

## **NESEA BOD Meeting**

04/04/2019

Zoom Meeting

### **Participating**

Lauren Brust Moss	Rob Meyers
Betsy Glynn	Fortunat Mueller
Jenna Ide	John Skipper
Phil Kaplan	Ben Southworth
Jennifer Kearney	Andrew Webster
Nancy Ludwig	

### **Staff**

Miriam Aylward
Devan Folts

### **Not Participating**

Saheel Chandrani
Rachel White

## **Agenda**

**9:04am Meeting brought to order.**

### **Retreat Details**

- May 16-17 in Providence, RI. Miriam will send a reminder about the hotel details which expire on April 15. The meeting will begin at 10am. Thursday from 10am-5pm and then Friday from 9-12pm with a lunch and concluding at 1pm.
- Some of the agenda items will be vision for NESEA including Strategic Plan, vision for ED role, FY19 and FY20 budgets, Nominating committee update, size of the Board to ensure Committees are full, 50 Miles updates, define engagement at NESEA and targets for engagement (including guidance from the Strategic Plan) and development committee updates.
- Miriam to follow up with TripZero for the hotel block confirmation.

### **Boston: Financials, Registration, Feedback**

- Financials are not wrapped up for 3rd quarter (due to vacations) but numbers and projections lead to a net \$15k more than budgeted.
- Sponsor and Exhibitor revenue were under but registration was over \$80k.
- Saved money in a variety of places such as travel and bringing registration in-house.
- Registration was higher than last year but not exactly fair because of the two free events from 2018.
- There were more 1 and 2-day registrations in 2019, part of the strategy was to increase 1-day passes.
- Prioritize the speakers and content equally is feedback from the Chairs and empower curators to not accept proposals without speakers who are committed. Overall feedback has been strong with feedback saying people were energized.
- Feedback from the exhibitors has been very positive and the quality of the conversation is always great.
- The network and community and encouraging “newness” is definitely happening and it’s very hard to make that happen.

## **Budget Plan and Financial Highlights/Flags**

Finance committee is reviewing the plan on 5/2. The Programs will be reviewed quarterly. The reporting will then be easier to explain year over year for each Program. Miriam just updated the compensation study using the New England Non-Profit guide and the staff are all in the correct range.

*Financial Highlights/Flags* – See above for Boston. Con Ed has typically been NESEA's biggest sponsor but the marketing department has been dissolved. Laura Humphrey, the NYC Chair, is keeping NESEA up to date. John Skipper can put NESEA in touch with Con Edison (Shawn and Eric). Could NYSERDA use Green Seeds or other programs to step in for Con Edison.

Devan and Miriam are about to begin sponsorship requests for BE-NYC as well as individual donors.

## **Pro Tour Update**

NYC Series didn't have as many sponsors as requested. April 5th event is Sold Out twice so they will add another Tour this summer of the same facility. Pro Tour Launch party was two weeks ago and was successful. Miriam will send out a sign-up sheet for the Pro Tours so that we have a Board member at every Pro Tour. NESEA is focusing

## **Governance Committee**

Changes on the Board – Jenna Ide has decided to resign because of conflicts with other responsibilities. NESEA wants to thank Jenna for her commitment, effort and work over the past years. Jenna was really inspired by the increase in Diversity at BE-Boston and overall at NESEA.

## **50 Miles**

The process is ongoing but moving forward. NESEA is signing the extension with the buyer, there will be a clause to cover NESEA for additional legal fees and part of their deposit would be non-refundable to cover the tenant-free office space. There are two viable office spaces for the NESEA staff.

Nancy made a motion and Jenna seconded. Meeting adjourned at 9:53am.  
Minutes submitted by Lauren Brust Moss.