**NESEA BOD Meeting**  
08/08/2019  
Zoom Meeting

**Participating**  
Miriam Aylward  
Lauren Brust Moss  
Betsy Glynn  
Phil Kaplan  
Saheel Chandrani  
Rachel White  
Rob Meyers  
John Skipper  
Kate Stephenson  
Ben Southworth  
Andrew Webster

**Not Participating**  
Nancy Ludwig  
Jennifer Kearney  
Fortunat Mueller

**9:03am Meeting brought to order.**

**Vote:**  
1) Motion to approve minutes for July 2019: Made by Phil K. 2nd by Rachel W.  
   a. Vote to approve unanimously

**Updates:**  
1) 50 Miles St  
   a. New buyer and NESEA modifying sale contract; seller will perform an inspection within 7 days, planned for 08/11/19, 9am.  
   b. NESEA exploring new rental space in downtown Greenfield, MA.  
   c. Existing tenants have begun relocation process; one will remain till sale date.  
   d. Miriam updated planned financials w/move and rental; no impact w/Nov 1 move date. Plan is on track.

2) Update on FY19 Financials  
   a. Finance committee has reviewed financials and suggested edits. Below is after their input.  
   b. Ending FY19 w/$34k net profit! At 101% of budgeted revenue!  
   c. Reduced expenses by 3% YoY!  
   d. By program:  
      i. BE Boston revenue is up; due to strategy change w/ comps etc.  
      ii. ProTours remains even.  
      iii. BE NYC revenue currently showing down, but still 40+ days remaining  
      iv. Membership revenue growth of 10%  
      v. Magazine revenue up 2%!  
      vi. Fundraising is currently down; but impressive results compared to years past.
3) BENYC
   a. Registrations: $20k mark at 7 weeks out; last year that number was not achieved till 4 weeks out.
   b. 80+ registrants so far
   c. Trade show floor is sold out! Brought in more revenue than budgeted.
   d. Sponsorships are over budget! $27k soliciting an additional $5-10k which is likely.
   e. Currently, $77k to revenue goal. On target to meet goals!
   f. Sponsors at $5k level, without table seems to be popular. Access to breakout sessions is desirable and the venue can provide.

4) Nominating Committee:
   a. 5 slots open for Board positions, 3 elected & 2 appointed; with 8 potential candidates
   b. Running for reelections: Ben S, Lauren BM, Jennifer K.
   c. NESEA making a strong effort to recruit a diverse board inclusive of Race, Gender, and Geography. Diversity is a core principle.

5) Impact Metrics:
   a. Miriam A continues to build data to be used for analytics to drive improvements in programs.
   b. Next impact metrics to be developed are for ProTours.

6) Next Call: September 5, 2019, 9am
7) Next in-person meeting: September 27, 9am-2pm, NORESCO 90 Broad St., NYC

Motion to adjourn: Rob M; seconded Ben S.

Meeting closed 9:58AM

Minutes submitted by Saheel C