

NESEA BOD Meeting

8/9/2018

Zoom Meeting

Participating

Michael Bruss
Lauren Brust Moss
Saheel Chandrani
Martine Dion
Paul Eldrenkamp

Phil Kaplan
Rick Renner
Ben Southworth
John Skipper
Rob Meyers

Others Participating:

Jennifer Marrapese
Miriam Aylward

Not Participating

Jenna Ide
Fortunat Mueller

Agenda

9:04am Meeting brought to order.

BE NYC Updates

Exhibitor floor sales are going well and NESEA confident that exhibit floor will sell completely. Exhibit booths are due upon receipt so collections are going well. Sponsorships booked in the amount of \$57,000 with \$7,000 of that for the sponsored workshops. These workshops are an experiment in determining if BE NYC could be a two day conference. Targeting new and previous sponsorships including AKF, National Grid, UTC, Gotham 360, Advanced Energy Group.

48 Registrations already. Working with the Marketing contacts at each company representing the Content Committee to spread the word about the conference as well as LinkedIn.

How can all of the Board members help? Jennifer is going to review all possible sponsorship opportunities for contacts and follow up.

The Executive Committee Board meeting is on October 3rd at Johnson Controls from 10am-1pm. Board will go to TKP for BEBL workshop from 2-5 and then NESEA opening reception/NESEA Annual meeting from 5-7. Rooms are blocked at The Paramount Hotel.

Development Committee/Grant Update

NESEA is currently drafting a grant application on how to make the NESEA community more diverse by attracting MWBE businesses into BEBL and working with targeted people to review and strategize about the application.

Nominating Committee Update

The Committee has lined up 4 new candidates and Michael Bruss to confirm their commitment to running for the Board in the upcoming election as well as other

candidates to create a longer-term “bench.” The slate will be presented in October at the Board meeting.

Martine Dion announced that she will not be running again for the Board again. Phil is interested in participating in the Nominating committee in January 2019.

Goal 5 Updates

Goal: Identify ways to offer NESEA programming in underserved portions of the Northeast.

Focus is to build community year round in one place at a time. First step is to focus on New York City without increasing costs and maximizing existing relationships and champions. Annual Meeting, Workshops and Pro Tour Series are all upcoming in New York City to focus on this area.

Have we approached 475 Building Supply about sponsoring a workshop? Yes, they are very interested in being involved in the NYC Pro Tour Series.

This process of reviewing each Strategic Goal at one Board meeting has been very helpful to identify and hone in on what the actual and real intent of each Goal is.

Motion to adjourn by Michael and seconded by Rob. Meeting adjourned at 9:49am.

Minutes submitted by Lauren Brust Moss.