

MINUTES
FIRE ISLAND PINES PROPERTY OWNERS' ASSOCIATION
CHARITABLE FOUNDATION, INC
BOARD OF DIRECTORS' MEETING

October 12, 2013

Directors Present: Alan Brodherson, Mike Hartstein, Chris Lovito, Jay Pagano, Tad Paul, Henry Robin, Eric Sawyer, Ed Schulhafer, Paul Teixeira, Jim Vandernothe and Jon Wilner.

Directors Absent: Allan Baum, Alan Brockman, John Cassese and Nicole LaFountaine

By Phone: Hal Hayes, Russell Saray, Garry Korr, Anthony Pietrangolare, Greg Henniger and Randy Wilson

Also Present: Ignacio Ceriani (Director of Finance) and Ken Pollard (Director of Administration)

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

Pines Party

Ed Schulhafer, Pines Party Co-chair, reported:

- Pines'79 was the first circuit party anywhere.
- The grandfather of the Pines Party is the GMHC Morning Party.
- Selling 1200 tickets to the Pines Party is evidence that the party has a successful branding.
 - Many people go to the Pines Party thinking they are going for all the friends they have lost.
 - Many people come for the party as their first time to the island and they find freedom and support.
 - It is an introduction to the Pines for those who will be following us in the community.
- Need to improve the income to the Foundation and charities.
 - Pines Party gave \$3,000 to Gay Men's Chorus for their assistance in providing bartenders.
 - Pines Party gave \$2,500 to the National Gay and Lesbian Task Force.
- A worksheet has been developed indicating where we could cut costs.
 - Although changing the party to a day time party would save on various expenses, there are also risks to the party, should the event be changed in such a manner.
 - Pines Party is branded as a night time party.
 - There are potential savings in the budget for many other items.
 - Reduce tee shirt and other sponsor incentive and branding purchases.
 - Overspent on décor by \$10,000.
 - This year we hired two marketing people, Larry Johnson and Joey Mendoza, but the services of one person should be sufficient.
 - Should be able to save \$6,000 on freight by putting out an RFP.
 - Spent \$13,000 on lumber in 2013, this amount will not have to be spent again.

- The second dance floor and tent cost \$10,000.
- The NGLTF reports that they do not make money on the actual Winter Party but on the ancillary events.
 - The ancillary parties are not going to make a profit for us.
- Producing a substantial journal would help the bottom line of the party.
 - Work on the journal would need to start over the winter.

A lengthy discussion followed with each director making comments. Comments were made: in favor of continuing the party as is; ceasing the further production of the party; and a number of other options.

After a full and vigorous discussion of the pros and cons of the various alternatives, Jon Wilner motioned to approve the 2014 Pines Party. Tad Paul seconded and the motion carried with ten in favor and four (Mike Hartstein, Jim Vandernoeth, Paul Teixeira and Alan Brodherson) opposed. Korr abstained.

Meeting adjourned.
Respectfully Submitted,
Ken Pollard
Director of Administration