

**MINUTES**  
**THE PINES FOUNDATION, INC.**  
**BOARD OF DIRECTORS' MEETING**  
May 14 2016

**Directors Present:** Allan Baum, Alan Brodherson, Mike Hartstein, Greg Henniger, Nicole LaFontaine, Chris Lovito, Jay Pagano, Tad Paul, Henry Robin, Ed Schulhafer, Bob Tortora, Jim Vandernoth and Randy Wilson

**By Phone:** Garry Korr, Hal Hayes and Eric Sawyer

**Absent:** Russell Saray

**Also Present:** Ken Pollard (Director of Finance and Administration) and Damian Todaro (Director of External Operations).

Meeting called to order by President Jay Pagano in the Solstice Room at Whyte Hall in Fire Island Pines NY.

**Brockman Estate**

- As of Monday, Brockman's houses will be listed with more realtors.
- The original appraisal for 208 Midway was in the upper \$900,000.
  - The executor wanted to list at \$1 Million.
  - The contract that was agreed to by all parties at \$925,000 fell through, last year.
  - We have received lowball offers under \$800,000.
  - The house is largely empty, is not staged and does not show well.
- The sale of Brockman's furniture and effects netted about \$60,000

**Whyte Hall**

Nikki LaFontaine, Whyte Hall Operations Committee Chair, reported

- The Whyte Hall operations budget gets \$40,000 from the Annual Fund with the remaining funds going to the Whyte Hall Capital Account.
  - There is currently \$64,900 in the Whyte Hall capital account
- There were several repairs needed at Whyte Hall
  - The roof ventilation system needs to be replaced at a cost of \$5,900
  - The elevator light curtain needs repair at a cost of \$1,900
    - Will be engaging a different elevator company going forward at half the cost.
  - The RPZ valve needed to be replaced at a cost of \$2,000.
  - Some trees at Whyte Hall were removed and need to be replaced at a cost of \$5,965, as estimated by Scott Ahlborn.
    - The trees will fill in and camouflage under the deck.

Paul motioned to approve the Whyte Hall expenses totaling \$15,765 as requested by LaFontaine. Tortora seconded and the motion carried.

**Pines Conservation Society**

- The Boulevard Tree fund currently has a balance of \$12,300.
  - A fund raising appeal will be going out around Memorial Day.
  - Ozone residents are going to fund plantings at their intersection.

- At the January Board Meeting there was a presentation by The Pines Conservation Society (PCS) about the southern pine beetle.
  - The Bartlett program was exclusively for the removal of trees in the Town right of way.
    - The estimated cost for the removal of infested trees was \$22,000.
    - The Board would like to make a significant contribution between \$5,000 and \$7,500 to PCS for this effort.

Baum motioned to donate up to \$7,500 to PCS. Henniger seconded and the motion carried.

### **Pines Party**

Allan Baum, Pines Party Co-Chair, reported

- The Pines Party budget reflects \$492,000 in expenses and reflects a base case profit of \$160,000 with the goal of \$200,000 in net profit.
  - The largest expense is from VTG, which builds the event, at \$146,000.
  - The roller rink concept has been dropped.
    - The roller rink would have cost more than \$25,000.
  - There is a separate budget for each on the ancillary events.
    - The Winter Party makes more money on these events than on the main event.
    - Randy Wilson and John Wood produce the VIP party.
      - Blade has agreed to underwrite the VIP Party again this year.
    - Hal Hayes produces the Pool Party
    - Jay Henry and Marc Cote produce the After Party.
  - Pines Party has already sold \$69,000 in tickets.
  - The projected share of revenue to the PP for the car raffle is \$25,000
    - There is a limit of one thousand tickets sold at \$100 each.
    - The raffle proceeds will benefit The Pines Foundation and the LGBTQ Focus Foundation.
- 2008 was the start of the recession and it was reflected in Parties with low income until 2014.
- With a budget of close to \$0.5 Million there is a significant risk to the Foundation.
  - In 2015 the Pines Party expenses were 35% of our global expenses.
  - In 2016 they will be more than 40% of expenses.
  - 44% of the tickets get sold the week of the party and can be influenced by the weather predictions.
    - Last year from July 18th to 25th \$177,000 in tickets was sold.
  - Last year's event spent more than budgeted.
    - Procedures need to be in place to keep expenses within the budget.
- The Pines Party is a large draw and part of the Pines' brand.
  - The Party attracts younger people who then become homeowners.
  - Rentals in the Pines are down with only the party weekends filled.
  - The Board appreciates the time and effort Allan and Ed put into the running of the party.

Tortora motioned to approve the Pines Party budget. Henniger seconded, motion carried with Hartstein and Brodherson abstaining.

### **Pinesfest**

- Greg Dyer is producing a new event on the beach that is a fundraiser for The Hetrick Martin Institute.
- It will be a 3 day Beach Club featuring food, drink, music and entertainment over the Fourth of July weekend.
  - This is a very ambitious idea to bring new exciting events to the Pines and can be repeated, if successful.

- The footprint on the beach will be about 400 feet and will most likely be placed close to Whyte Hall to take advantage of the Whyte Hall kitchen.
  - There will be a number of restaurants supplying food.
  - Pinesfest will start daily at 11am and remain open until the evening.
- They will get a Town assembly permit and request FIPPOA's approval.
  - If FIPPOA were to tell the Town that FIPPOA does not want the event, the Town would not issue the permit.
  - Pinesfest has to be responsible for cleanup during and after the event.
- This is not a FIPPOA or FIPPOA sponsored event, so there is no financial risk to the Association.

Meeting adjourned.

Respectfully Submitted,  
Ken Pollard  
Director of Finance & Administration