

**SOUTH HADLEY ELECTRIC LIGHT DEPARTMENT
BOARD OF COMMISSIONERS' VIRTUAL MEETING
AUGUST 24, 2023, AT 6:00 P.M.**

Present for the Board: Chair John Hine, Vice Chair Denise Presley, Paul Dobosh,
Kurt Schenker (arrived 6:18) Absent: Ron Coutu

Present for SHELD: General Manager Sean Fitzgerald, Financial Manager Michael
Conchieri, Administrative Assistant Kim Mendoza, Marketing & Customer Service
Manager Kelly Frazier

The virtual meeting was called to order at 6:00P.M. by Chair Hine.

Minutes Approval:

7/27/2023 Open Session:

On a motion by Ms. Presley and seconded by Mr. Dobosh, it was

VOTED: To approve minutes of July 27, 2023 open session, by a roll call vote: Mr.
Dobosh-aye, Ms. Presley-aye, Mr. Hine-aye.

Public Comment:

There were none.

Manager's Report:

Outages:

There was one outage caused by a tree falling on a pole crossarm on Park Street
impacting 5 customers for less than 2 hours. Crews removed the tree and replaced the
transformer.

Fiber Update:

Ms. Frazier said that Fiberspring was connecting its 2000th customer on Bardwell
Street at 9:00AM on Monday. A sign will be set on the lawn and several staff members
will attend to celebrate.

A map was displayed showing all of South Hadley and the status of the fiberhoods. The
majority of the map was green indicating the connected fiberhoods. Ms. Frazier
indicated the few areas that are still under construction or in the design stage. There will
be a couple of promotions and campaigns presented in the near future for new fiber
customers.

Department of Telecommunications and Cable Designation:

Ms. Frazier gave the Board an update on the DTC Designation recently received by
SHELD. After meeting the requirements, SHELD has been named a Designated
Eligible Telecom Carrier in the Commonwealth of Mass. She listed the requirements

that needed to be fulfilled. One requirement was that SHEL D offer the Lifeline discount to eligible customers. SHEL D must also demonstrate they can remain functional in emergency situations, have back-up power and meet customer protection and service quality standards. The Lifeline benefit is a discount for low-income customers which can be combined with the Affordable Connectivity Program discount. Marketing materials will be going out soon to inform all customers.

June 2023 Financials:

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

Kilowatt hour sales of 52,506,000 for 2023 were down by 3.2 % from 2022 or 1,780,000 kilowatt hours. Year-to-date operating revenues of \$8,113,000 were up from 2022 by 20% or about \$1,378,000, consisting of a decrease of \$221,000 in volume and an increase of \$1,599,000 in selling price.

The 2023-kilowatt hour purchases of 52,438,000 were down by 5.2% from 2022, or 2.9 million. The 2023 cost of power sold of \$4,705,000 was down by about 11% from 2022, or \$584,000, consisting of a decrease of \$277,000 in kilowatt hour purchase volume, and a decrease of \$307,000 in purchase price.

The increase in revenue was more than the increase in the cost of power; therefore, the net revenue of \$5,187,000 was up from 2022 by \$2.8 million dollars. The actual net revenue was up from the budgeted amount by \$800,000.

All other 2023 operating expenses of \$4,397,000 on a combined basis, were up from 2022 by about \$1.1 million and up from the budgeted amount by \$246,000.

June 2023 ended with a net YTD gain of about \$1,000,000, compared to the 2022 net loss of \$1,895,000 and was up from the budgeted amount of a \$396,000 profit. Mr. Conchieri answered questions from the Board.

Summer Internships:

Mr. Fitzgerald gave background information on the development of SHEL D's first summer internship program for South Hadley High students. It was influenced by several goals from SHEL D's Strategic Plan. Mr. Fitzgerald credited Commissioner Presley and Ms. Esem pio for helping with the implementation of the program. After interviewing a dozen students, two were chosen to work during the months of July and August. Isaiah Crouch worked with Bobby Liswell and the fiber crew, and Christian Aponte worked with Electrical Engineer Matt DelMonte. Mr. Fitzgerald summarized the projects the students worked on during their internships. The students had hands-on experience working with SHEL D staff and the program was a success.

Old Business:

There was none.

New Business:

There was none.

Adjourn to Executive Session:

After Chair Hine stated that the reasons for executive session, pursuant to M.G.L. c. 164, § 47D, are for the purpose of discussing trade secrets, confidential, competitively sensitive, or other propriety information pertaining to fiber projects and to consider the purchase, exchange, lease or value of real property, as both would have a detrimental effect on the negotiating position of the public body if discussed in open session and not to return to open session.

A motion was made by Mr. Dobosh, seconded by Ms. Presley. The meeting was VOTED: to adjourn to executive session for reasons stated by the Chair and not to return to open session, by a roll call vote: Mr. Dobosh-aye, Ms. Presley-aye, Mr. Hine-aye, Mr. Schenker abstained.

The open session ended at 6:30 P.M.



Paul Dobosh, Light Board Clerk

Approved: September 28, 2023

EXHIBIT A

List of Documents reviewed at the August 24, 2023, Municipal Light Board Meeting

1. Draft Open Session Minutes July 27, 2023
2. Map of South Hadley's Fiberhood Status
3. Financial Statements June 30, 2023 and 2022