

NESEA BOD Meeting

01/04/18 – 9:00 am

ZOOM Meeting

Participating

Michael Bruss

Lauren Brust Moss

Martine Dion

Jennifer Marrapese

Rob Meyers

Ben Southworth

John Skipper

Saheel Chandrani

Paul Eldrenkamp

Fortunat Mueller

Rick Renner

Phil Kaplan

Others Participating:

Miriam Aylward

Devan Folts

Katie Schendel

Not Participating

Jenna Ide

Agenda

9:04am Meeting brought to order.

Elect executive committee - Martine

The proposed slate:

Chair - Phil Kaplan

Vice Chair - Fortunat Mueller

Secretary - Lauren Moss

Treasurer - Paul Eldrenkamp

Martine - Move to elect the slate.

Rob - Seconded and passed without dissent (Jennifer called roll).

Update on Strategic Plan Goal 1 – Miriam

Detail in the document sent out prior to the agenda.

- Challenges–
 - o Zero Net Energy Homes – not going to offer on the NESEA training website because trainer cannot be guaranteed revenue.
 - Funding not awarded from grant application for Western Mass practitioners but will re-apply for programmatic grant funding and revisit in the Spring 2018.
- Next Steps –
 - o Addition - Revised Timeline is a next step so to improve accuracy of deliverables and will be presented via email prior to February 2018.

Update from nominating committee - Martine

Updated roster to be sent out on 1/8/18 and feedback to the updated list of possible candidates will be due by 1/15/18.

Update on Capacity Campaign and check in on board members' progress - Devan, Rob

Rob sent an update to Board members from Rob on 1/4/18 with goals of increasing membership and donation to Capacity Campaign. As of 12/15/17, \$80,000 raised, per the NESEA website. NESEA staff is catching up on holiday donations and thank yous to all contributors as well as continuing to ask for additional funds this year to reach this year's goal. The Spring will be spent thinking through Year 2 including grants, planned giving and lead donors.

Update on BuildingEnergy Boston - Jennifer/Miriam

Registration opened for NESEA members on 12/15/17. No end date to early registration but limited number of early registration passes available. \$49,000 received in registration as of 1/3/18 – that is 3x the historical revenue at this point. This is a new ticketing model for NESEA and working well. 33 exhibitors confirmed for about \$95,000. The budget goal is \$150,000 for exhibitors and hoping to hit that number. Sponsorship revenue is increasing.

Update on 50 Mile Street – Michael

New Property Management firm selected and will submit formal proposal to take care of the property. PM firm is researching commercial market in Greenfield and will submit a proposal to NESEA and Michael for finding tenants as well. There will also be a deferred maintenance plan and budget created and submitted to Jennifer for inclusion in the FY19 NESEA budget. And Jennifer is reviewing opportunities for mortgages on the facility to increase ownership.

Motion to adjourn by Rob and seconded by Rick. Meeting adjourned at 10:03am.

Minutes submitted by Lauren Brust Moss.