

FY20 Annual Report

July 1, 2019–June 30, 2020



Attendees at the BuildingEnergy Pro Tour "ZNE Modular + Passive New Construction + DER" in Burlington, VT on September 20, 2019.

*Attendees at the BuildingEnergy Pro Tour
of a deep energy retrofit of a Brooklyn
brownstone on December 13, 2019.*



Resilience Under Pressure

A Message from Executive Director Miriam Aylward

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

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.



From the session "Electrification and Large Buildings" at BuildingEnergy NYC 2019

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

Jim Kirby
Kaplan Thompson Architects
Pat Cooke Fund

Annual Fund Donors

377 Builders
Abode Energy Management
John Abrams
Joshua Ain
Peter Amerongen
Andrew M. Sidford Architects, PC
Miriam Aylward
Alexandra Beckenstein
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Eric Bluestone
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Community Foundation of Western MA
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Peter Temple
The Green Engineer, Inc.
Timeless Architecture
Richard Toole
Truth Box, Inc.
Kohta Ueno
Vivian Urdaneta
Valley Home Improvement
Andrew Webster
Rachel White
Barbara Wurst
Yule Development Co., Inc.
ZeroEnergy Design
Eric Zimmerman
Maura Zlody

Fiscal Year 2020 Financials

STATEMENT OF ACTIVITIES

Year	FY20	FY19	FY18
Income	\$842,131	\$1,266,808	\$1,206,066
Expenses	\$926,557	\$1,247,090	\$1,278,663
Net Income/Loss	\$(84,426)	\$19,718	\$(72,597)

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](https://www.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.

ASSETS

Cash \$319,153
Accounts Receivable \$42,758
Other Current Assets \$144,048
Fixed Assets \$605
Other Assets \$74,653
Total Assets \$581,218

LIABILITIES & EQUITY

Total Liabilities \$603,485
Total Equity \$(22,268)
Total Liabilities & Equity \$581,218



Lifetime Member Bomee Jung (left) spoke in the conference session "NYC Public Buildings and Public Housing" at BuildingEnergy NYC 2016.

NESEA Lifetime Members⁺

John Abrams
Amelia Amon
Mitch Anthony
Cindy Barber
Tedd Benson
Andrew Blair
Steve Bluestone
Les Bluestone
Eric Bluestone
Dave Boettcher
Tedrowe Bonner
Erica Brabon
Michael Bruss
Jean Carroon
Chungha Cha
Howard Chong
Bruce Coldham
Caitriona Cooke
Darien Crimmin
David Davenport
David Dilts

Katherine DiMatteo
Martine Dion
Paul Eldrenkamp
Nicole Faulkner
Jason Federspiel
David Foley
W. Kent Gano*
Michael Gimbrere
Betsy Glynn
Kate Goldstein*
Richard Gottlieb*
Robert Grogan
Larry Harmon
Thomas RC Hartman
Joe Haskett
Nancy Hazard
Susan Hazard*
Kent Hicks
Michael Hindle
Doug Holmes*
Max Horn

Jenna Ide
Gerard Ives
Bomee Jung
Phil Kaplan
David Keefe
Stephen Kurkoski
Jo Lee
Warren Leon
Carol Levin
Paul Lipke
Stephen MacAusland
Jennifer Marrapese
Christina McPike
Rob Meyers
Thomas Mills
James Moriarty
Lauren Moss
Fortunat Mueller
Ken Neuhauser
Carolyn Newhouse
Heather Nolen

Jonathan Orpin
Andrew Padian
James Petersen
Mary Quigley
Bernice Radle
Richard Renner
Marc Rosenbaum
Tom Rossmassler
Laurence Saunders
John Schnebly
Andrew Shapiro
Steven Silverman
Chris Sirois
Jodi Smits Anderson
Ben Southworth
Linda Stansfield
Kate Stephenson
Marc Sternick
Bill Stillinger*
Steven Strong
Marilyn Strong*

Damon Strub
Stephen Stuart
Lois Sturm
Peter Taggart
Peter Temple
Tom Thompson
Fred Unger
Henry Vandermark
Juliana Keyes
Vandermark
Ellen Watts
Andrew Webster
Rachel White
Robert Wills
Alex Wilson
Jonathan Wright

**In Memoriam*

**As of November 4, 2020*

“ 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)