Since its founding in 1975, NESEA has grown, matured, and endured. The thoughtful and loyal community we have cultivated was essential to our ability to meet the unique challenges of this past year. I’m incredibly proud of what we’ve accomplished together and pleased to be able to share some of the highlights with you.

**Financial Resilience**

Over the last few years, the board and staff have put a tremendous amount of work into developing NESEA’s financial resilience. As a result, we started 2020 in a strong position and have been able to roll with the punches. Some of the significant steps we took in FY20 to improve our financial position included:

- **Selling 50 Miles Street.** For over 25 years, 50 Miles Street in Greenfield, Massachusetts was NESEA’s HQ. It was a wonderful base for our operations and staff. As our scope expanded and deferred maintenance piled up, the cost and time to maintain the building became unsustainable and impractical. We closed on the sale of the building in late October 2019.

- **Bringing our debt down to $0.** Through the sale of the building, careful cash flow management, and a successful conference season, we were able to pay off all of our debt including a long-standing line of credit, our credit card balance, and a short term loan.
• **Implementing a successful new model for BuildingEnergy NYC.** In September 2019 we piloted a new model for this annual conference, establishing new ways to engage industry partners while maintaining the non-commercial nature of conference sessions. As a result, the event surpassed financial expectations and played a significant role in supporting NESEA overhead.

**Program Resilience**

Thanks to a strong financial position and a forgivable PPP loan, we were able to keep all of our full-time staff employed through FY20. Keeping our team together was essential in continuing to develop new ways to engage our community and meet our mission through online programming.

On March 10 we made the decision to postpone BuildingEnergy Boston, and on April 2 we held our first webinar, “Getting To Zero: Bringing Residential Electrification To Scale.” **Over the next three months we hosted more than twenty online events**, including seven webinars, one Content Committee meeting, a Pro Tour of a Passive House retrofit in the Hudson Valley, 12 Bottom Lines Office Hours, and other community events.

**Future Resilience**

Despite our relative position of strength, FY20 yielded a net loss of 10%, a loss associated with our inability to hold major events in person. As economic uncertainty persists, we’re actively developing ways to ensure that our position remains strong. Some of these avenues include serving as a fiscal sponsor for mission-aligned community projects, applying for federal and private grants to fund our diversity and workforce development initiatives, and establishing an endowment fund. We continue to think strategically about how to celebrate NESEA’s past and prepare for its future.

Thanks for being a part of our community! As always, please reach out to me if you have any questions at all.

With appreciation,

Miriam Aylward, NESEA Executive Director

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**Our Vision**

We envision a built environment in the Northeast that is climate neutral, adaptive & resilient, energy independent, architecturally inspiring, & supportive of connection & community.

**Our Mission**

NESEA advances the adoption of sustainable energy practices in the built environment by cultivating a community where practitioners share, collaborate & learn.

**Governance**

You can educate yourself on NESEA’s behind-the-scenes operations at www.nesea.org/governance. Learn about board meetings, policies, taxes, and more! We are proud of how we operate as an organization, and do our best to keep our members informed.

If there’s something you think is missing from the governance section of our website or that you’d like to know about, please contact Executive Director Miriam Aylward at maylward@nesea.org.

*Every effort has been made to ensure accuracy in this report. Please report any errors to Miriam Aylward at maylward@nesea.org.*
FY20 by the Numbers

• NESEA turned **45 years old!**

• We launched a pre-conference webinar series that included **7 webinars.**

• **NESEA Membership grew** to 3,200 individuals & organizations.

• 146 individuals, companies, and households **supported NESEA with donations.**

• **NESEA hosted 41 events** which received more than 4,000 registrations in total.

• We continued to engage **60 member companies** in our BuildingEnergy Bottom Lines business development program and added **12 virtual Office Hours** events for participants.

• **BuildingEnergy NYC sold out** and featured 16 sessions and 4 types of CEUs.

• 39 companies became **first-time business members.**

• **14 schools** gave 166 students and faculty **access to NESEA programming** through Academic Membership.

• We hosted **9 BuildingEnergy Pro Tours** (8 in-person and 1 virtual).

• 4 people showed their **lifelong commitment to NESEA’s mission** and vision by becoming Lifetime Members, joining a group of 88 other individuals.

• We brought **NESEA’s debt down to $0.**
Mariel Hoffman became the first recipient of the Kate Goldstein Emerging Leader Award at BuildingEnergy Boston 2019.

Thanks to Our Donors

**Kate Goldstein Fund for Emerging Professionals**
Donations to this fund underwrite NESEA's efforts to recognize and support emerging leaders in our community as we continue to diversify our leadership and membership in terms of age, race, and gender identity.

Bessma Aljarbou  
Battle Road Track Club / New Balance  
EN-POWER GROUP  
Jeannie Plover & Jack Goldstein  
Harvey Michaels  
Michael Rosen  
Bennett Sandler  
Peter Temple

**NESEA Emerging Professionals Program**
These donations provide funding for the administration and program development of the Emerging Professionals Program, making it possible for NESEA to further our efforts to engage and support the next generation of leaders. These donations also allow us to continue to offer resources to individuals early in their careers, including special pricing for events and memberships.

Mel Baiser  
Max Horn  
Andrew Shapiro  
Community Foundation of Western MA  
The Pat Cooke Fund  
James Kirby

**BE the Future**
BE the Future is NESEA's scholarship program. Contributions from scholarship sponsors in FY20 were combined with donations to the emerging professional program to fund memberships and conference registrations for more than 40 students and emerging professionals, and to fund conference registrations for more than 80 students of academic members to attend our virtual conferences in August and September, in our new fiscal year.

Andy Shapiro  
David Matero Architecture  
Fred Davis Corporation  
Hank Keating

**Annual Fund Donors**
377 Builders  
Abode Energy Management  
John Abrams  
Joshua Ain  
Peter Amerongen  
Andrew M. Sidford Architects, PC  
Miriam Aylward  
Alexandra Beckenstein  
Robert Benz  
Carl Berger  
Warren Berger  
Eric Bluestone  
Kris Brill  
Matthew Broderick  
Lance Brown  
Michael Bruss  
Byggmeister, Inc.  
Lisa Carey Moore  
CHA Architecture  
Saheel Chandrani  
Community Foundation of Western MA  
Anonymous Contributions  
Caitriona Cooke  
Valerie Corbett  
Cotuit Solar, LLC  
Beverly Craig
Fiscal Year 2020 Financials

STATEMENT OF ACTIVITIES

<table>
<thead>
<tr>
<th>Year</th>
<th>FY20</th>
<th>FY19</th>
<th>FY18</th>
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<tbody>
<tr>
<td>Income</td>
<td>$842,131</td>
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<td>Expenses</td>
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<td>Net Income/Loss</td>
<td>$(84,426)</td>
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The financial information for FY20 is unaudited data. NESEA is a 501(c)(3) non-profit organization. Our IRS Form 990 is available at nesea.org/audits-tax-returns.

FY20 income includes building sale and forgivable PPP loan, and excludes any revenue received for BuildingEnergy Boston 2020. FY20 expenses include closing and moving costs, and exclude expenses for BuildingEnergy Boston 2020 except for staff time. All numbers exclude depreciation and paid time off liability adjustments for simplicity.
I have been learning from NESEA and its members for more than 17 years already. A NESEA Lifetime Membership affirms that I expect to learn for another 17 or more! I am particularly pleased that NESEA is now leading conversations about diversity and inclusion in the building energy industry."

– Bomee Jung, New York City Housing Authority (NYCHA)