

## **NESEA BOD Meeting**

07/11/2019

Zoom Meeting

### **Participating**

Miriam Aylward

Lauren Brust Moss

Betsy Glynn

Phil Kaplan

Fortunat Mueller

Andrew Webster

Saheel Chandrani

Rachel White

Rob Meyers

### **Not Participating**

Nancy Ludwig

Jennifer Kearney

Ben Southworth

John Skipper

### **9:05am Meeting brought to order.**

New Board Member: Kate Stephenson

#### **Vote:**

- 1) Motion to approve minutes for May and June 2019: Made by Saheel C. Seconded by Phil K.
  - a. Vote to approve unanimously

#### **Updates:**

- 1) Calendar for 2020 to be established; same cadence as 2019
  - a. Next in-person board meeting day after BE NYC in Sept 2019
  - b. Feb 6, 2020 in Greenfield, MA
  - c. Similar dates for Retreat in May in Providence, RI
  - d. Miriam A to send calendar invites
  - e. Jan 2 and July 2 meetings to be rescheduled to account for holidays
- 2) 50 Miles St
  - a. Lawyers are negotiating sale with new buyer for November 1 close date
  - b. Same end use for building and same tenant but new buyer
  - c. Negotiations seem to be amicable and going per schedule
  - d. Another suggestion to turn the building in to CO-OP with tenants and then share the cost of maintenance. This is not a good option for NESEA and the sale is proceeding
    - i. NESEA looking for a subletter in the new proposed space where NESEA would move, likely a NESEA member
- 3) Update on FY19 Financials
  - a. Ended many prior years negative
  - b. This year will be positive \$25k+
  - c. Small edits to the overall financials however overall positive

- 4) BENYC
  - a. Miriam site visit to NYC; networking with potential sponsors and members
    - i. Miriam toured the venue; very impressed. Lots of excitement about the venue as it allows for easy networking and attendee experience
  - b. Registration opens July 24 with 50 early bird tickets
  - c. 8am – 5pm duration for conference inclusive of all networking events
  - d. Opening reception potential sponsor by Daikin in Jersey City, NJ; NESEA compensated \$7,500 for sponsorship
  - e. Good progress for overall sponsorships with 6-8 potential sponsors still to pursue
  - f. Exhibitor sales is next focus; only 8 tables remaining with 35 prior exhibitors to be pursued
- 5) At retreat, discussed points of engagement. Following to be addressed:
  - a. Academic membership: figure out how many today and % of student and faculty members
  - b. ProTours: compile last 2 years of members vs non-members and first time attendees. And analyze follow-up activities and if this leads to any engagement with NESEA
  - c. Geography: NESEA territory and analyze member locations and service by NESEA.
  - d. BEBOS: look at and analyze attendee patterns i.e 2day/1day etc attendees
  - e. Bottom Lines: explore types of businesses and size
  - f. By December 2019: formal presentation on goals and progress
- 6) Andrew W, Development Committee:
  - a. Meeting on 7/10; full attendance
  - b. Deb G participated on the committee and will contribute to NESEA efforts
  - c. Dev Committee will look at \$50k+ gives/asks
  - d. Committee will work on concept papers etc to pursue foundations and other philanthropic orgs
  - e. Betsy G to lead academic institution engagement
  - f. Committee to reconvene in Aug
  - g. Explore and develop BELabs to incubate ideas and processes to further NESEAs mission. Committee will present a more thorough concept in the Aug meeting
- 7) Nominating committee to be updated next meeting

Motion to adjourn: Fortunat; seconded Andrew W.

Meeting closed 10:01AM

Minutes submitted by Saheel C