

FY20 Annual Report

July 1, 2019–June 30, 2020



Attendees at the BuildingEnergy Pro Tour "ZNE Modular + Passive New Construction + DER" in Burlington, VT on September 20, 2019.

Attendees at the BuildingEnergy Pro Tour
of a deep energy retrofit of a Brooklyn
brownstone on December 13, 2019.



Resilience Under Pressure

A Message from Executive Director Miriam Aylward

Since its founding in 1975, NESEA has grown, matured, and endured. The thoughtful and loyal community we have cultivated was essential to our ability to meet the unique challenges of this past year. I'm incredibly proud of what we've accomplished together and pleased to be able to share some of the highlights with you.

Financial Resilience

Over the last few years, the board and staff have put a tremendous amount of work into developing NESEA's financial resilience. As a result, we started 2020 in a strong position and have been able to roll with the punches. Some of the significant steps we took in FY20 to improve our financial position included:

- **Selling 50 Miles Street.** For over 25 years, 50 Miles Street in Greenfield, Massachusetts was NESEA's HQ. It was a wonderful base for our operations and staff. As our scope expanded and deferred maintenance piled up, the cost and time to maintain the building became unsustainable and impractical. We closed on the sale of the building in late October 2019.
- **Bringing our debt down to \$0.** Through the sale of the building, careful cash flow management, and a successful conference season, we were able to pay off all of our debt including a long-standing line of credit, our credit card balance, and a short term loan.

- **Implementing a successful new model for BuildingEnergy NYC.** In September 2019 we piloted a new model for this annual conference, establishing new ways to engage industry partners while maintaining the non-commercial nature of conference sessions. As a result, the event surpassed financial expectations and played a significant role in supporting NESEA overhead.

Program Resilience

Thanks to a strong financial position and a forgivable PPP loan, we were able to keep all of our full-time staff employed through FY20. Keeping our team together was essential in continuing to develop new ways to engage our community and meet our mission through online programming.

On March 10 we made the decision to postpone BuildingEnergy Boston, and on April 2 we held our first webinar, “Getting To Zero: Bringing Residential Electrification To Scale.” **Over the next three months we hosted more than twenty online events**, including seven webinars, one Content Committee meeting, a Pro Tour of a Passive House retrofit in the Hudson Valley, 12 Bottom Lines Office Hours, and other community events.

Future Resilience

Despite our relative position of strength, FY20 yielded a net loss of 10%, a loss associated with our inability to hold major events in person. As economic uncertainty persists, we’re actively developing ways to ensure that our position remains strong. Some of these avenues include serving as a fiscal sponsor for mission-aligned community projects, applying for federal and private grants to fund our diversity and workforce development initiatives, and establishing an endowment fund. We continue to think strategically about how to celebrate NESEA’s past and prepare for its future.

Thanks for being a part of our community! As always, please reach out to me if you have any questions at all.

With appreciation,



Miriam Aylward, NESEA Executive Director

Our Vision

We envision a built environment in the Northeast that is climate neutral, adaptive & resilient, energy independent, architecturally inspiring, & supportive of connection & community.

Our Mission

NESEA advances the adoption of sustainable energy practices in the built environment by cultivating a community where practitioners share, collaborate & learn.

Governance

You can educate yourself on NESEA’s behind-the-scenes operations at www.nesea.org/governance. Learn about board meetings, policies, taxes, and more! We are proud of how we operate as an organization, and do our best to keep our members informed.

If there’s something you think is missing from the governance section of our website or that you’d like to know about, please contact Executive Director Miriam Aylward at maylward@nesea.org.



From the session "Electrification and Large Buildings" at BuildingEnergy NYC 2019

FY20 by the Numbers

- NESEA turned **45 years old!**
- We launched a pre-conference webinar series that included **7 webinars.**
- **NESEA Membership grew** to 3,200 individuals & organizations.
- 146 individuals, companies, and households **supported NESEA with donations.**
- **NESEA hosted 41 events** which received more than 4,000 registrations in total.
- We continued to engage **60 member companies** in our BuildingEnergy Bottom Lines business development program and added **12 virtual Office Hours** events for participants.
- **BuildingEnergy NYC sold out** and featured 16 sessions and 4 types of CEUs.
- 39 companies became **first-time business members.**
- **14 schools** gave 166 students and faculty **access to NESEA programming** through Academic Membership.
- We hosted **9 BuildingEnergy Pro Tours** (8 in-person and 1 virtual).
- 4 people showed their **lifelong commitment to NESEA's mission** and vision by becoming Lifetime Members, joining a group of 88 other individuals.
- We brought **NESEA's debt down to \$0.**

Mariel Hoffman became the first recipient of the Kate Goldstein Emerging Leader Award at BuildingEnergy Boston 2019.



Thanks to Our Donors

Kate Goldstein Fund for Emerging Professionals

Donations to this fund underwrite NESEA's efforts to recognize and support emerging leaders in our community as we continue to diversify our leadership and membership in terms of age, race, and gender identity.

Bessma Aljarbou
Battle Road Track Club / New Balance
EN-POWER GROUP
Jeannie Plover & Jack Goldstein
Harvey Michaels
Michael Rosen
Bennett Sandler
Peter Temple

NESEA Emerging Professionals Program

These donations provide funding for the administration and program development of the Emerging Professionals Program, making it possible for NESEA to further our efforts to engage and support the next generation of leaders. These donations also allow us to continue to offer

resources to individuals early in their careers, including special pricing for events and memberships.

Mel Baiser
Max Horn
Andrew Shapiro
Community Foundation of Western MA
The Pat Cooke Fund
James Kirby

BE the Future

BE the Future is NESEA's scholarship program. Contributions from scholarship sponsors in FY20 were combined with donations to the emerging professional program to fund memberships and conference registrations for more than 40 students and emerging professionals, and to fund conference registrations for more than 80 students of academic members to attend our virtual conferences in August and September, in our new fiscal year.

Andy Shapiro
David Matero Architecture
Fred Davis Corporation
Hank Keating

Jim Kirby
Kaplan Thompson Architects
Pat Cooke Fund

Annual Fund Donors

377 Builders
Abode Energy Management
John Abrams
Joshua Ain
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Andrew M. Sidford Architects, PC
Miriam Aylward
Alexandra Beckenstein
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Community Foundation of Western MA
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 Kohta Ueno
 Vivian Urdaneta
 Valley Home Improvement
 Andrew Webster
 Rachel White
 Barbara Wurst
 Yule Development Co., Inc.
 ZeroEnergy Design
 Eric Zimmerman
 Maura Zlody

Fiscal Year 2020 Financials

STATEMENT OF ACTIVITIES

Year	FY20	FY19	FY18
Income	\$842,131	\$1,266,808	\$1,206,066
Expenses	\$926,557	\$1,247,090	\$1,278,663
Net Income/Loss	\$(84,426)	\$19,718	\$(72,597)

The financial information for FY20 is unaudited data. NESEA is a 501(c)(3) non profit organization. Our IRS Form 990 is available at nesea.org/audits-tax-returns.

FY20 income includes building sale and forgivable PPP loan, and excludes any revenue received for BuildingEnergy Boston 2020. FY20 expenses include closing and moving costs, and exclude expenses for BuildingEnergy Boston 2020 except for staff time. All numbers exclude depreciation and paid time off liability adjustments for simplicity.

ASSETS

Cash \$319,153
 Accounts Receivable \$42,758
 Other Current Assets \$144,048
 Fixed Assets \$605
 Other Assets \$ 74,653
Total Assets \$581,218

LIABILITIES & EQUITY

Total Liabilities \$603,485
 Total Equity \$(22,268)
Total Liabilities & Equity \$581,218



Lifetime Member Bomee Jung (left) spoke in the conference session "NYC Public Buildings and Public Housing" at BuildingEnergy NYC 2016.

NESEA Lifetime Members⁺

- | | | | | |
|-----------------|--------------------|--------------------|---------------------|--------------------------------|
| John Abrams | Katherine DiMatteo | Jenna Ide | Jonathan Orpin | Damon Strub |
| Amelia Amon | Martine Dion | Gerard Ives | Andrew Padian | Stephen Stuart |
| Mitch Anthony | Paul Eldrenkamp | Bomee Jung | James Petersen | Lois Sturm |
| Cindy Barber | Nicole Faulkner | Phil Kaplan | Mary Quigley | Peter Taggart |
| Tedd Benson | Jason Federspiel | David Keefe | Bernice Radle | Peter Temple |
| Andrew Blair | David Foley | Stephen Kurkoski | Richard Renner | Tom Thompson |
| Steve Bluestone | W. Kent Gano* | Jo Lee | Marc Rosenbaum | Fred Unger |
| Les Bluestone | Michael Gimbriere | Warren Leon | Tom Rossmassler | Henry Vandermark |
| Eric Bluestone | Betsy Glynn | Carol Levin | Laurence Saunders | Juliana Keyes |
| Dave Boettcher | Kate Goldstein* | Paul Lipke | John Schnebly | Vandermark |
| Tedrowe Bonner | Richard Gottlieb* | Stephen MacAusland | Andrew Shapiro | Ellen Watts |
| Erica Brabon | Robert Grogan | Jennifer Marrapese | Steven Silverman | Andrew Webster |
| Michael Bruss | Larry Harmon | Christina McPike | Chris Sirois | Rachel White |
| Jean Carroon | Thomas RC Hartman | Rob Meyers | Jodi Smits Anderson | Robert Wills |
| Chungha Cha | Joe Haskett | Thomas Mills | Ben Southworth | Alex Wilson |
| Howard Chong | Nancy Hazard | James Moriarty | Linda Stansfield | Jonathan Wright |
| Bruce Coldham | Susan Hazard* | Lauren Moss | Kate Stephenson | <i>*In Memoriam</i> |
| Caitriona Cooke | Kent Hicks | Fortunat Mueller | Marc Sternick | <i>*As of November 4, 2020</i> |
| Darien Crimmin | Michael Hindle | Ken Neuhauser | Bill Stillinger* | |
| David Davenport | Doug Holmes* | Carolyn Newhouse | Steven Strong | |
| David Dilts | Max Horn | Heather Nolen | Marilyn Strong* | |

“ I have been learning from NESEA and its members for more than 17 years already. A NESEA Lifetime Membership affirms that I expect to learn for another 17 or more! I am particularly pleased that NESEA is now leading conversations about diversity and inclusion in the building energy industry.”

– Bomee Jung, New York City Housing Authority (NYCHA)