely.

MR. PETERMAN:
Just to continue to beat the dead horse, let's remember that the Budget Review Office of the Legislature will have quite the document making recommendations on what the Legislature should do.

MR. REINHEIMER:
Yes, and the museum usually meets with Budget Review and educates them to our needs. I'm not sure who is doing the review in Budget Review. They have changed some of the analysts, so I'm not sure.

I'll make those changes as directed.

There are just a couple more things that I want to talk about regarding capital. The work on Normandy Manor, the plumbing and electric has started. They started it. That's progressing, and it's really just started the past couple days. That was the plumbing. The electric should be starting soon.

The Valentine's Dinner was held on February 14.

MS. OLDRIN MONES:
Can I take this time to compliment you for putting together and running yet another great event? Herb and I had a wonderful time. Everyone that I saw or spoke to felt like they were in a special place for that special day. It was lovely.

MR. REINHEIMER:
Steve was also there.

DR. GITTELMAN:
I agree with Gretchen. It was very nice. I encourage Trustees to take part in some of these events. They are really charming. It's a nice way to spend the time; it really is.

MR. REINHEIMER:
The weather was an issue, whether to have it or not to have it. The decision had to be made by noon of Saturday. I was sweating it out. We did have some cancellations. I think it's the right thing to do, when people cancel because of the weather, to hold them to a $200 reservation is not good will.

Unfortunately, we had I think 20 people cancel due to the weather. I spoke to a couple of them on the phone during the day and they really wanted to come. They wanted to make the effort to come. A couple of

times I spoke to the same person. They just felt uncomfortable coming here. We are refunding money to around 20 individuals. We had 104 registered. I thought given the weather and the forecast of the weather that we really did well.

I was talking to an older couple from Coram, and they said, “We had a hard time getting out of our neighborhood. There was about four or five inches on the road, and we’re coming all the way from Coram.”

They were at the Holiday Dinner with their aunt. Their aunt was older, and the aunt was going down to Florida the next day. The woman said that she was so excited about this event, the Holiday Dinner. She was very nervous about flying. The whole time she was on the plane, she just talked about how wonderful the Vanderbilt was. Then she got to Florida, and she had to tell everybody there how wonderful the Vanderbilt was.

I made the effort to try to talk to everybody there for both seatings. Some people have never been to the museum. Others have been to the museum over the years. Others haven’t been here since they were children.

The people that haven’t been here I give them a history. They’re just in awe of the Vanderbilt history and what this estate represents. Then with the setting and the food, it’s just a wonderful night. We get a lot of repeat people. It’s a fun night to really talk to the people that come because they just love this place. More and more people are leaving with bigger smiles as they leave the estate.

The capital program is important to preserve history and to continue to have positive experiences here.

The other event that we had was the Liverpool Shuffle. We had two performances. The first performance was I think at 7:30 and sold out. The second one was at 10:00. That was a little late. We really didn’t get a lot of people for that second audience, but we did gross approximately $4,500. It was a good event. They’re coming back April 11.

I spoke to Liverpool Shuffle, and we’re changing the times in April. I find this with the Holiday Dinner and the Valentine’s Dinner that the early seating, people want to go out early. We’re going to do 6:30 and 9:00 for April 11.

Connected to that event, everyone that attended this event, this was on January 24, received a complimentary ticket for a planetarium show and tour, a $17 value. People were just so excited to get that on top of seeing the show.

I've gone to a lot of Beatle tribute band performances, and I was just blown away by this performance. Aside from the four "Beatles," they had a keyboard operator so they were able to play from "Magical Mystery Tour" and "Sergeant Pepper's." You could close your eyes and think you were hearing the real deal.

Dave Bush worked with the group to develop the montage that played in conjunction with the music. It was awesome. It took their music and just made it grander. He had clips from the Ed Sullivan Show. They timed the clips with the music, so that when the Beatles were singing on Ed Sullivan, they were singing in the planetarium. It was just a great show.

I know one individual who came with 11 people is planning to bring more people to the April 11 show. I think April 11 we're going to sell out both shows. It's just a wonderful evening. It worked beautifully in the planetarium, full dome. Some of the graphics were full dome. People loved it.

Connected to that, also, we revisited the ticket pricing. We're reducing the tickets from $30 to $25. For members it's $20. Then we added $15 for children, especially with the earlier times. The band just wants an audience. They want people to come. I think it's important to keep the prices at a point where we can encourage more people to come. I'm looking forward to April 11.

I think that concludes my report.

MR. BEATTIE:
Okay.

MR. REINHEIMER:
Any questions or comments?

MR. BEATTIE:
Okay, thank you, Lance. I'll make the President's Report short. One thing that we do need a vote on is to renew the contract for the auditors, ABZ. I think they have done a fabulous job since we brought them on board. I recommend that we do that. Can I get a motion?

MS. CAMBRIA:
Motion.

MS. OLDRIN MONES:
Second.

MR. BEATTIE:
Without objection? **(Vote: 9/0/0/6 Absent: Mr. Dujmic, Mr. Mule, Mr. Armstrong & Ms. Gegwich. Two vacancies.)**

I have one small thing in terms of Board development. I've been reading this book, and I know all you guys are serious Board Members. I would highly recommend reading this book. It's called "Mission Based Management," by Peter Brinckerhoff. It's absolutely very, very well written for all not-for-profits. If you get a chance, I would recommend that.

I have handed out the latest proposed Org Chart. I think I included one in the November meeting. This one has been updated. There we a few errors in the last one, so we corrected them. There are a couple of other positions that we added on.

This is a work in progress. This is something that I think is going to feed into the strategic planning.

Just to reiterate the reason why we're doing something like this is as we're improving, as we're ramping up and coming out of the doldrums of the past seven or eight years, we want to make sure that there are the appropriate levels of management in the organization so that we don't get into chaos as we do ramp up.

We did advertise for the Deputy Executive Director position. We are evaluating the responses so far. There is going to be a lot of work to do on that. I can tell you that much. I think the next position after that we're going to want to see added on is Director of Development so that we can pump some money into – it's basically a Director of Sales for us.

Those are the two positions that I think we need to concentrate on this year. I want to update you on the status of this, but it is a work in progress.

Other than that, I do have for the Under the Stars Café a request in to meet with the Presiding Officer to talk to him about the numbers that

we discussed at the last meeting. I haven't been able to get in there yet, but they actually just called me today to give me some suggested dates, so I'll meet with them on that.

That's it for the President's Report. Does anybody have questions for me? Do we have any old business to discuss? Does anybody have any new business to discuss?

Is there a motion to adjourn?

MR. PETERMAN:
Motion.

MR. DEMASI:
Second.

MR. BEATTIE:
Without objection? Thanks for your time for coming out tonight. **(Vote: 9/0/0/6 Absent: Mr. Dujmic, Mr. Mule, Mr. Armstrong & Ms. Gegwich. Two vacancies.)**

(Mr. Ron Beattie adjourned the meeting at 9:00 p.m.)

RB:ap
Attachments

Suffolk County Vanderbilt Museum

February 2015 Meeting Agenda

February 18, 2015 / 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**
- D. **Planning / Strategic Plan**
- E. **Community Relations Committee**
- F. **Operations**
  1. **Buildings and Grounds**
  2. **Technology**
  3. **Human Resources**

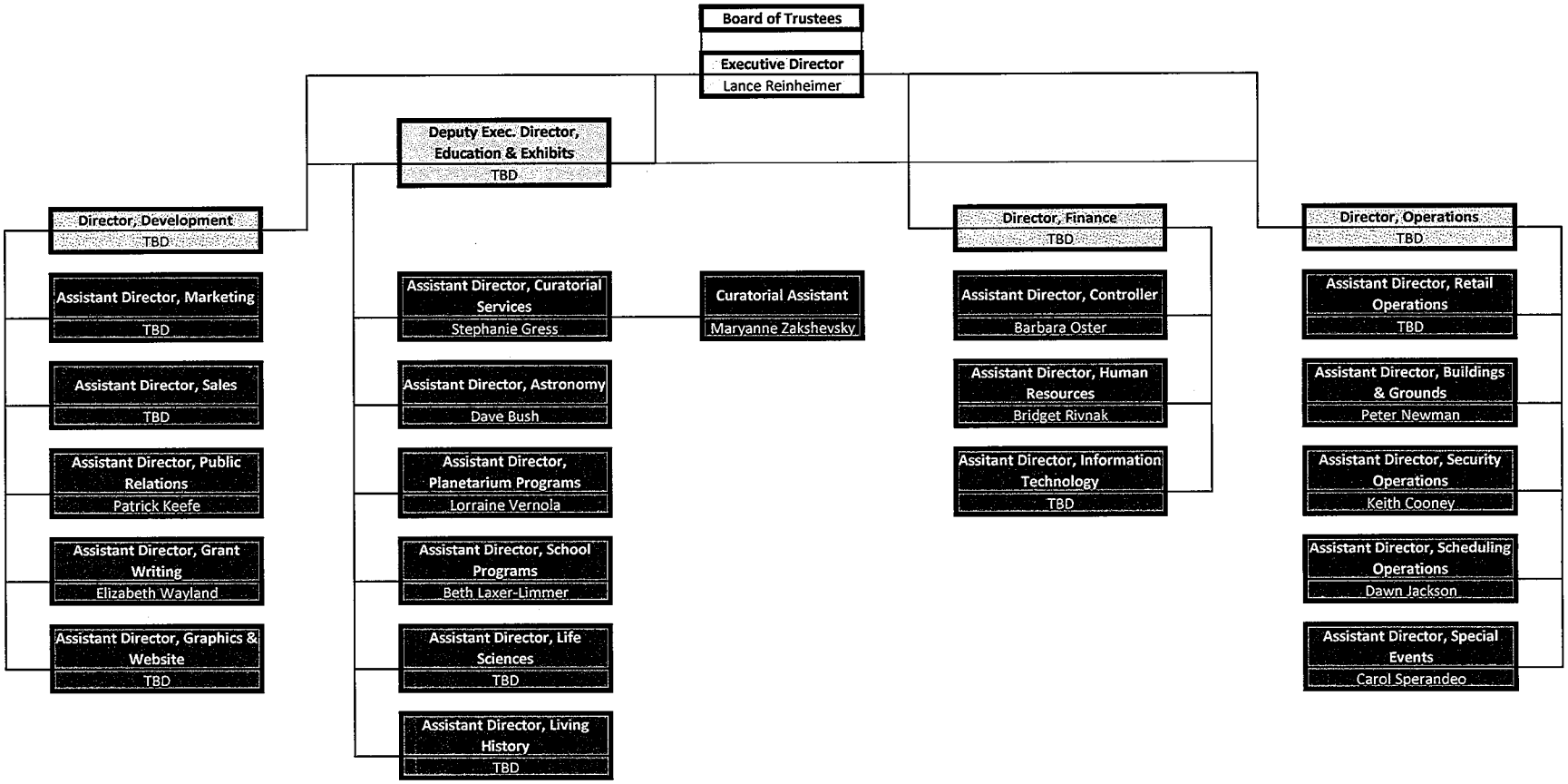
V. **Executive Director Report**

VI. **President's Report**

VII. **Old Business**

VIII. **New Business**

IX. **Adjournment**


Board of Trustees
Executive Director
Lance Reinheimer
Deputy Exec. Director, Education & Exhibits
TBD
Director, Development
TBD
Assistant Director, Marketing
TBD
Assistant Director, Sales
TBD
Assistant Director, Public Relations
Patrick Keefe
Assistant Director, Grant Writing
Elizabeth Wayland
Assistant Director, Graphics & Website
TBD
Assistant Director, Curatorial Services
Stephanie Gress
Curatorial Assistant
Maryanne Zakshevsky
Assistant Director, Astronomy
Dave Bush
Assistant Director, Planetarium Programs
Lorraine Vernola
Assistant Director, School Programs
Beth Laxer-Limmer
Assistant Director, Life Sciences
TBD
Assistant Director, Living History
TBD
Director, Finance
TBD
Assistant Director, Controller
Barbara Oster
Assistant Director, Human Resources
Bridget Rivnak
Assitant Director, Information Technology
TBD
Director, Operations
TBD
Assistant Director, Retail Operations
TBD
Assistant Director, Buildings & Grounds
Peter Newman
Assistant Director, Security Operations
Keith Cooney
Assistant Director, Scheduling Operations
Dawn Jackson
Assistant Director, Special Events
Carol Sperandeo

DRAFT / 2·18·15

2014 Attendance per ALTRU data base

Class	Event	Sum of SOLD1	# Visitors	Education	Planetarium
sp	2014 Bunny Breakfast	91	91	0	0
sp	2014 Clambake	163	163	0	0
sp	2014 Holiday Dinner	101	101	0	0
sp	2014 Mid-Summer Night Dances	567	567	0	0
sp	2014 Valentine Dinner	98	98	0	0
sp	Alex Torres	285	285	0	0
p	Alternative Rock	412	412	0	412
e	Animal Expedition	404	404	404	0
e	Animal Homes and Habitats	641	641	641	0
e	Beneath the Waves	82	82	82	0
e	Beneath the Waves with Watercolor Illustration	44	44	44	0
p	Black Holes	1,491	1,491	0	1,491
p	Black Holes (daytime)	8,239	0	0	8,239
e	Butterflies and Moths	1,068	1,068	1,068	0
e	Butterfly Lifecycle Mobile	10	10	10	0
p	Classic Rock	2,213	2,213	0	2,213
p	Dynamic Earth: Exploring Earth's Climate Engine(Group/Education)	43	43	0	43
p	Earth, Moon, and Sun	3,452	3,452	0	3,452
e	Egyptian Mummies: Art, History, Science and Mystery	1,286	1,286	1,286	0
p	Electroacoustic Journey	31	31	0	31
e	Elephant Paper Sculpture	7	7	7	0
e	Estate and Collections Tour	1,033	1,033	1,033	0
e	Exploring the Solar System(Group/Education)	246	246	246	0
e	Fish Print T-Shirt	5	5	5	0
	General Admission (Grounds)	44,021	44,021	0	0
sp	Grateful Fest 3	1,235	1,235	0	0
e	Grounds (Group Education)	31	31	31	0
e	Identify, Classify, Draw!	65	65	65	0
e	Let's Look Up	2,206	2,206	2,206	0
e	Live Star Talk(Group/Education)	15	15	15	0
p	Long Island Skies	2,309	2,309	0	2,309
p	Longest Night: A Winter's Tale	446	446	0	446
	Mansion Tour (45 min)	12,482		0	0
e	Marine Habitats	42	42	42	0
e	Mummy Mask	7	7	7	0
p	Musical Space Journey	2,316	2,316	0	2,316
e	Netherlands to New York	111	111	111	0
p	Observatory	9	9	0	9
e	One World One Sky(Group/Education)	85	85	85	0
p	One World, One Sky (daytime)	6,001		0	6,001
e	Outreach	30	30	30	0

2014 Attendance per ALTRU data base

Class	Event	Sum of SOLD1	# Visitors	Education	Planetarium
e	Penguin Sculpture	6	6	6	0
e	Polar Bear Mask	6	6	6	0
e	Rain Stick	8	8	8	0
e	Recycled Art: Birdhouse	6	6	6	0
p	Rock 'n' Light Show	98	98	0	98
e	Sailor's Valentine	5	5	5	0
e	Science Safari	981	981	981	0
e	Sea Search	351	351	351	0
e	Seashell Windchimes	7	7	7	0
p	Season of Light (daytime)	1,180		0	1,180
e	Season of Light(Group/Education)	300	300	300	0
e	Sharks	81	81	81	0
e	Snake Diorama	5	5	5	0
p	Solar System Odyssey (daytime)	7,698		0	7,698
e-p	Solar System Odyssey(Group/Education)	3,337	3,337	3,337	3,337
sp	Songs in the Key of Earth	48	48	0	0
p	Stars (daytime)	11,438		0	11,438
e	Stars(Group/Education)	843	843	843	0
p	Stellar Discussions	41	41	0	41
e	Storytelling and Owl Craft	3	3	3	0
e-p	Take a Wild Ride Through the Solar System (previously known as Introduction to the Solar System)	7,789	7,789	7,789	7,789
e	The Collections and Grounds as Subject Matter	67	67	67	0
e	The Gold Coast	298	298	298	0
p	The Longest Night: A Winter's Tale	166	166	0	166
p	The Longest Night: A Winter's Tale (daytime)	922		0	922
p	The Sky Tonight	99	99	0	99
e-p	The Sky Tonight(Group/Education)	866	866	866	866
e	The Vital Triangle	1,788	1,788	1,788	0
e	The World of Mr. Vanderbilt	2,477	2,477	2,477	0
p	To Space and Back (daytime)	1,295		0	1,295
e	Traveling Classroom Outreach Program	871	871	871	0
e	Traveling Classroom Outreach Program - GRANT	2,906	2,906	2,906	0
sp	Twilight Tours	606	606	0	0
e	Winter Wonderland Snow Globe	3	3	3	0
sp	Woodstock Revival	718	718	0	0
	TOTAL	**140,736**	**91,481**	**30,422**	**61,891**