

Suffolk County Vanderbilt Museum

Board of Trustees

Minutes

A regular meeting of the Suffolk County Vanderbilt Museum Board of Trustees was held on April 20, 2016 in the Planetarium Lobby, Centerport, New York.

The following were in attendance:

Ron Beattie – President
Gretchen Oldrin Mones – 1st Vice President
Jack DeMasi – 2nd Vice President
Betsy Cambria – Treasurer
Kevin Peterman – Secretary
Thomas Glascock – Trustee
Michelle Gegwich – Trustee
Stephen Melore – Trustee
Michael Mule – Trustee
Lance Reinheimer – Executive Director
Ann Marie Pastore - Stenographer

Absent:

Anthony Guarnischelli – Trustee

Excuse Absence:

Dr. Steven Gittelman – Trustee

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

MR. BEATTIE:

Welcome to the April meeting of the Suffolk County Vanderbilt Museum and Planetarium. We're going to start out with the Pledge of Allegiance.

{SALUTE TO THE FLAG}

MR. BEATTIE:

Thank you, everybody, for joining us. We don't yet have a quorum, but we're going to get the meeting started. I see there is nobody to address the Board. We don't have a quorum so we won't vote on the previous meeting minutes right now.

We'll get right to committee reports, Finance and Treasurer's Report.

MS. CAMBRIA:

Okay, I direct your attention to the very long sheet. I'll refer you to the "Actual" money items for the month of February. If you look at "Admissions," that's a very large increase over January. It's significant. I asked Lance what made that so much larger, and he said it's mostly the tremendous number of people that came during the February break.

That also is attributed to the slight spike in membership, as well. They come and they take memberships.

The "Special Events" is down slightly, but that's simply reflects the fact that deposits had not happened during the month of February. They will most certainly turn as we get into the warmer months. Oh, I'm sorry. I was referring to "Site Use."

"Special Events," that's down because there were no special events to speak of in February.

The "Site Use" goes up and down because of the bookings that go up and down, but as I said previously, they will be increased as we get closer to the wedding season.

There's a nice uptick under "Donations and Gifts," especially from the Bank of America, which Lance will address when he gives his report.

Under "Expenses" I asked about the increase in professional expenses, and that's usually attributable to people from the outside, non-salary people that have to be hired, such as heating and air conditioning people. We had incurred those expenses during February.

That's the only money items that jump out of me.

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

MR. BEATTIE:

Any questions for Betsy? Thank you, Betsy. We'll move right on to Education and Exhibits.

Before we go to that report, though, let's just go back to the meeting minutes because we have a quorum right now, and Tom has to leave a little early. 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 Not Present: Mr. Mule. Absent: Dr. Gittelman & Mr. Guarnischelli. Four vacancies.)**

MS. OLDRIN MONES:

Mansion Tour numbers continue to be phenomenal. This March there were 940 tours as compared to March of 2015, when there were 613 tours.

Staff is gearing up for the second Spring Break Program, which will be offered at the end of this month.

The Traveling Classroom has been booking aggressively and will come in way over the target number of 3,600 students. It is now fully staffed with two drivers and three educators.

The Preservation Society of Newport County requested permission to show a short clip of *Over the Seven Seas* at their new exhibit called *Splendor at Sea: The Golden Age of Steam Yachting in America*, which will display May through December.

Stephanie was invited to speak a second time at the Lunch and Learn Series hosted by the Huntington Historical Society on March 9. As we know, Stephanie is an excellent and expert presenter so it's no surprise that the lecture sold out.

For the fifth year, Stephanie served as a judge in the *Young Illustrators Challenge*. This contest is open to all school children and is held at Harbor Country Day School in Saint James. I have a brochure from that contest that I will pass around. There is a reference to Stephanie on the back of the cover.

The brochure gives an idea of how popular and inspirational this contest is. The judges are described as some of Long Island's best artists, curators and art directors. In Stephanie's case, we can add author to her art history and curator credentials.

Floors in the nursery wing were refinished. Paintings and furnishings were removed, cleaned and rearranged. The whole area looks refreshed.

In the Marine Museum the Gardiner Grant Work continues on the second floor. Over 700 specimens have been restored and relabeled so far.

Stephanie is in contact with Rebecca Cooney of Newsday regarding a feature on the Gardiner Grant project.

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

Consuelo Vanderbilt Costin continues to connect to her heritage as the great, great granddaughter of Willie K. She has designed a line of jewelry for the Home Shopping Network that she says is inspired by dazzlers worn by her Vanderbilt ancestors. If you didn't see it in Newsday, I'll pass around a photo of one of the things that she is selling that's based on a Vanderbilt design.

Living History has suffered another great loss. Mary McKell, senior greet staff, retired at the end of March. Mary portrayed the Irish cook, Delia O'Rourke, in our summer Living History Program for the last 15 years.

Lance, Stephanie and the staff put together a lovely party given in her honor at Normandy Manor. It was a nice opportunity to say goodbye to someone who has become the face of the Living History Program.

With Mary's retirement and the loss of Carmen Collins, who passed away earlier this year, the Living History Program, visitors to the museum and the Vanderbilt family of staff have suffered an insurmountable loss.

These two grand ladies showed their love of Vanderbilt history and their delight in entertaining and informing visitors every day that they performed at the Vanderbilt. They are really irreplaceable.

That is the end of the report. Does anyone have questions?

MR. BEATTIE:

I was going to read this, but maybe you should.

MS. OLRDIN MONES:

This is a thank you note from Mary McKell, and it's to the Board of Trustees. "Dear Ron, Gretchen, Steve, and Board Members, many thanks for the truly wonderful farewell luncheon at Normandy Manor on April 1. Just being in that lovely and historic home brings back many memories of its storied life from busy offices to designer showcase to the icon it is today."

"It symbolizes the hard work and dedication of all of you. How lucky the Vanderbilt is to have your gifts, heartfelt dedication and everything you bring daily."

"Looking to the future, it now looks so great. I am honored by the personal brick, your presence and all the flowers, cards and gifts. I will miss everyone but can practice the fun of Irish cook, Delia, at home now."

"Now is a great time to say farewell. Seeing the Vanderbilt come to life over the past five years, it is the flagship museum of all Long Island, always has been, always will be."

"I wish you all the best and in prayer of our Willie and all sailors, 'fair winds and following seas today and always.' Will visit often. Love, Mary McKell."

That's really nice.

MR. BEATTIE:

Yes, that was very nice. I don't know if anybody can see this, but this is a handwritten letter. You don't see many of these.

MR. MELORE:

I thought it was an artifact from the museum.

{LAUGHTER}

MR. BEATTIE:

I was happy to be able to go to her luncheon. If anybody knows Mary from the tours, she's going to be missed a lot, especially the double whammy of missing her and Carmen in such a short period of time. It was nice, as a lot of people said there, to be able to say goodbye to her which we didn't get a chance to do – and I'm talking about Carmen. But Mary is going to be missed.

Just an aside to the end of the Education and Exhibits Report, and maybe Kevin can help with this, maybe we can have an initiative because when it comes to the tour guides and the people who did the Living History tours that we're losing – we're losing these people now – maybe there's something at the Community College that we can do with their drama department to get some of the kids to come over here. They can put on the make-up for aging and really make a drama thing for them. I think it would be great on their resumes. Obviously, we're a Suffolk County institution and the college

is, as well. Maybe we can bring some young talent here and help the students out.

MR. PETERMAN:

I will do my best.

MR. BEATTIE:

Thank you. Any questions for Gretchen? Thank you, Gretchen.

Planning/Strategic Plan, Dr. Gittelman is not here, so we'll skip that.

Community Relations Committee, has anything happened with the community?

MR. MULE:

Nothing new.

MR. BEATTIE:

That's good news.

Operations, Buildings and Grounds, anything, Kevin?

MR. PETERMAN:

Nothing new; same report as last month.

MR. BEATTIE:

So we still have leaks.

MR. PETERMAN:

And we still have some repairs going on.

MR. BEATTIE:

That's true. We heard some of that here, too.

MR. PETERMAN:

So we have some positive things going on, as well.

MR. BEATTIE:

HR Report, Tom had to leave early. Lance, is there anything on the Technology Report?

MR. REINHEIMER:

I don't think so.

MR. BEATTIE:

Altru or anything like that?

MR. REINHEIMER:

Well, yes, actual we do have something. We're improving the internet connect ability of all the buildings. We have five or six Cablevision accounts because each building is a separate account.

We're going to run new cad five, cad six throughout this building. We're going to wire connect it to the powerhouse and connect it to the guard booth, so that we eliminate two or three Cablevision accounts.

Also what it does is it makes it more reliable. We really – our computerization has evolved. We have, what I would say is an elaborate residential system, which when we have problems, we have more problems than we should. This will eliminate them.

We have retained Flexible to give us IT support on a contractual basis. That means that we're a customer. They will respond to us, and we pay a monthly charge so that we're not charged on per diem basis.

They bought most of the hardware. We're going to get the cable in the next week or two and start running the cables. We'll run the cables. They will come once the cables are in, and do the technical instillation of the hardware. You threw me for a loop on that one.

I wasn't thinking IT, but that's pretty exciting because we've had some issues with systems going down. To find the problems has been an issue at times.

We'll also have Wi-Fi for visitors up in various areas, up around the planetarium and up around the parking lots. They can't do the whole property because of the terrain, but if you include the parking lot and the planetarium, that's where 80 percent of the people are from time to time. That's exciting to have connectivity for the visitors, too.

MR. BEATTIE:

And they have a guest log in?

MR. REINHEIMER:

Yes, we have WiFi here but it's Optimum. So we'll have a Vanderbilt WiFi for visitors.

MR. BEATTIE:

Very good.

Executive Director's Report.

MR. REINHEIMER:

Betsy did mention the Bank of America Museums on Us, that's a grant that we have been getting for many years. It's a \$2,000 grant.

What that allows is it allows Bank of America cardholders to come here the first weekend of each month and get free admission. It's a successful program. It helped us when times were tight. It does bring people here that may not be coming without that benefit. That's what that \$2,000 was for.

The tent is going up for site use. It started yesterday. That will be up and running. Our first wedding is on May 7. That's coming along nicely.

The update on the café, the Health Department, we've had an application with the Health Department. We met with the Health Department, and we have to modify the plans to put in septic systems, a grease trap, and basically three septic systems outside behind the planetarium.

We have to revised the plans, and we also have to cross under a gas line, so there's a challenge there.

Once we get the plans updated, submit them to the Health Department, then we'll be issued the building permit. I look at it as David Swift needed a survey of the meets and bounds of this whole piece of property. The County didn't have it. Stephanie found one in her back drawer from 1928. I guess the world hasn't changed much since 1928, at least not in Centerport.

MR. BEATTIE:

Or at least within our meets and bonds.

MR. REINHEIMER:

Yes, we have meets and bounds, which is good. The Health Department, they basically want documentation to prove that you have 40 acres. Even though we say we do, and they know we do, they need it in the files.

MR. BEATTIE:

I thought it was 44.

MR. REINHEIMER:

Well, it's 43 but that's across the street.

MR. BEATTIE:

Okay.

MR. REINHEIMER:

So it's 40 on this side, and three on the other side. It's three and change.

I gave that to them either last week or the beginning of this week. I said to him, "it's like pushing a project an inch." We're not going backwards, and we haven't hit a wall yet. It's progressing slowly.

However, on the other side, the lasers are coming. The installation is going to be the week of May 2, which is just around the corner. The plan for this is to have a tentative schedule for the weekend of June 3 for rolling out the first laser show.

June 3 is a Friday night. That weekend will also have laser shows – well, we'll have laser shows during the day also, as our regular schedule. So that

weekend will be the kickoff for laser shows on Friday and Saturday nights and during the day.

The plan is to put on ten o'clock in the evening a laser show, and then during the day is to put on another show, a five o'clock show and have two laser shows. We're looking at Laser Magic and Laser Beatles during the day and Pink Floyd, Dark Side of the Moon, at night.

I have a quote from a planetarium in North Carolina. I was really excited until I found out the size of the planetarium. But anyway, it says, "Tonight is our first Floyd Show, Dark Side of the Moon. We originally scheduled a 7 p.m. and 8 p.m. show. They sold out fast. We added 9 p.m. and 10 p.m. Those sold out. We added a 6 p.m. and 11 p.m. 72 hours ago, and those shows sold out. Today the phone is ringing off the hook with dismayed procrastinators. That's 390 coming for Floyd tonight."

This planetarium seats 65 people. It's in North Carolina outside of Charlotte. I think people are excited. I know Ron was a big supporter of getting laser shows back. I think the closer we get, the more excited I am because it just adds another layer of all the visual effects that we have. We have the Star Ball. We have video and lasers. We throw in surround sound, and we have it all. It's exciting.

We're also looking to institute a discount for multiple shows. We talked about this with the Board, too. Once people are here, we want to encourage them to stay here. We're looking to do a dollar discount during the day, that's \$5 down to \$4. At night, a \$2 discount for an adult, that would be \$9 down to \$7. Then seniors and students is \$8 and \$7, so \$2 off of each of those price points, just to make it simple.

Again, it's better to keep people here and have them enjoy more than one show. So we're doing a mix of shows. Starting this summer, we would put that five o'clock show on starting the last week of June, when we go to our summer schedule. I think that will work out nicely.

Memberships, we have 750 members. That's an increase of 31 since I recorded in April. Since January, we have basically a 50 percent renewal

rate. We had 68 memberships lapse, three upgraded and 33 renewed, so 36 people renewed. That is a tremendous renewal rate, which is very exciting.

We added three more libraries this month. Elizabeth sent letters to the few libraries left in Suffolk County that weren't members, aside from Shelter Island and Montauk. We didn't ask those. We have mostly libraries now in Suffolk County, and then we'll start working on getting more libraries in Nassau County.

The total revenue from memberships, libraries and family memberships so far this year is \$38,000. We've got a lot of renewals coming up for the libraries because they all renewed in March – or they're lapsing in March, so renewals are coming in.

Capital program, last month I reported that the Legislature appropriated \$30,000 for trams. I found a tram that is pretty interesting. The trams that we have, the wheels are too small. They're too fragile for the cobblestone.

I'll pass this picture around. This is a company down in North Carolina. It's electric. The closer one to us is in Cape May. I'm going down there in a week to go look at the one in Cape May. They have had it for three years. Actually, they have three vehicles. It's a 14 passenger vehicle.

MR. BEATTIE:

I spent eight weeks and four days in Cape May.

MS. OLDRIN MONES:

Coast Guard?

MR. BEATTIE:

I'll go down with you.

MR. REINHEIMER:

It's a winery.

MR. BEATTIE:

I'll definitely go down with you.

{LAUGHTER}

MR. REINHEIMER:

I want to see it in person before we go any further on it.

MR. BEATTIE:

It's interesting.

MR. REINHEIMER:

But that one, the color picture, is a really nice picture. It shows you the size of it. It's an older one. It looks like the style has changed a little bit. But the one I'm looking at has doors, and it has heat.

That's the other thing that I'm concerned about, and always have been about our trams, is that you have the possibility of people falling off the tram, and they're exposed to the weather.

They came with plastic side curtains, but they just don't work in the long run.

MS. CAMBRIA:

Is that a used one?

MR. REINHEIMER:

It's hard to find any of those. They're made to order. They don't inventory them. They're made individually.

MR. BEATTIE:

But heat, air conditioning and electric, how long would that charge last, especially with our hills?

MR. REINHEIMER:

It lasts – I talked to the winery in New Jersey and they have, like us, they go off-road. The roads they have are dirt pothole roads. It last them all day. I think it goes 40 or 80 miles on that charge. Whatever the number was, we don't even drive that far in a weekend.

MR. BEATTIE:

Right.

MR. REINHEIMER:

They have had one of them for three years. They have not replaced the batteries yet.

MR. BEATTIE:

That's great.

MR. REINHEIMER:

So they have had no problems with them. They have said they're gone back and forth – they have smaller ones, too. They have an eleven, fourteen and maybe an eight passenger, also.

My feeling is for one fourteen passenger tram that's designed for all weather. We have the minivan and we have the eleven passenger old tram from 2001.

Then after the Legislature appropriated these funds, Fairway called me and they had an eight passenger tram. I put myself on the list last year for a tram. They called me and said that there's one now, so I grabbed it because I wasn't sure when this would come in.

We have a nice variety of trams that will be working nicely.

MR. BEATTIE:

Where is the manufacturer?

MR. REINHEIMER:

North Carolina.

MR. MELORE:

South Carolina.

MR. REINHEIMER:

Yes, South Carolina. When you're down in Maryland, you could just go a little bit further and you could drive it up.

MR. BEATTIE:

That's a good point.

MR. PETERMAN:

What? Twenty miles an hour?

{LAUGHTER}

MR. MELORE:

Nineteen.

{LAUGHTER}

MR. BEATTIE:

At forty to eighty mile increments.

MR. REINHEIMER:

That's right. And you have to stop at all the wineries.

{LAUGHTER}

MS. CAMBRIA:

How much --

MR. REINHEIMER:

Good question, Betsy. The cost is somewhere around \$25,000 delivered to Centerport. It has to go out to a bid process. We'll see what the price comes in at.

That's the rack rate. That's a rough rate.

MS. CAMBRIA:

Do you know what would be nice? If someone could have their name on it and pay for it.

MR. BEATTIE:

Very good idea, sponsorship.

MS. CAMBRIA:

Yes.

MR. PETERMAN:

Are you volunteering?

MS. CAMBRIA:

Not for \$25,000.

{LAUGHTER}

MR. REINHEIMER:

Well, we're lucky that the County appropriated the funds, and it's really needed.

MR. BEATTIE:

But it wouldn't hurt to look into, even if it's not the full \$25,000, just to put in advertising for revenue. I would swap it out.

MR. REINHEIMER:

When we got the Traveling Classroom, I wanted to put "Follow me to the Vanderbilt" on the back, but it was too expensive to change the graphics.

MR. DEMASI:

It made too many stops.

{LAUGHTER}

MR. REINHEIMER:

Capital program, in your packet of papers, there's a spread sheet, which will make your eyes glaze over. The short story is that we asked for \$2,185,000 in 2017, and we ended up with \$1 million.

That's a big difference, but in terms of total funds requested, when you look at the out years, we got most of what we asked for.

Going project by project, the seaplane hangar is \$3.2 million in subsequent years, and that's as we requested it. So there were no changes there.

Improvements to Normandy Manor, they rescheduled the \$450,000 from 2017 to 2018. We can live with that, too.

Restoration of driveways and gutters, they gave that as requested.

Improvements to the Vanderbilt Planetarium, we requested \$125,000 in 2017 for septic system improvements, with the additional use – this is a 40 year old system, sooner or later something is going to have to be done. We made it so far. We keep our eyes on it and pump it out two or three times a year, and that's how we're managing that.

It's a wish list to have that, but we can probably go another year or two without it.

The boathouse, \$750,000 is scheduled in 2018. That's as requested.

Waterproofing of roofs, \$200,000 is scheduled in 2018. That's as we requested it.

Restorations of facades, what they did is -- we asked for \$1.1 million in 2017. They cut it in half and scheduled \$550,000 in 2018.

Modifications for compliance with the Americans with Disabilities Act, as request.

Reconstruction of seawall, they included that as requested.

Safety improvements at the Vanderbilt, they included that as requested.

Then our dump truck, they did not include at all. They cut that out. That's one that hurts. I've gotten some questions from Budget Review on that today. They wanted to know if the truck fails, what are we going to do?

MR. BEATTIE:

Close down in a snow storm.

MR. REINHEIMER:

Yes. Not only snow storms, but we use that for hauling mulch, hauling tables, chairs and furniture for site use and picking up rock salt and sand for salting. That truck is essential for the operations of this museum. We also use it for snow plowing, of course.

Then they asked me why we don't contract out. Well, that's fine but when's the contractor going to show up? That's the one that hurts.

We'll lobby the Legislature and see what they can put in for us and try to keep them from taking anything out.

Any questions on the capital program?

MR. PETERMAN:

Just a comment, I know what it takes to get capital money through the Legislature, so I just want to say publicly that that's a great job that you've been able to do what you've done.

MR. REINHEIMER:

The County Executive has been pretty sympathetic to our requests. When you're dealing with the capital program that goes from Amityville to Montauk and includes public safety, roads and everything, the Vanderbilt is one little corner of their property. If we can keep that million dollars in 2017, that's pretty good considering we only have \$360,000 in 2016. It's a step in the right direction.

Events coming up, the Liverpool Shuffle is this Sunday, April 24. We sold 96 tickets so far. So out of 147, we should pretty much have a sellout.

I remind everybody every month that the Clambake is July 23.

MR. BEATTIE:

Can I just interrupt?

MR. REINHEIMER:

Yes.

MR. BEATTIE:

Because we're not going – and this is part of my President's Report, but we're not going to be meeting in May. We need to work out logistically – I guess the June meeting would be okay to get the tickets.

MR. REINHEIMER:

What I'm going to do is I'll have the tickets printed up, and I'll mail them out to you.

MR. BEATTIE:

Okay, good.

MR. REINHEIMER:

I already thought about that. I'd rather get them out to you sooner than later. Good question, Ron.

MS. GEGWICH:

Will we be doing baskets again, the Board?

MR. BEATTIE:

We didn't do them last year, I don't think, did we?

MS. CAMBRIA:

We had minimal. We only had two or three.

MR. BEATTIE:

I know I completely forgot about that. I don't know. We'll talk about the Clambake after.

MR. REINHEIMER:

Okay, I have a couple more things. I included an email from Stephanie that she forwarded to me from the American Architectural Foundation. The gist of the email -- and I gave you the whole email because I think it's important to read it – they're thanking Stephanie for her work through the Save America's Treasures Fund.

Many years ago, Stephanie received I think it was \$125,000 from the federal government to restore the dioramas down in the mansion. That exhibit was

closed for 13 years. In my opinion, that's really the nicest part of the museum. Those dioramas are just spectacular.

What they're saying is that the Vanderbilt Museum was identified as a key project in building support for our effort to have Save America's Treasure Program refunded.

For background, the Save America's Treasures Program is permanently authorized but has been unfunded since 2010. So we're authorized but they're not giving any money.

The American Architectural Foundation has been the national, private nonprofit partner of the National Park Service and the Save America's Treasures Program since 2014. They recently completed an interactive map, that shows summary information for all the Save America's Treasures projects funded through the National Park Service.

I went online today, and I went and found that map. I included it also with the email.

Basically, Stephanie is saying that we should let the Legislature know and let our public officials know that the Vanderbilt Museum is helpful in supporting getting the funding. That was a key project here in New York and on Long Island. When you look at that interactive map -- and I only highlighted the part that I could fit on one page -- you can see there's only a few projects in our immediate area. So the Vanderbilt being one is very special.

Stephanie was instrumental in getting those funds and getting that habitat reopened. She did a tremendous job with that. I wanted you to see the whole email because I think it's a great testament to the work that Stephanie is doing, which of course, reflects on the Vanderbilt Museum.

I have a couple more things. I just got this brochure –

MR. BEATTIE:

By the way, I'm going to volunteer to contact Steve Israel because I know him.

MR. REINHEIMER:

Good.

MR. BEATTIE:

And I'll send him a letter on behalf of the President of the Board.

MR. REINHEIMER:

That's the other thing, and that's why I wanted to give you the whole thing so you have all the information here. Thank you, Ron. I got this brochure today. I'm not happy with quality of the printing. I'm checking into it. The pictures came out very dark. The minute I saw it, I wasn't happy with it. We're going to see about printing – and this was done by a local printer that we've used before. I'm sure things can be corrected, but I wanted to give this out to you.

MS. CAMBRIA:

How many do we have? Hundreds?

MR. REINHEIMER:

Thousands. We do this all summer –

MS. CAMBRIA:

So you're stuck with this. Another printer?

MR. REINHEIMER:

Possibly. I mean, it's not a fatal mistake, but it's not as attractive as we envisioned it to be because we wouldn't have had these pictures if they were that dark in the proof. The reproduction came out very dark on all the pictures, including the front one where there's detail work on the Yellin ironwork. That's missing in the picture.

MS. CAMBRIA:

Woodstock doesn't look very interesting.

MR. REINHEIMER:

No, Woodstock looks like an ink spot.

MS. CAMBRIA:

Right, it does.

MR. REINHEIMER:

Exactly.

MR. BEATTIE:

It did to a lot of people who attended the original one, as well.

{LAUGHTER}

MS. CAMBRIA:

In fact, I didn't even like the choice of pictures.

MR. REINHEIMER:

Well –

MR. DEMASI:

Now, now, Betsy, that's a different issue.

MR. REINHEIMER:

That's a whole other issue.

I'm going to pass this around. By the next meeting, or actually sooner, our annual report, this is just a draft of the annual report. I'll pass that around for your review.

We're going to send that out to all the members. We will have that as promotional material, too.

MR. BEATTIE:

And the Legislature.

MR. PETERMAN:

Is the same printer printing this?

MR. REINHEIMER:

Yes, and that's why I sent the email to them today and said that that was our concern. When Pat and I saw this, our first concern was – and we've used this printer before. As I said, he's local. He's in Nassau County. He was competitive. All things being equal, I like to use local guys. I was really surprised how dark this came out. I know he wants our business. We'll see how that plays out.

That concludes my report. Are there any questions?

MR. BEATTIE:

Any questions for Lance? Very good.

I don't have much in the President's Report, just more on the Under the Stars Café. I forwarded the first draft of an RFP for the food services provider. We're going to finalize that and hopefully have that out to everybody.

We're hoping that we can get this. Lance thinks November is probably realistic, and he's probably right. I'm hoping that we do it a little bit sooner than that.

Lance and I had a conversation that for the June 4 opening –

MR. REINHEIMER:

I meant to mention that in my report. June 5 is Sunday. We are doing a members only Pink Floyd show that Sunday evening. We're going to do one or two shows. We would put it online and send an email out to members asking them to reserve tickets. We're aiming for June 5 for that.

MS. CAMBRIA:

What time?

MR. REINHEIMER:

It's six and seven-thirty, I think it would be. It would be a six o'clock show and a seven thirty show.

MR. BEATTIE:

And we're also hoping, since the Under the Stars Café won't be open by then, to get a food truck here that also has an event license for beer and wine so that we would be able to have the whole weekend of having a party and a major roll-out.

I think we should also consider having a special showing for the Legislature.

MR. REINHEIMER:

Yes, I'm always for that.

MR. BEATTIE:

So we should invite them, get more of them to come. Maybe that would be Friday night at the opening. We will have the food truck and hopefully have more plans up to show what we're planning on doing here.

MR. REINHEIMER:

And you just reminded me, I meant to say this before, Legislator Fleming was here today. She's from the East End. She happened to be in Green Lawn for a seminar. I tried to get together with her a month ago, and we crossed signals. She was here today. She left herself an hour to go through the place. Well it was two hours, and that was a rush.

She thoroughly enjoyed the tour. It was nice because when we were out front, the traveling classroom came back. I took her on that for just a brief overview and stressed that we have been out to Southold. We've been out to East Hampton. We've been out to Springs last year, too. She asked where we go, and I told her Brooklyn to all the way out east.

Then we also provided her a list of all the schools and the children that we've served in her district, which was close to 3,000 students, I think. She was impressed.

I wanted her to see what we're doing here at the museum because there's always this tug of war, especially over Hotel/Motel Tax. I wanted her to see that the money that's going to this museum is being used well and is making improvements.

The only part – I wish she had been here three years ago when the grounds didn't look as nice because she came here and, of course, the grounds look nice but she doesn't realize what they looked like three years ago.

She really enjoyed it. She wants to come back. She was here two hours, which she really only planned on staying for an hour.

MR. PETERMAN:

I'm glad you mentioned that because I'm going to see her tomorrow night.

MR. REINHEIMER:

Terrific. She was delightful; she really was. I was happy to spend some time to get to know her on a one-to-one basis.

MR. PETERMAN:

Good.

MR. REINHEIMER:

It was very good.

MS. CAMBRIA:

Ron?

MR. BEATTIE:

Yes.

MS. CAMBRIA:

I have a question about the food truck, and Lance, too. Are we allowed to do this? What are the parameters?

MR. BEATTIE:

They have their own permits.

MS. CAMBRIA:

Okay.

MR. REINHEIMER:

And we've used food trucks before.

MS. CAMBRIA:

Should we have them regularly?

MR. BEATTIE:

We'll see how it works out.

MR. REINHEIMER:

We tried that last year on the weekends. For whatever reason, the truck that came here it didn't work out for them. They came here for events. They were here for the music festivals. For whatever reason, it didn't work on the weekends.

MS. CAMBRIA:

Do we make any money from that?

MR. BEATTIE:

We would negotiate a piece of the action, a certain percentage. I don't know what that would be.

MS. CAMBRIA:

Presumably, if we have them when the members are here, who pays for that? So a member comes in and buys a glass of wine from them, and then attends --

MR. BEATTIE:

Right.

Okay, I realize we don't have old business on the agenda, but does anybody have any old business to bring up?

MR. PETERMAN:

I just saw Chris Hahn. Do you remember Chris? I just saw him about two hours ago. I told him I was heading over here, and he said to say hello. Thanked him again for his time on the Board here. He said to say hello.

MR. BEATTIE:

It was good to have him on the Board.

Any other old business? Any new business? How about a motion to adjourn? I'm looking right at you, Mike.

MR. MULE:

Okay motion.

MS. CAMBRIA:

Second.

MR. BEATTIE:

Without objection, thank you all for coming. **(Vote: 8/0/0/7 Not Present: Mr. Glascock. Absent: Dr. Gittelman & Mr. Guarnischelli. Four vacancies.)**

(Mr. Ron Beattie adjourned the meeting at 8:05 p.m.)

RB:ap

Attachments

Suffolk County Vanderbilt Museum

April 2016 Meeting Agenda

April 20th, 2016 / 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. New Business**
- VIII. Adjournment**

SUFFOLK COUNTY VANDERBILT MUSEUM

Treasurer Report

February 2016

	Actual	Budget	Variance
	February	February	
Revenue			
Admission	\$ 58,849	\$ 44,000	\$ 14,849
Membership	\$ 11,714	\$ 5,833	\$ 5,881
Museum Store	\$ 7,467	\$ 3,500	\$ 3,967
Special Events	\$ 1,581	\$ 2,000	\$ (419)
Suffolk County Funds	\$ -	\$ 72,829	\$ (72,829)
Endowment	0	0	\$ -
Site Use	\$ 7,365	\$ 4,000	\$ 3,365
Donations & Gifts	\$ 2,839	\$ 9,166	\$ (6,327)
Real Estate Rental	\$ -	6,000	\$ (6,000)
Other General	\$ 155	\$ 66	\$ 89
Total Revenue	\$ 89,970	\$ 147,394	\$ (57,424)
Expenses			
Salaries & Wages	\$ 98,177	\$ 104,000	\$ (5,823)
Benefits	\$ 21,284	\$ 23,000	\$ (1,716)
Maintenance & Equipment	\$ 4,055	\$ 5,933	\$ (1,878)
Insurance	\$ 7,200	\$ 7,083	\$ 117
Professional	\$ 29,354	\$ 11,666	\$ 17,688
Museum Store	\$ 4,711	\$ 3,333	\$ 1,378
Telephone	\$ 2,268	\$ 1,666	\$ 602
Utilities	\$ 13,089	\$ 23,000	\$ (9,911)
Supplies, Programs, Gala	\$ 12,170	\$ 10,708	\$ 1,462
General Expenses	\$ 4,855	\$ 2,833	\$ 2,022
Total Expenses	\$ 197,163	\$ 193,222	\$ 3,941
Excess / Deficiency	\$ (107,193)	\$ (45,828)	\$ (61,365)

Lance Reinheimer

From: Stephanie Gress
Sent: Friday, March 04, 2016 2:55 PM
To: Lance Reinheimer
Subject: FW: Save America's Treasures

Categories: Red Category

Lance

Can you please share this with the board, the legislature, our local representatives, etc. Remind them that this was the \$135,000 in federal funding that restored the Habitat and Whale Shark.

Not only did this project benefit our institution, but now has the potential to influence future funding of this important program. Thank you.

Stephanie

From: Daniel Tana [<mailto:dtana@archfoundation.org>]
Sent: Friday, March 04, 2016 2:49 PM
To: Stephanie Gress
Subject: Save America's Treasures

Dear Ms. Gress,

Greetings! The Save America's Treasures (SAT) project at the Suffolk County Vanderbilt Museum was identified as a key project in building support for our effort to have the Save America's Treasures program re-funded. For background, the SAT program is permanently authorized but has been unfunded since 2010. The American Architectural Foundation (AAF) has been the national private nonprofit partner of the National Park Service (NPS) and the SAT program since 2014. We've recently completed an interactive map that shows summary information for all of the SAT projects funded through NPS, the National Endowment for the Humanities, and the Institute of Museum and Library Services (and will soon be adding those funded through the National Endowment for the Arts).

In the short term, we're hopeful that you might be willing to reach out to Representative Steve Israel in his local district office, either in-person or with a letter, to discuss SAT and the positive impact that the program had on the museum and the larger community.

Thank you again for your help, which will serve as a foundation for revitalizing the Save America's Treasures network. Our goal is to eventually create a knowledge base of outcomes for each project and best practices. I will let you know if I can get further information about the project scope from NPS.

Best,

Daniel

Daniel Tana
Program Manager
Center for Design & the City
Center for Design & Cultural Heritage
American Architectural Foundation
740 15th Street NW #225
Washington, DC 20005

Suffolk County Vanderbilt Museu...

Project Name

Suffolk County Vanderbilt Museum "Diorama Hall"
Restoration

Congressional District

NY-003

Agency

IMLS

Fiscal Year

2003

Grantee / Institution

Suffolk County Vanderbilt Museum

Fed Share Awarded

\$ 135,000.00

City

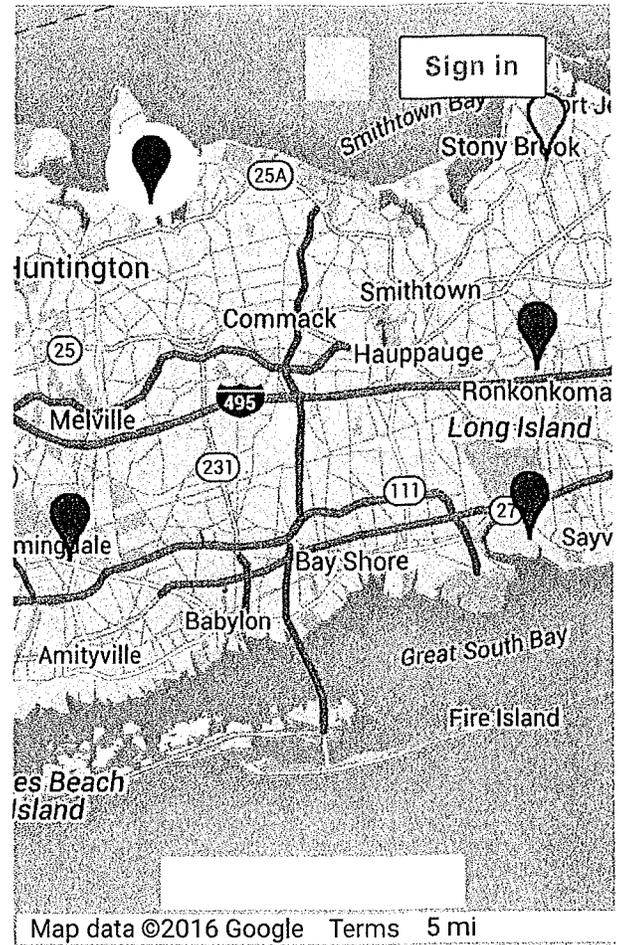
Centerport

State

NY

ZIP

11721



**SUFFOLK COUNTY VANDERBILT MUSEUM
TREASURER REPORT FOR THE YEAR ENDING 2016**

	Actual January	Actual February	Budget March	Budget April	Budget May	Budget June	Budget July	Budget August	Budget September	Budget October	Budget November	Budget December	Project Year End	Business Plan	Dollar Variance
REVENUE															
EARNED INCOME															
Admissions	37,037	58,849	46,000	75,000	65,000	72,000	82,000	85,000	48,000	38,000	51,000	53,000	710,886	700,000	10,886
Membership	9,726	11,714	5,833	5,833	5,833	5,833	5,833	5,833	5,834	5,834	5,834	5,834	79,774	70,000	9,774
Museum Store	6,427	7,467	6,000	8,000	4,000	6,000	10,500	10,500	3,500	4,000	5,000	5,000	76,394	70,000	6,394
Special Events	9,356	1,581	4,000	4,000	5,000	22,500	22,500	22,500	22,500	5,000	10,000	5,000	133,937	135,000	(1,063)
Suffolk County Funds	0	0	72,829	72,829	72,829	72,829	72,830	72,830	72,830	72,830	72,830	72,830	728,296	873,954	(145,658)
Endowment	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Site Use	12,437	7,365	11,000	18,000	18,000	25,000	22,000	25,000	20,000	10,000	6,000	5,000	179,802	170,000	9,802
Donations & Gifts	564	2,839	9,166	9,166	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	95,071	110,000	(14,929)
Real Estate Rental	0	0	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	60,000	72,000	(12,000)
Other General	34	155	66	66	67	67	67	67	67	67	67	67	857	800	57
Total Earned Income	75,581	89,970	160,894	198,894	185,896	219,396	230,897	236,897	187,898	150,898	165,898	161,898	2,065,017	2,201,754	(136,737)
EXPENSES															
Salaries & Wages	98,070	98,177	104,000	105,000	106,000	108,000	112,000	112,000	106,000	108,000	103,000	107,179	1,267,426	1,276,179	(8,753)
Benefits	23,692	21,284	23,000	24,000	24,000	25,000	29,000	29,000	24,000	25,000	23,000	25,183	296,159	297,183	(1,024)
Maintenance & Equip.	5,472	4,055	5,933	5,933	5,933	5,933	5,933	5,933	5,934	5,934	5,934	5,934	68,861	71,200	(2,339)
Insurance	7,100	7,200	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,087	85,134	85,000	134
Professional	7,101	29,354	11,666	11,666	11,667	11,667	11,667	11,667	11,667	11,667	11,667	11,667	153,123	140,000	13,123
Museum Store	5,269	4,711	3,333	3,333	3,333	3,333	3,334	3,334	3,334	3,334	3,334	3,334	43,314	40,000	3,314
Telephone Communic.	2,220	2,268	1,666	1,666	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	21,156	20,000	1,156
Utilities	10,042	13,089	22,000	14,000	14,000	15,000	19,000	19,000	19,000	12,000	12,000	12,854	181,985	201,854	(19,869)
Supplies, Prgram., Ball	7,659	12,170	10,708	10,708	10,708	10,708	10,708	10,708	10,709	10,709	10,709	10,709	126,913	128,500	(1,587)
General Expenses	2,134	4,855	2,833	2,833	2,833	2,833	2,833	2,833	2,834	2,834	2,834	2,834	35,323	34,000	1,323
Total Expenses	168,759	197,163	192,222	186,222	187,224	191,224	203,224	203,224	192,228	188,228	181,228	188,448	2,279,394	2,293,916	(14,522)
Excess / Deficiency of Revenue	(93,178)	(107,193)	(31,328)	12,672	(1,328)	28,172	27,673	33,673	(4,330)	(37,330)	(15,330)	(26,550)	(214,377)	(92,162)	(122,215)

2017-2019 RECOMMENDED Vanderbilt Museum Capital Program

Capital #	Title	2016 Adopted/Modified	2017 Recommended	2018 Recommended	2019 Recommended	SY Recommended	Notes	Req vs Recommend
7428	Restoration and Stabilization of the Seaplane Hangar	\$0	\$0	\$0	\$0	\$3,200,000	SY: Planning \$200,000; Const. \$3M	As requested
7430	Improvements to Normady Manor	\$80,000	\$0	\$450,000	\$0	\$0	Modified 2016 Budget: reprogrammed \$50,000 from Construction to Planning, leaving \$30,000 for Construction. 2017: Const. \$450,000 (Roofing, woodworking and waterproofing improvements)	Funds delayed from 2017 to 2018
7433	Restoration of Driveways, Gutters	\$0	\$0	\$1,000,000	\$0	\$0	2018: \$1M Construction for the reconstruction of bridge into courtyard	As requested
7437	Improvements to Vanderbilt Planetarium	\$115,000	\$0	\$0	\$0	\$0	Modified 2016 Budget: reprogrammed \$15,000 from Planning to Construction for a total of \$115,000 in Construction; 2017: Planning \$25,000; Const. \$100,000 for septic and plumbing improvements	2016 Budget modified, as requested, reheduling \$15,000 from planning to construction. \$125,000 deleted from 2017 for septic system improvements
7438	Restoration of Boathouse, Vanderbilt Museum	\$0	\$0	\$750,000	\$0	\$0	2018: Planning \$75,000; Const. \$675,000	As requested
7439	Waterproofing and Roofs	\$0	\$0	\$200,000	\$200,000	\$400,000	2018 - SY: Construction for on-going waterproofing	As requested
7441	Restoration of Facades	\$0	\$550,000	\$550,000	\$0	\$0	2017: Planning \$100,000; Const \$1M	\$50,000 for planning and \$500,000 for construction delayed from 2017 to 2018.
7445	Re-wiring of Historic Structures	\$0	\$0	\$0	\$0	\$0	No additional funds requested	As requested
7450	Modifications for Compliance with ADA	\$130,000	\$100,000	\$50,000	\$0	\$0	2017: Planning \$25,000; Construction \$75,000. 2018: Construction \$50,000 for on-going ADA improvements	As requested
7453	Reconstruction of Vanderbilt Seawall	\$0	\$150,000	\$0	\$750,000	\$0	2017: Planning, \$150,000. 2019: Construction \$750,000	As requested
7454	Safety Improvements at Vanderbilt Museum	\$35,000	\$200,000	\$150,000	\$150,000	\$150,000	2016: Planning, \$35,000. 2018-SY Construction.	As requested
VAN03	Heavy Duty and Other Equipment for Vanderbilt Museum	\$0	\$0	\$0	\$0	\$0	4-wheel drive dump truck with plow	As requested
TOTAL		\$360,000	\$1,000,000	\$3,150,000	\$1,100,000	\$3,750,000	\$9,360,000	\$60,000 not included