

**SOUTH HADLEY ELECTRIC LIGHT DEPARTMENT  
BOARD OF COMMISSIONERS' VIRTUAL MEETING  
FEBRUARY 29, 2024 AT 4:00 P.M.**

Present for the Board: Chair John Hine, Vice Chair Denise Presley, Kurt Schenker (arrived 4:04), Paul Dobosh, Ron Coutu

Present for SHELD: General Manager Sean Fitzgerald, Financial Manager Michael Conchieri, Administrative Services Specialist Kim Mendoza, Engineer Matthew DelMonte

The virtual open meeting was called to order at 4:00P.M. by Chair Hine who stated: The Board would move to executive session pursuant to M.G.L. c. 164, § 47D, to consider the purchase, exchange, lease or value of real property, which if discussed in open session may have a detrimental effect on the negotiating position of the public body, AND for the purposes of discussing trade secrets, confidential, competitively sensitive, or other propriety information pertaining to battery storage and fiber projects, and to return to open session at approximately 5:00PM.

On a motion by Mr. Coutu and seconded by Mr. Dobosh, it was VOTED: To move to executive session for the reasons stated by the Chair and return to open session at 5:00 PM, by a roll call vote: Mr. Coutu-aye, Mr. Dobosh-aye, Ms. Presley-aye, Mr. Hine-aye.

The Board returned to open session at 5:00 PM. Ms. Presley arrived at 5:02.

**Minutes Approval:**

1/25/2024 Open Session:

On a motion by Mr. Dobosh and seconded by Mr. Schenker, it was VOTED: To approve minutes of January 25, 2024, by a roll call vote: Mr. Dobosh-aye, Mr. Coutu-aye, Mr. Schenker-aye, Mr. Hine-aye.

**Public Comments:**

Mr. John Howard asked if MLPs will be affected by the Clean Heat Standard. Mr. Fitzgerald stated he would reach out to MMWEC for more explanation and get back to Mr. Howard.

**Manager's Report:**

Outages: There were no outages to report for the past month.

AMI Update: To date, SHELD has installed 5957 of the 8,000 AMI meters.

Fiber Update: South Hadley fiber accounts total 2353. Fiberspring will reach 2400 customers in South Hadley in March. Next month the Board will be given information on the status of MDUs. Total fiber connections, including Leverett and Shutesbury: 3878, with 1371 phone customers.

**November 2023 Financials:**

Mr. Conchieri referenced PowerPoint slides as he gave a brief overview of the financials for the month ending November 30, 2023.

Kilowatt hour sales of 99,074,000 for 2023 were down by 3.8% from 2022 or 3,909,000 kilowatt hours. Year-to-date operating revenues of \$15,023,000 were up from 2022 by 9.9% or about \$1,355,000, consisting of a decrease of \$518,000 in volume and an increase of \$1,874,000 in selling price.

The 2023-kilowatt hour purchases of 100,306,000 were down by 4.23% from 2022, or 4,443,000. The 2023 cost of power sold of \$9,137,000 was down by about 5.74% from 2022, or \$556,000, consisting of a decrease of \$410,000 in kilowatt hour purchase volume, and a decrease of \$146,000 in purchase price.

The increase in revenue was offset by the decrease in the cost of power; therefore, the net revenue of \$9,110,000 was up from 2022 by \$3,529,000. The actual net revenue was up from the budgeted amount by \$680,000.

All other 2023 operating expenses of \$8,026,000 on a combined basis, were up from 2022 by about \$1,713,000 and up from the budgeted amount by \$417,000.

November 2023 ended with a net YTD gain of about \$1,380,000, compared to the 2022 net loss of \$1,630,000 and was up from the budgeted amount of a \$1,132,000 profit. Mr. Conchieri answered questions from the Board including why the fiber revenues were not reported separately from the electric revenues. It was stated that the fiber business is a competitive business and the Board had voted to keep the financials combined with the electric revenues. Mr. Hine stated that the fiber revenues are now covering operation expenses and paying the debt service. Mr. Fitzgerald reminded everyone that SHELD is audited by a third-party firm who verifies the accuracy of its reporting and SHELD is profitable.

**Master Plan Implementation Committee (MPIC) Update:**

Mr. Fitzgerald presented the Board with the updated Master Plan information to be submitted this year. Mr. Hine would like to see an additional comment in the climate change goal to relocate SHELD out of the 100-year flood plain area of town.

**General Manager's 2024 Goals:**

Mr. Fitzgerald presented an updated draft of his 2024 goals to the Board. He explained that while some of the goals are S.M.A.R.T. goals and are easily measured, like reliability and project, some are more difficult to measure, such as social media usage.

Mr. Fitzgerald reviewed some of the additional information he had added to his goals list and stated he was working on getting reliability stats for fiber. Mr. Coutu and Mr. Dobosh were very pleased with the additional explanations provided by Mr. Fitzgerald.

Mr. Hine said that Mr. Fitzgerald would address the status of his goals at the end of the year for his evaluation. Mr. Hine asked for a motion to approve the GM's goals.

On a motion by Mr. Dobosh and seconded by Mr. Coutu, it was  
VOTED: To approve the goals as written by the General Manager, by a roll call vote: Mr. Dobosh-aye, Mr. Schenker-aye, Mr. Coutu-aye, Ms. Presley-aye, Mr. Hine-aye.

**Old Business:**

No old business.

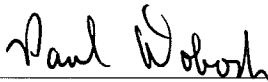
**New Business:**

No new business.

**Adjourn:**

On a motion by Mr. Coutu, seconded by Mr. Dobosh, it was  
VOTED: To adjourn the meeting by a roll call vote: Ms. Presley-aye, Mr. Dobosh-aye, Mr. Schenker-aye, Mr. Coutu-aye, Mr. Hine-aye.

The open session ended at 5:29 P.M.



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Paul Dobosh, Light Board Clerk

Approved: March 28, 2024

EXHIBIT A

List of Documents reviewed at the February 29, 2024, Municipal Light Board Meeting

1. Draft Open Session Minutes January 25, 2024
2. Financial Statements November 30, 2023, and 2022
3. Master Plan Update for March 2024
4. General Manager's 2024 Goals