

## **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 September 16, 2015.

#### **The following were in attendance:**

Ron Beattie – President  
Gretchen Oldrin Mones - 2<sup>nd</sup> Vice President  
Jack DeMasi - Trustee  
Dr. Steven Gittelman - Trustee  
Betsy Cambria – Treasurer  
Stephen F. Melore – Trustee  
Michael Mule – Trustee  
Thomas Glascock – Trustee  
Lance Reinheimer - Executive Director  
Mark Borstelmann - Staff  
Ann Marie Pastore – Stenographer

#### **Absent:**

Joseph Dujmic – 1<sup>st</sup> Vice President  
Kevin Peterman – Secretary  
Michelle Gegwich - Trustee  
Anthony Guarnischelli – Trustee

**(Mr. Ron Beattie called the meeting to order at 7:15 p.m.)**

**MR. BEATTIE:**

Welcome to the September meeting of the Suffolk County Vanderbilt Museum and Planetarium. We will skip the Pledge of Allegiance right now. We do not have a quorum, but we're going to start the meeting with hopes of getting a quorum. There is no one here to address the Board. We can't vote on the previous meeting minutes at the moment, so we'll wait until we have a quorum for that.

We'll start with committee reports. Finance and Treasurer's Report, Betsy.

**MS. CAMBRIA:**

You all have the legal size sheet, which I can barely read. I'm referring to the actual figures rather than the budget for August. The actual figures that you see show a nice increase in admissions. Lance will address that in a bit.

We had previously received the Suffolk County funds, so there's a zero in that column, as well as the endowment.

The site use shows a slight decrease but we had already received down payments on that with big amount in June.

Donations and gifts, I'm not sure why that reflects just \$543, except the fact that we probably had received in the prior month a very large amount.

**MR. REINHEIMER:**

We receive donations and gifts as a matter of practice in admissions. Staff sometimes asks people if they want to make a donation. Libraries, which come here for free, those patrons will make donations. Over time, they have been asking more and more people if they'll like to make a donation, especially the libraries because the person is getting in for free, so they're ring it up and say, "You saved \$43. Would you like to make a donation today?" People will give between \$10 and \$20.

**MR. BEATTIE:**

And in March only \$11?

**MR. REINHEIMER:**

Right. They got more – and I don't like to use the word "aggressive" – but more proactive in asking for donations in August.

**MS. CAMBRIA:**

And the previous month, you had lumped in \$100,000 in donations and gifts, but I assumed those are being very large donations.

**MR. REINHEIMER:**

Yes, that \$100,000 reflects the Speer Family Foundation for the Stoll Wing. That's what that \$100,000 is for.

**MS. CAMBRIA:**

That was a one-time only donation.

**MR. REINHEIMER:**

Yes.

**MS. CAMBRIA:**

So that's about the only thing that is out of line in the actuals for July. Under expenses, nothing jumps out. That's the end of the Financial Report.

**MR. BEATTIE:**

Okay, thank you, Betsy. Any questions for Betsy?

Okay, on to Education and Exhibits, Gretchen.

**MS. OLDRIN MONES:**

This report is a little long because it covers news from meetings held in August and in September. The 2015-16 Education Brochure has been mailed and distributed. You have copies in front of you to look at. Your input about changes for the future will be appreciated.

The big news in the Planetarium lobby is the acquisition of the hydra alpha Lunt 80 mm solar scope. This is a tremendous enhancement to our observatory and enables us to open it during the daytime to safely view the sun.

The Reichert Family Grant provided the funding for this significant piece of equipment.

Dave, in the Planetarium, also reports that work on adapting the haunted skies Halloween Program for our full dome video system will

be completed in time for the program to debut September 26 and run through all of October to celebrate Halloween.

A lobby exhibit by Ken Anderson is being updated to include important astronomers such as Carl Sagan.

October 10 the Planetarium is host to Toby Tobias at 6:30 and 8:00 p.m. His show is titled "Journey from Johannesburg." Tickets are \$20. This should be a great presentation. Toby is extremely talented and brings a very positive message to his audiences. Of course, the capabilities of the theater will be used to enhance his performance.

The mansion tour numbers continue to be high. In June 2015 there were 1,236 tours compared to 1,162 in 2014. In July 2015 there were 2,194 tours, as compared to 2,153 in 2014. And, in August 2015, there were 2,342 tours as compared to 2,328 in 2014.

Stephanie attended the opening of *Guilding the Coasts* show at the Long Island Museum of Art, History and Carriages and was able to view the Yellin artwork we loaned for the show. She loaned us this book that she got at that opening. I put a little post-it where contributions we've loaned them -- Yellin iron work -- that we loaned them are photographed. I'll pass that around.

In the Stoll Wing all drawings, permits, etc for electrical work and installation of kiosks are here. The taxidermy has been covered in anticipation of upcoming construction.

As a reminder, the grant request to the Roy M. Speer Foundation was successful and \$100,000 has been received and is now being put into use.

In the Marine Museum work funded by the Gardiner Grant has begun on the second floor. Some of the exterior work performed by the County needs to be done before interior waterproofing and painting can proceed.

Work on replacing the alcohol in the jars and replacing the beeswax is moving along at a steady pace. This involved process is being aided by the interns Laura, Kirsten and Brandon.

Jeff Bassinger, photographer for *Newsday*, is working with Stephanie to document the Gardiner Grant project.

Living History was featured in *Newsday* for the July performance.

A new Belanske exhibit was in the July 30 *Times Herald*. The Belanske exhibit highlights the Vanderbilt collection voyages and Benanske work. It replaced the Yellin exhibit, which is on loan, as we said, to the Long Island Museum of Art and Carriages.

Coverage of Stephanie's book launch and signing at the Members Reception was printed in the June 18 edition of the *Times Herald*. I don't know if you saw that yet, but I'll pass around a copy of that.

Stephanie met with Susan from Barnes and Noble regarding a book signing to benefit Suffolk County Vanderbilt Museum on September 26. If you buy something using the numbered code on this piece of paper, which I will pass around, the Vanderbilt will share in the proceeds. It gives you the date on this. I'll pass that around.

The Traveling Bus will be on the road this Saturday at the East End Music and Arts Festival. It has already been booked for Wyandanch and Glenn Cove Libraries and Hauppauge Middle School.

Beth plans to bring back a Halloween Party activity on Friday evening, October 16. Participants will make something creepy – perhaps a specimen in a jar and do other Halloween themed activities, like a scavenger hunt.

Beth attends Long Island Museum Round Table conferences. The theme of the October 6 meeting at Old Westbury gardens is "The Changing Face of Long Island."

We all benefit by Beth, Stephanie's and other staff members participation in professional development and networking activities.

Finally on July 20, *Newsday* printed a kids review of a birthday party at the Vanderbilt. I don't know if you've read that, but it was on the Kid's Page.

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

"The museum is out of this world," and it's written by five Kids Day Reporters. It reads, "Recently we went to the Suffolk County Vanderbilt Museum in Centerport for a birthday party. As soon as we got there, we ate pizza. Then we went into the museum and saw a lot

of cool stuff. There were shrunken heads from Indians and a mummy in a coffin."

"Later that day, we went to the Planetarium, which is part of the Vanderbilt Museum. We learned about outer space and the sun. We also saw a lot of cool constellations, like Orion and Ursa Major."

"We learned so many fun facts. We hope to visit again soon. The Vanderbilt Museum and Planetarium is such a great place. It even has workshops throughout the year for kids who are truly interested in science and all that goes on in our world and universe."

"There are even dances and bands that come to play on the grounds." Then it gives the address where we are, the phone number and the website.

**(Mr. Thomas Glascock entered the meeting at 7:27 p.m.)**

It covered some of the things that we have here. It's certainly interesting to the kids.

That's the end of the report. Does anyone have questions?

**MR. BEATTIE:**

Very good. Thank you, as always, Gretchen.

We'll move on to Development Committee. We spoke about this a while back. I'm going to start working with our development staff to put these things into place again.

As you know, we wanted to have a marathon here, and our County Executive decided he wanted to have his marathon on the South Shore instead at the same time of year.

We're going to aim to have ours now in April, which is a month and a half before the Long Island Marathon. We might be able to get some takers on that.

That event could raise us from minimum \$20,000 to possibly \$100,000 or more. I'm going to get with the County Executive on that and see if we can get that back on the docket.

In terms of development, the initiative that I wanted to do for us, and we'll start planning that for next year, is that there's a board event once a quarter that we can raise money.

April would be the marathon, and a golf outing hopefully in June. We have the Clam Bake in August. Possibly some sort of holiday gala that we can use as a fundraiser here. I know we have the holiday dinner, but I'd like something that's more of a board event, a more formal event for the board.

Those are the four total events that I'd like the board to do. I'll work with the development staff, as well, but they should be board-run events.

Any questions on development? That's all I really have on that.

Planning/Strategic Plan, I'm sure over the summer there's been – and I know Lance has been busy and hasn't been able to get to do some of the things –

**DR. GITTELMAN:**

We'll do it. Yes, Lance has been busy, but so have I.

**MR. BEATTIE:**

Do you want to call a committee meeting because I think I'm on the committee. I believe, Gretchen, you're on the committee.

**MS. OLDRIN MONES:**

Am I?

**MR. BEATTIE:**

I don't remember when we formed it, but we –

**(Mr. Michael Mule entered the meeting at 7:30 p.m.)**

**DR. GITTELMAN:**

It just wouldn't be – I think Lance and I have to get our act together. Well, I should get my act together and Lance should help me.

{LAUGHTER}

**MR. BEATTIE:**

And who's going to help Lance get his act together?

{LAUGHTER}

**DR. GITTELMAN:**

I think we should do that before we have a committee meeting. Would that be alright with you?

**MR. REINHEIMER:**

Absolutely.

**MR. BEATTIE:**

Great. We now have a quorum. Nice to see you, Mike. Hope you had a great summer.

**MR. MULE:**

I did. How's everyone doing?

**MR. BEATTIE:**

Good. You missed it. Everybody had a story about what they did over the summer.

**DR. GITTELMAN:**

Now you have to write an essay.

{LAUGHTER}

**MR. BEATTIE:**

So let's go back to the – first of all, public address of the board. We still don't have anybody that wants to address the board. Mark, you're the only one from the public who is here. Do you want to address the board?

**MR. BOSTELMANN:**

No thanks.

**MR. BEATTIE:**

Can I have a motion to accept the previous meeting minutes?

**MS. OLDRIN MONES:**

Motion.

**MR. DEMASI:**

Second.

**MR. BEATTIE:**

Without objection? (Vote: 8/0/0/7 Absent: Mr. Dujmic, Ms. Gegwich, Mr. Guarnischelli & Mr. Peterman. Three vacant positions.)

Community Relations Committee, I don't think there's been any movement on that. Did you hear of any reports about the Grateful Dead weekend? I heard things went well.

**MR. MULE:**

I haven't heard any reports. No news is good news.

**MR. BEATTIE:**

Exactly. Operations, Buildings and Grounds. Kevin is not here tonight.

Technology, there's nothing to report.

Human Resources Committee, Tom, I know we took the summer off.

**MR. GLASCOCK:**

Yes, it's been quiet over the summer. I suppose to some degree, like you said, no news is good news because all the times we've met there was an issue that needed somewhat to be immediately addressed.

I have not had anything like that that's come my way, but we really should try to have a meeting in October. I intended to try to schedule something for September, but you know how things go. Suddenly it's July and August and then it's September and you have yet to schedule an HR meeting.

**MR. BEATTIE:**

Well, there are two issues, actually, that we need to bring up. One is we were approached by our HR person today. I think it's a great initiative and a great idea of building in some language to allow people to gift their sick time to other staff members who might need it.

**MR. GLASCOCK:**

Maybe I can get language – that happens all the time at municipalities, Huntington, for example. I can probably get some policy type language to add to that, too.

**MR. BEATTIE:**

Okay. Then the other initiative that we wanted to do with the HR Committee so that we can start to really build a parody here, as we build our staff, is this is the time of year that the HR Committee should start becoming the Compensating Committee to review salaries, along with Lance and what money we should be budgeting for next year.

**MR. GLASCOCK:**

Yes.

**MR. BEATTIE:**

Great. That was the HR Committee.

The Executive Director's Report.

**MR. REINHEIMER:**

Thank you. Picking up on what Ron was saying with board sponsored events, one of the things I was talking about with Elizabeth today is seeing if any board members have any corporations or anybody that we can approach in terms of sponsorships – sponsorship for Alex Torres or sponsorship for the golf outing.

Part of that with the board and sponsoring events is to look to see who can open doors to find sponsorships for us. I just wanted to pick up where you started on that, Ron.

I got some great news today. I got a call from National Grid Foundation, Bob Keller, the President. It's the third year in a row we're getting a \$20,000 grant for the Traveling Classroom.

He was thrilled with the outcome of last year. We served approximately 3,100 school children. We went to Brentwood. We went to Westbury. We went to Wyandanch. We hit some areas where children don't have the same opportunities as other areas on Long Island.

It's a great grant. It gives us the foundation to keep going with the Traveling Classroom. Bob was very happy to call me today and give us that news.

It's been a good summer. It really has. Starting in May we started Groupon. I've reported on Groupon when we first started.

Since we started May 8 through today, we sold 2,890 Groupons, which includes evening Planetarium shows and memberships.

We've turned the faucet off on the membership side because we're getting quite a few memberships. It just started tipping the scale. We have a lot of members, but we kind of throttled back. We're really only doing ten Groupon members per month.

With the New York City's guide of the Groupon and the Long Island side, we're doing ten, so twenty in total.

Out of that 2,890 transactions of Groupons that were sold, which includes membership and Planetarium shows, that totals \$31,366 that is our revenue portion of those Groupons. That has been very successful. It's been a great way to – as these Groupons expired the past couple weeks, people are cramming in to go to the Planetarium shows. We had quite a few the other week.

We're required to honor the dollar value of any Groupon that expired. So if somebody pays \$10 for a Groupon, we would have to give them \$10 worth of service. We're being a little liberal and if we have seats, people showing up with expired Groupons, we're honoring them. I think that's just good policy and goodwill. It's the right thing to do. That's been really successful.

Since Kevin isn't here tonight, I'll go over some of the capital projects and things that are going on here on campus. The Stoll Wing – it's dark now but that's completed, as far as the exterior.

We're working on the stairs, the entrance to the Stoll Wing with the sundial garden and all of that has been finished. It looks really nice. They finished it within the past couple weeks.

From there they're moving on to do work on waterproofing the Marine Museum. They have started that on Monday. "They" meaning County contractors and County Capital Program.

They are starting the museum exterior for the Marine Museum. Once that is done, as Gretchen said, they'll start doing work on the inside of that museum. But first we have to prevent the water from leaking through those walls.

**MR. BEATTIE:**

Does anybody else find that ironic that we have to waterproof the Marine Museum?

{LAUGHTER}

**MR. REINHEIMER:**

Today the reason why we're meeting here in the Lancaster Room is because we had the carpets cleaned in the Planetarium today. Right before I came here, I looked and they looked good. It's hard to believe that the Planetarium has been open for two and a half years since the renovations. We should have had the carpets cleaned sooner, but we had them cleaned today. They look good. We were able to restore them back to their original luster.

We have a new Planetarium show, and I think Gretchen mentioned that before, "Haunted Skies," starting September 26. We have new programming. That will be shown twice during the day on the weekends at two o'clock and four o'clock and then on Saturday nights. That will replace "Black Holes" on Saturday nights. That should get a lot of play.

Just an aside on Capital Programs, we had the County, through their Capital Program, remove raccoons from the boathouse. The raccoons came back in the summer about a week or two ago.

We had the exterminator come today. We're doing that through museums funds because it's kind of a maintenance problem now. They haven't been in there that long, so we're having them removed. As soon as we found out about it, we called the exterminator. They've probably been in there about ten days because we see evidence of things they left behind.

We're also doing preventive maintenance and like carpet cleaning, the pavement -- we had all the asphalt repaved on the property about a year and a half ago. This winter a lot of those areas had some stress cracks.

We have a paver coming in Monday to put tar on those cracks and do preventive maintenance so that the pavement is ready for winter and we won't have it breaking down and freezing over time. We're maintaining the pavement that was done about a year and a half ago.

**MR. BEATTIE:**

Lance, does that also include down to the boathouse?

**MR. REINHEIMER:**

The paving?

**MR. BEATTIE:**

Yes.

**MR. REINHEIMER:**

No, they did not repave down to the boathouse. They paved the area – the circle in front of the boathouse. They are looking at all the asphalt for stress cracks, and they'll tar those areas.

In front of the Education Building or the theater that the Arena Players use, there are a lot of cracks there. In addition to doing the tar, we're going to have them do a sealant. The sealant really is cosmetic. It really doesn't help the longevity of the driveway, but being that that is used for theater, it is used for the Education Program.

We have a lot of cracks down there. I felt it was important to put the sealant on, so that it's more uniformed and it doesn't look like a spider web down there. It's more aesthetics.

We do have the County coming in to work on the Planetarium dome. I think it's been reported in the June meeting, but we did have leaking that started in the Planetarium over the star projector. They have a roofer, and that work should be starting I hope within the week to go up there and check the tiles and to do the work on the dome.

Just to review the summer events, Gretchen mentioned the Members Reception. I'd like to thank Martha Clara for providing the wine and the pouring.

Northport Catering supplied the cheese and vegetable platters. We had music by Glass Bottom Soul. It was really a nice evening. About 100 people showed up for that. It was really good.

Woodstock Revival III, which was what you were talking about where we had no incidents, no problems with traffic or neighbors and everything. It went really well.

Coming up September 27 is the Grateful Dead Fest. We did have about 1,200 for Woodstock, so I expect we'll have 1,200 or more for

Grateful Dead. We kind of restricted the number of tickets sold. We turned people away at Woodstock if they didn't have pre-purchased tickets. This year if we hit that 1,200 with Grateful Dead, we'll have to start turning people back – more for the traffic. We have the agreement with Huntington Town to use the beach for overflow parking.

Alex Torres was another great night. It was our ninth year. Barbara Oster started that program. She's the one that is responsible for having it be the success that it is every year. We had 350 people there. We grossed about 10,500 and probably netted somewhere in the neighborhood of \$4,500 for the evening.

The Clam Bake, we had 150 people there. We netted somewhere between \$5,000 and \$6,000 for the Clam Bake.

Summer Dances, we had eight dates. We grossed \$14,700, and we netted somewhere around \$5,800 for the eight dates for the dances.

The Jaguar Car Show was just held this past weekend. It was a great Sunday. We had over 1,000 people come here. Our general admissions for that day was \$6,100.

Gretchen mentioned Toby Tobias is coming October 10, which is a live show with animation on the dome. Toby has been working with Dave. Dave has done in a lot of work with that. That should be a great night.

The addition for August through ALTRU, I have numbers for the summer. Looking and comparing this summer to last summer from June 27 to September 7, which was Labor Day this year, for General Admissions, we brought in \$80,000. Last year we brought in \$71,000. That's a \$9,000 increase.

Mansion Tours, we took in this year, we grossed, \$18,700. Last year we brought in \$17,400. It's about a \$1,300 increase in mansion tour revenue.

Planetarium day time, this year we brought in \$57,000. Last year it was \$54,000. That's a \$3,000 increase.

The only negative admissions was Planetarium evening. This year we brought in \$12,800 in revenue. Last year we brought in \$20,000. That's about \$7,300 reduction.

The other side is, and I couldn't break it down with the numbers in Groupon, but the Groupon sales were for evening Planetarium shows. So possibly that took away some of our revenue that normal people came in – normally full price and they purchased Groupons.

However, overall we brought in \$30,000 worth of Groupons. We really had a net gain.

Groupons do not show up in our ALTRU system because they purchase that ticket through Groupon. That revenue is not booked through our regular admissions.

In general, excluding the Groupons, we took in \$168,000 during the two summer months, July and August. It's about \$6,000 gain over last year. That's a 3.6 percent increase.

We're holding our own. One of the concerns I had for the Planetarium was that over time we would start to tail off. But we're keeping it fresh. We have new programs. This really dovetails with what Ron wants to do in his vision – or the Board's vision for the laser shows.

The weak spot has always been Planetarium evening shows. I think we need to offer more dynamic shows, a greater assortment of shows and tying it into the café, which will bring that number up. That number has always lagged.

Also for the summer, too, memberships, we brought in \$12,800 in memberships. Last year we did \$10,800. We had a \$2,000 increase in memberships.

Again, we've had a lot of Groupon memberships that don't show in this number. We're probably in the neighborhood of 350 members right now. We've increased our members from the time the Planetarium reopened to now. We've had a lot of positive things going on.

The summer was great. There were a lot of people here. I expect that we'll continue that through the fall.

**MR. BEATTIE:**

Thanks, Lance. Any questions for Lance?

What I'd like to do, just logistically, I was supposed to pick up a color board for the Under the Stars Café that goes along with the drawings,

but what I'd like to do is give you a report on where we're at on that initiative and end the meeting with that.

After that, off the record, I can come up here and talk you guys through, so that Ann Marie doesn't have to take down all the notes when we're reviewing the plans. We're not approving anything. It's just giving you guys an update on it.

I would ask does anybody have any old business that they would like to discuss? Any new business that you'd like to discuss?

I'll start with the President's Report then. Lance did a good job talking about the Clam Bake. I thought it was a lot of fun. It was a success. How much did we raise again on the Clam Bake?

**MR. REINHEIMER:**

Between \$5,000 and \$6,000.

**MR. BEATTIE:**

Good, and that was netting that amount?

**MR. REINHEIMER:**

Yes, that's net.

**MR. BEATTIE:**

Does anybody have any comments on how it went?

**MR. GLASCOCK:**

It was a beautiful event. I had a very nice time.

**MR. BEATTIE:**

The Staff and Volunteer Appreciation Day, we were looking at possibly doing that on October 5. It's the first Monday in October. We like to do it on Mondays during the day so that staff can make it because the museum is closed. We will collect \$20 from each member.

**MS. OLDRIN MONES:**

Was it \$20 or \$25?

**MR. BEATTIE:**

I believe it was \$20.

**MS. CAMBRIA:**

It's always been \$20.

**MR. REINHEIMER:**

Yes, \$20.

**MR. BEATTIE:**

So we need to collect from everybody for that. If you want to make your favorite recipe, please feel free. Last year I didn't get a chance to make my jambalaya, but I promise this year I will. The staff always likes it.

If you guys could make it, we do it at noon on a Monday. I know it may be tough for some people to get there, but I'll certainly be there flipping burgers. If anybody else could join us, it would be much appreciated. Betsy is always there helping out. Gretchen didn't make it last year, though.

**MS. OLDRIN MONES:**

No, but I will be there this year.

**MS. CAMBRIA:**

And we need Herb there, too.

**MR. BEATTIE:**

Yes, we need Herb there, as well.

**MS. OLDRIN MONES:**

He's coming.

**MR. BEATTIE:**

Okay, Under the Stars Café, where we're at on it, we made a lot of progress over the summer. These drawings that I will show you will bear that out.

Unfortunately, the color board that I went to pick up in Centerport today was there. I could see it behind a locked glass door. I took a picture of it, and it doesn't really do it justice, but the gentleman that we engaged to do the design did an unbelievably good job.

Hopefully I will be able to convey all the things that he incorporated into the design. It's a small space, but it's a space that we wanted to be mysterious and draw your eye to as soon as you come in. I think he really achieved that, you will see that.

The other thing we did with that effort is we had three demos of laser light show companies. The technology, as you might imagine, is mind

bogglingly more compact than it used to be and less intrusive. It was tremendous how much each of the companies varied in their approach to things.

We decided that what we need to do is come up with the criteria that we really want to see. We'll do a weighted evaluation on each of those criteria.

For example, one of the things that we're going to take a look at, I think, should be based on a comment that Lance made before, as well, in terms of the Planetarium shows, the diversity of their shows that are available to put on there because we want to keep it fresh all the time.

Again, the concept, especially for the evening Planetarium shows, is you give people a choice to see a Planetarium show. They also have a venue to go get wine, cheese and crackers, hang out and buy a ticket for laser light show.

It will put the fannies in the seats. I think that evening Planetarium number that we'll look at in September of 2016 is hopefully going to be through the roof for that reason.

I don't think we're going to make a tremendous amount of money on the Under the Stars Café. I think we'll probably make a decent amount, but it's also an amenity of bringing people in.

With that, does anybody have any questions on that initiative? I should put out that time line wise, we never know how long it's going to take once we get it to DPW.

We were tremendously impressed by the designer that we brought in, and we engaged two consultants for this, the designer, who is really good at the colors. He knows all the issues and has really tremendous ideas in terms of lighting, etc. that we'll talk about.

But also we engaged an architect that is experienced in working with DPW. He's going to be our expeditor on it. He was tremendously impressed that these guys came out with a full set of working drawings, and all he's got to do is sheppard it through DPW.

Hopefully next month we'll have a report. I'd love to have it open by the end of the year. Whether that's feasible or not, we'll know next month.

With that, if you have no other questions for me, I'll ask for a motion to adjourn.

**MS. CAMBRIA:**

Motion.

**MR. DEMASI:**

Second.

**MR. BEATTIE:**

Without objection, we stand adjourned. You can come up and I'll walk you through the drawings. **(Vote: 8/0/0/7 Absent: Mr. Dujmic, Ms. Gegwich, Mr. Guarnischelli & Mr. Peterman. Three vacant positions.)**

**MS. CAMBRIA:**

I'll also take your \$20 while you're here.

**MR. BEATTIE:**

Thank you, everyone.

**(Mr. Ron Beattie called the meeting to order at 8:00 p.m.)**

**RB:ap**

**Attachments**

# **Suffolk County Vanderbilt Museum**

## **September 2015 Meeting Agenda**

September 16<sup>th</sup>, 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 / Under the Stars Café**
- VII. Old Business**
- VIII. New Business**
- IX. Adjournment**

# SUFFOLK COUNTY VANDERBILT MUSEUM

## Treasurer Report

**July 2015**

	Actual July	Budget July	Variance
<b>Revenue</b>			
Admission	\$ 80,662	\$ 79,000	\$ 1,662
Membership	\$ 10,850	\$ 4,167	\$ 6,683
Museum Store	\$ 12,394	\$ 10,500	\$ 1,894
Special Events	\$ 22,857	\$ 30,000	\$ (7,143)
Suffolk County Funds	\$ -	\$ 73,212	\$ (73,212)
Endowment	0	6,679	\$ (6,679)
Site Use	\$ 21,160	\$ 15,000	\$ 6,160
Donations & Gifts	\$ 543	\$ 2,818	\$ (2,275)
Real Estate Rental	\$ -	5,667	\$ (5,667)
Other General	\$ 282	\$ 42	\$ 240
<b>Total Revenue</b>	<b>\$ 148,748</b>	<b>\$ 227,085</b>	<b>\$ (78,337)</b>
<b>Expenses</b>			
Salaries & Wages	\$ 101,268	\$ 105,000	\$ (3,732)
Benefits	\$ 22,888	\$ 25,000	\$ (2,112)
Maintenance & Equipment	\$ 4,638	\$ 7,375	\$ (2,737)
Insurance	\$ 7,100	\$ 7,083	\$ 17
Professional	\$ 25,343	\$ 19,167	\$ 6,176
Museum Store	\$ 5,775	\$ 2,917	\$ 2,858
Telephone	\$ 1,514	\$ 2,250	\$ (736)
Utilities	\$ 14,392	\$ 19,000	\$ (4,608)
Supplies, Programs, Gala	\$ 13,703	\$ 10,042	\$ 3,661
General Expenses	\$ 371	\$ 2,333	\$ (1,962)
<b>Total Expenses</b>	<b>\$ 196,992</b>	<b>\$ 200,167</b>	<b>\$ (3,175)</b>
<b>Excess / Deficiency</b>	<b>\$ (48,244)</b>	<b>\$ 26,918</b>	<b>\$ (75,162)</b>

**SUFFOLK COUNTY VANDERBILT MUSEUM  
TREASURER REPORT FOR THE YEAR ENDING 2015**

	Actual January	Actual February	Actual March	Actual April	Actual May	Actual June	Actual July	Budget August	Budget September	Budget October	Budget November	Budget December	Project Year End	Business Plan	Dollar Variance
<b>REVENUE</b>															
<b>EARNED INCOME</b>															
Admissions	40,858	42,336	44,598	73,756	61,580	70,223	80,662	84,000	38,000	38,000	38,000	51,000	678,013	664,000	14,013
Membership	3,680	6,310	12,145	8,770	7,871	6,577	10,850	4,167	4,167	4,167	4,167	4,167	77,038	50,000	27,038
Museum Store	4,656	5,478	5,326	7,930	3,398	6,938	12,394	10,500	3,500	4,000	5,000	5,000	74,120	71,000	3,120
Special Events	16,345	779	5,173	3,302	5,430	31,744	22,857	17,000	18,000	5,000	10,000	6,000	141,630	125,000	16,630
Suffolk County Funds	0	0	0	0	329,454	61,010	0	73,212	73,212	73,212	73,212	73,212	756,524	878,544	(122,020)
Endowment	0	0	0	0	0	0	0	6,679	6,679	6,679	6,679	6,683	33,399	80,152	(46,753)
Site Use	7,700	3,308	7,525	20,095	16,932	36,868	21,160	22,000	22,000	8,000	4,000	7,000	176,588	140,000	36,588
Donations & Gifts	22,963	135,863	11	2,065	6,838	100,335	543	81,000	2,818	2,818	2,819	2,819	380,892	112,000	248,892
Real Estate Rental	0	0	0	0	0	0	0	5,667	5,666	5,666	5,666	5,666	28,331	68,000	(39,669)
Other General	239	33	283	744	514	382	282	42	41	41	41	41	2,683	500	2,183
<b>Total Earned Income</b>	<b>96,441</b>	<b>194,107</b>	<b>75,061</b>	<b>116,662</b>	<b>432,017</b>	<b>314,077</b>	<b>148,748</b>	<b>304,267</b>	<b>174,083</b>	<b>147,583</b>	<b>162,584</b>	<b>163,588</b>	<b>2,329,218</b>	<b>2,189,196</b>	<b>140,022</b>
<b>EXPENSES</b>															
Salaries & Wages	89,756	82,884	88,824	95,370	97,254	98,584	101,268	105,000	99,000	100,000	99,000	100,957	1,157,897	1,192,957	(35,060)
Benefits	22,468	24,566	23,132	24,400	22,585	23,941	22,888	25,000	23,000	23,000	23,000	23,561	281,541	277,961	3,580
Maintenance & Equip.	5,936	4,551	4,637	1,703	7,397	1,922	4,638	7,375	7,375	7,375	7,375	7,375	67,659	88,500	(20,841)
Insurance	7,014	7,100	7,100	7,100	7,100	7,100	7,100	7,083	7,083	7,083	7,083	7,087	85,033	85,000	33
Professional	13,010	31,076	19,444	11,395	18,525	27,870	25,343	19,167	19,166	19,166	19,166	19,166	242,494	230,000	12,494
Museum Store	4,618	1,115	3,711	2,180	633	5,373	5,775	2,917	2,917	2,917	2,917	2,917	37,990	35,000	2,990
Telephone Communic.	843	1,574	1,937	1,909	1,906	2,214	1,514	2,250	2,250	2,250	2,250	2,250	23,147	27,000	(3,853)
Utilities	19,110	23,049	16,780	14,156	8,901	12,719	14,392	19,000	19,000	10,000	10,000	11,000	178,107	190,000	(11,893)
Supplies, Pigrm., Ball	6,947	9,851	4,405	2,282	9,236	6,020	13,703	10,042	10,041	10,041	10,041	10,041	102,650	120,500	(17,850)
General Expenses	3,713	6,262	2,106	17,451	7,032	8,002	371	2,333	2,334	2,334	2,334	2,334	56,606	28,000	28,606
<b>Total Expenses</b>	<b>173,415</b>	<b>192,028</b>	<b>172,076</b>	<b>177,946</b>	<b>180,569</b>	<b>193,745</b>	<b>196,992</b>	<b>200,167</b>	<b>192,166</b>	<b>184,166</b>	<b>183,166</b>	<b>186,688</b>	<b>2,233,124</b>	<b>2,274,918</b>	<b>(41,794)</b>
<b>Excess / Deficiency of Revenue</b>	<b>(76,974)</b>	<b>2,079</b>	<b>(97,015)</b>	<b>(61,284)</b>	<b>251,448</b>	<b>120,332</b>	<b>(48,244)</b>	<b>104,100</b>	<b>(18,083)</b>	<b>(36,583)</b>	<b>(20,582)</b>	<b>(23,100)</b>	<b>96,094</b>	<b>(85,722)</b>	<b>181,816</b>