



April NEOA Business Meeting- Friday, April 14, 2022

4:00-5:00PM

Sheraton Portsmouth, NH

Agenda

Call to Order at 4:05pm Quorum Established at 4:08pm 88 in attendance, 1 guest in attendance

Approval of Agenda- President, Deb M presents agenda.

- No changes.

Action: To approve the agenda

Motion to approve agenda by: Josh G

Second by: Rick W

Motion carries, at 4:09PM, 87 yeas, one abstention

Secretary Report – Eric Pratt’s report posted with NEOA Conference Materials.

- No changes.

Action: To approve **2021 Business Meeting Minutes** as amended

Motion to accept the 2021 Business Meeting Minutes by: Brian P

Second by: Gail Mance Rios

Motion carries, at 4:12 AM, 87 yeas , 1 abstentions

Treasurer’s Report- Kristin Hagopian reports out.

- **Please refer to attached full 21-22 report for actuals. Some topics/highlights covered:**
- We have ads worth 1600 vs 450 budgeted
- Exhibitors paid 8500 vs 11000 budgeted
- Purchased a square payment system
- Silent auction \$2860.67
- \$2000 donation received for past president’s dinner
- Member dues currently for this year are at \$12,210 compared to \$18,260
- Annual conference income is \$81,889.30 vs \$116,741.67
- Our current expenses are \$118,925.65 compared to last year’s expenses of \$110,760
- Our net operating income is \$26,913.65 compared \$85,850.39 due to virtual events
- State dues received \$1200
- TRIO Day
- Matt B questions about TRIO day income/enrollment comparison. Rick W responds. Virtual enrollment is significantly higher, almost double of in-person attendance.
- Error in supplies, not \$120,000, it should be \$120



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- Policy seminar expenses discussed
- Expenses: bank fees/board meetings/insurance/PD for members/speaking fees/membership refund/new technology purchases
- Rick W appreciates the work and clarity

Action: Approve Treasurers Report

Motion to approve Treasurer's Report by: **Stephanie**

Seconded by: Josh Gagnon

Motion carries at 10:20 AM, unanimous

Finance Committee Report: Melissa Goyait report out

- Discusses time to make changes, two changes to CDs to take advantage of better rates
- Moved accounts from Eastern Bank to TD Bank, much better customer service and access to a better branch network, fees are also minimized
- Discussed current balances in TD checking account
- Have invested in infrastructure like AV equipment and square payment
- New accountant will complete 2020 and 2021 annual report after tax season is over. Final reports will be shared with the membership and posted on the website
- Discussed challenges of finding an accountant
- Have been working on updated financial policies. New policies are posted on website.

President's Report- Deb M report out.

- My roles is to make sure that we are fulfilling the strategic plan
- Strengthen and support state associations. Attended state conferences to connect and update membership on NEOA opportunities
- State initiative grants were made available. Two grants applied.
- New technology is available for states to use for their conferences and meeting (A/V)
- Supported advocacy.
- Provided PD to membership. Grant writing workshops/committee to suggest and plan PD opportunities/AMLI happens every other year, Craig will provide more info/Program roundtable/conference. Reggie appreciates UB grant writing workshop
- Tried to foster leadership within NEOA and encourage participation. Virtual options have helped participation on committees. More people are engaged in the work of NEOA than ever before.
- Board members encouraged to bring friends to board meetings to get first hand experience.
- Worked with treasurer and finance committee to plan and execute budget
- Ramon G has done great work as our development chair

Please remember silence any telephones and electronic equipment during meeting.



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- Advocacy: discussed Policy Seminar, NEOA awards, TRIO Day, working with COE around local outreach, state advocacy, TAD talks for alumni new initiative by Randy.
- Personal goal was to: increase participation, successful in getting in-person Board Meetings and technology helped increase participation. Reinigorated Green Initiative. Tried to connect with other state organizations but that is currently a work in progress.
- It has been a joy to do this job. I appreciate the support that I received this year and I'm so glad that I took this opportunity. I strongly recommend not waiting till the end of your tenure to do this like I did.
- Please attend President's reception

President- Elect's Report- Rob P reports out

- Expresses thanks for being voted President-Elect and proud to represent New England along with CT
- Participating on COE committees, Personnel and State initiatives committee
- COE provides a lot of mentorship in these roles. Even if you feel unprepared to take on these roles you can grow into these opportunities and get a lot of support.
- Want to continue the Green Initiative
- There are a lot of new faces, we want to make sure that we encourage participation
- Honored to represent all of you on the COE Board and will try to make sure that NEOA is well represented.

Past President's Report- Brian P reports out.

- NEOA is at 88% for FairShare to support COE. Trying to get to 100%
- Current Slate of Nominees presented. Following this meeting, all active members will receive a ballot via email and will be due by April 16th.
- Nominations from the Membership: None.
- All members running for board positions gave brief remarks.
- President-Elect Candidate: Lindsay Carpenter
- Vice President Candidate: TBA
- Treasurer Candidate: Matt Bourgault
- Secretary Candidate: Gaurav Khanna
- State Liaisons:
 - Maine: Sam Prosser
 - Massachusetts: Mendrick Banzeula
 - New Hampshire: Chris Lee
 - Connecticut: Jennifer Benson
 - Rhode Island: Gail Mance-Rios
 - Vermont: Dylan Bertolini

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Action Item: Sarah M moves to elect slate by acclamation as presented

Seconded by: Josh G seconds

Question about election of VP

Motion passes 87 yeas, one abstention

Old Business: None

New Business:

- Silent auction is closed
- Football raffle is still open
- Biddingforgood.com/NEOA is still open until 4/28
- Will accept gift cards for online auction

Motion to adjourn: Yvette L

Seconded by: Melissa G

Motion passes unanimously, 88 yeas, 0 nays, at 5:07 PM.

Next NEOA Business Meeting:

Next Meeting: NEOA Conference 2022, Portsmouth, NH