

NESEA BOD Meeting

9/6/2018

Zoom Meeting

Participating

Michael Bruss
Lauren Brust Moss
Saheel Chandrani
Martine Dion
Jenna Ide
Phil Kaplan
Rob Meyers
Fortunat Mueller
Rick Renner
Ben Southworth

Others Participating

Jennifer Marrapese
Miriam Aylward
Devan Folts
Gina Sieber

Not Participating

Paul Eldrenkamp
John Skipper

Agenda

9:01am Meeting brought to order.

Review FY18 Year End Financials

Revenue is down except for donations and Miscellaneous. Capital Campaign has been a great program to have started as revenue is reduced in other areas. Expenses were controlled to meet reduced Income. Expenses were 6% lower than FY17. This was done without programming and staff reductions.

Net Loss of \$74,212, very close to FY17 and year over year losses. Is it coincidental but planning for FY19 to reduce this and how the capacity campaign plays a role. Pro Tours and BE Bottom Lines were very close to budget.

Expenses were all below budget except for Admin because budget did not include vacation (included in Programs not Admin). FY19 will include vacation in Admin. BE Boston and BEBL both have reduced expenses. Fundraising expenses were increased over FY17 because of staff time.

Balance Sheet – Accounts Receivable is lower because more effective at collecting revenue. Board Designated – Sustainability is restricted equity and can be used only by designation from the Board. It is currently in an investment account.

What's going on with the NESEA Business Model? The goal is 2% profitability so what changes need to be made in order to shore up NESEA as an organization.

Memberships and BEBL are areas of growth and where can we cut or reduce other programming to respond to membership needs.

BE NYC Updates

Interactivity Roundtable – on 9/5/18- 45 speakers and curators were involved to learn about how to keep sessions interactive and have the audience involved. Workshops are seeing attendance increases. Registration is on target with last year. Working on zero-waste event. Sponsorships are below last year and exhibits are below last year but exhibitors are continuing to sign up.

Possible sponsorships are coming in slowly and exhibitors are giving feedback that NESEA doesn't have enough owners and developers in attendance. Boston exhibitors are not right for NYC based on location and size of buildings. Board support to email exhibitors has been helpful but we need complete Board participation.

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." Rachel White, Betsy Glynn and Jennifer Kearney have all confirmed their interest. Nancy Ludwig should be confirmed this week. Slate of candidates will be voted on at the October Board meeting and then elections will be announced in the end of October.

Other news

Membership registration is moving forward with two year registration options.

Next Board meeting from 10am-1pm at Johnson Controls and then attend the BEBL workshop and then the opening reception/annual meeting from 5-7pm at the TKP meeting.

Motion to adjourn by Rick and seconded by Rob. Meeting adjourned at 9:58am.

Minutes submitted by Lauren Brust Moss.