

NESEA BOD Meeting

11/07/2019

Zoom Meeting

Participating

Miriam Aylward
Lauren Brust Moss
Saheel Chandrani
Phil Kaplan
Nancy Ludwig

Rob Meyers
Fortunat Mueller
Ben Southworth
Kate Stephenson
Andrew Webster
Rachel White

Not Participating

John Skipper
Jennifer Kearney
Betsy Glynn

9:03am Meeting brought to order.

Vote:

- 1) Motion to approve minutes for September 2019: Made by Phil K. Seconded by Rob M.
 - a. Vote to approve unanimously.

Updates:

- 1) Update on 50 Miles and Move
 - a. Building sale closed November 6, 2019. Deed recorded at 12:19PM.
 - b. All financials and legal matters are completed.
 - c. Move is completed to new location. Team is settling into new work spaces.
- 2) Q1 Financials
 - a. YTD, NESEA brought in 110% of budgeted revenue for Q1. Overall pleased with results. Big source is that BE-NYC was completely in Q1. Sponsorship
 - b. BE-NYC food/bev expense was higher than anticipated however with event being sold out, revenue made up for additional cost.
 - c. 9 FTE staff as opposed to 10 so modest raises and no salary cut. Expense line on as expected.
 - d. Overall expenses higher than FY19Q1 however this is due to BENYC being in Q1 and actual expenses were below budgeted expenses for FY20Q1.
 - e. Next finance committee meeting: discuss options on paying off credit card balances, lines of credit, and loans to self. Continue to strengthen financial position of NESEA. Intent is to begin to build a 'rainy-day fund'.
 - f. ProTours are head of plan due to strong sponsorship revenues.
 - g. Higher than anticipated revenues for BENYC.
 - h. Large EP donation in Q1

- i. BEBOS tracking strong due to early sponsorship commitments.
- 3) Program Updates
- a. Fundraising: 70% of budget; Miriam A dedicated little time due to other commitments, however, this shall become a focus going forward.
 - b. Bottom Lines: 7 openings for the spring cohort; Miriam A to do outreach to recruit new members.
 - c. Membership: strong membership growth. Industry membership level with additional benefits including logo on main page at nesea.org
 - d. ProTour: 50th ProTour that Flo is hosting.
 - e. Magazine: only 1 per year, working out well for benefits and quality of publication.
 - f. BEBOS: Miriam A working on sponsorships. Speaker lineup being finalized. Sponsored breakout sessions are popular and being considered.
- 4) Nominating committee:
- a. BEBOS – Fireside chat scheduled to discuss nominating process and board selection.
 - b. Start to work with candidates and introduce skills and qualities that are desirable. Build a document that highlights these characteristics.
 - c. Brainstorming session on skills and expertise that is needed:
 - i. Being a good listener
 - ii. ‘you don’t want anyone on the board that couldn’t lead the board’ – leadership qualities
 - iii. Someone to do legwork; ‘roll up sleeves’ and get done
 - iv. Track record of involvement with the organization, not just in a financial capacity, but with the programs. Demonstrated commitment.
 - v. Someone who understand the commitments, time and others, that are needed for NESEA over other organizations.
 - vi. Understanding and commitment to the mission & industry
 - vii. Strong financial expertise on a few members of the board
 - viii. Fundraising experience on a few members of the board
 - d. Nominating committee to review April 2017 meetings for similar exercise being performed.
- 5) Next meeting: December 5, 2019.

Motion to adjourn: Ben S; seconded Rachel W.

Meeting closed 10:01AM

Minutes submitted by Saheel C