

**SOUTH HADLEY ELECTRIC LIGHT DEPARTMENT
BOARD OF COMMISSIONERS EXECUTIVE SESSION MEETING
85 MAIN STREET, SOUTH HADLEY, MA
OCTOBER 27, 2022, at 5:15 PM**

Present for the Board: Chairman John Hine, Vice Chair Denise Presley, Gregory Dubreuil, Paul Dobosh, Kurt Schenker (arrived 5:18)

Present for staff: General Manager Sean Fitzgerald, Financial Manager Michael Conchieri, Administrative Assistant Kim Mendoza

The executive session of the Electric Light Board convened at 5:15 PM following an open session motion to enter into executive session by Mr. Dubreuil, seconded by Mr. Dobosh.

Mr. Fitzgerald stated that, at the last executive session meeting, the Board approved moving forward on the RFP with Mike Solitro, from Sertex, to be the ISP for five towns in the Portland Maine area. There is nothing new on that RFP yet, but Mike had 2 more RFP opportunities to discuss.

The first was an RFP for the Northwest Fiberworx project in northwest Vermont consisting of a Communications Union District (CUD). A CUD is an organization of two or more towns that join together, as a municipal entity, to build communication infrastructure together. It began when Vermont legislative passed an act to accelerate community broadband deployment. The CUD is currently funded using State and Federal grants, commercial loans, and revenue bonding. Mike Solitro advised that the CUD's negotiations for this project, with Google, fell apart so they have decided to issue an RFP which he is in process of putting together a response. They have roughly 30K homes in 22 districts or towns and SHEL'D's role would be the ISP, much like it is for the Leverett and Shutesbury. Sertex would provide the in-field technical construction and connectivity while SHEL'D would provide the network engineering thru HG&E, support, billing, customer service, and help desk. HG&E expressed interest in this opportunity.

The second one is for the City of Hartford. Sertex performed a high-level design and budget estimate earlier this year for 60K homes, plus large businesses. 35K are in MDUs. Sertex is currently working on several other ongoing fiber projects for them, including city-wide WiFi and Police cameras. [REDACTED]

Mr. Fitzgerald recommended that SHEL'D be included in the Sertex/Vermont Northwest Fiberworx RFP. This allows SHEL'D to be an agent of Sertex and they become the responsible entity for the RFP commitment, much like a sleeving agreement. The Vermont opportunity aligns with SHEL'D's projects consisting of mostly residential and municipally owned. He recommended that the Board authorize him to participate in the Sertex RFP response as an agent ISP provider for the Vermont opportunity.

It is Mr. Fitzgerald's recommendation to decline Hartford CT, at this time. The Hartford CT opportunity is more metropolitan and multi dwelling commercial business and less aligned with SHELD's service make up.

After answering several questions from the board on SHELD staffing and space for expansion, possible revenues, and the process to move forward on the Vermont and Maine RFPs, a motion was made by Mr. Dubreuil, and seconded by Mr. Dobosh. It was unanimously

VOTED: To authorize SHELD Management to proceed with the next level in the RFP process for Maine and Vermont, by a roll call vote: Ms. Presley – aye, Mr. Dubreuil – aye, Mr. Schenker – aye, Mr. Dobosh – aye, Mr. Hine – aye.

Adjourn:

On a motion by Mr. Schenker, and seconded by Ms. Presley, the meeting was unanimously

VOTED: to adjourn, by a roll call vote: Mr. Dobosh-aye, Mr. Dubreuil-aye, Mr. Schenker-aye, Ms. Presley-aye, Mr. Hine-aye.

The executive session meeting was adjourned at 5:43 PM.



Gregory Dubreuil, Secretary

Approved: December 8, 2022



Paul Dobosh, Clerk

Approved for Release with Redactions:

March 28, 2024