



**SOUTH HADLEY ELECTRIC LIGHT DEPARTMENT
BOARD OF COMMISSIONERS' HYBRID MEETING
TRUSTEES ROOM AT THE LIBRARY
AUGUST 27, 2026, AT 6:00 P.M.**

Present for the Board: Chair John Hine, Vice Chair Paul Dobosh (virtual), Ron Coutu, Darren Hamilton (virtual), Tom Terry

Present for SHELD: General Manager Sean Fitzgerald, Director of Operations Adam St. Martin, Administrative Services Specialist Kim Mendoza, Administrative Specialist-Human Resource Coordinator Holly Merchant, Financial Manager Michael Conchieri

The virtual meeting was called to order at 6:00 PM by Chair Mr. Hine

Minutes Approval:

7/23/2026 Open Session:

On a motion by Mr. Terry, seconded by Mr. Coutu, it was

VOTED: To approve the open session minutes of July 23, 2026, by roll call vote: Mr. Terry-aye, Mr. Coutu-aye, Mr. Hamilton-aye, Mr. Dobosh-aye, Mr. Hine-aye.

Public Comment:

No public comments

Manager's Report

Outages: There were two outages of impact, affecting one hundred and eighty customers from tree contact. August 3rd on High St., a tree took down the primary and secondary wires. The second outage was on August 17th, on Old Lyman Rd., which also took down wires. There were also some fiber outages on High St. These outages were back up and running within three hours.

Fiberspring Update:

Mr. Fitzgerald shared that Fiberspring now has a 55% take rate, there are over 3,040 customers and Fiberspring is continually growing. Fiberspring installs six to seven customers a week. Fiberspring recently had planned maintenance with HG&E in July and August. Mr. St. Martin shared the first round of firmware with Sienna went through without issue. The second phase of the planned maintenance there was an issue on Sienna's end, the firmware version that was being pushed was not compatible with the units. This had little impact due to HG&E's back up connection, which performed flawlessly during the outage. The update was pushed again the following week and went without any issues.

Mr. Hamilton asked if Mr. Fitzgerald knew how Fiberspring's take rate compared to other's take rates. Mr. Fitzgerald said that Fiberspring can compare to Westfield and Chicopee. Nationally there are statistics available with the broadband institute that these types of projects are generally at a 40% to 50% and above take rate.

Mr. Fitzgerald stated that there was another meeting with the Town of Longmeadow's finance committee on Fiberspring. Questions were answered by Fiberspring staff on the financials. First the Town of Longmeadow finance committee did not support the project. It seems now that the committee is reassessing and is interested in supporting the project. The Town of Longmeadow asked if there were ways to make the initial 8 million dollars



less costly. Fiberspring staff provided them with some ideas. A follow-up will be done with the committee as soon as possible. Mr. Fitzgerald stated that the Town of Wilbraham has asked us to come and present on our services. Commissioner Terry asked what drives towns' choice of Fiberspring typically. Mr. Fitzgerald referenced the recent decision of the Longmeadow MLP in response, which Longmeadow cited the depth of technical expertise we displayed and the bandwidth of our team to focus on their project as key factors.

May 2026 Financials:

Mr. Conchieri presented PowerPoint slides as he gave a brief overview of the financials for the month ending May 31, 2026.

Kilowatt hour sales were up over 2025 by 2.64% or 1,242,000 kilowatt hours. Revenues were down by 3.71% or about \$300,000. The \$300,000 loss was attributable to the positive volume variance of 200,000, and a negative price variance of 500,000.

The cost of power sold increased from 2025 by 2.24%, or 1,038,000 kilowatt hours purchased, which mirrored the kilowatt hour sales. The cost of power sold increased by 12% from 2025, or \$600,000. The increase was due to higher purchase volume and higher price per kilowatt hour purchased.

The net revenue had a decrease from 2025 of \$700,000. The budget had a smaller increase in revenues and a larger increase in cost of sales of about \$1,00,000, short of budget numbers.

All other 2026 operating expenses of \$4,500,000 were over by \$500,000 from 2025, and over from the budget \$170,000. The increase was expected over 2025 and was close to the budget.

YTD there is a net loss of \$260,000 compared to 2025's profit of \$1,100,000. The cost will be recovered from the remaining part of the year.

Mr. Conchieri answered some questions from the board regarding the fluctuations and the timing difference to recoup losses or refund profits. It will balance out by year end.

Old Business:

Mr. Terry asked about potentially selling some of the land SHELD owns since SHELD purchased land for the new building.

Mr. Fitzgerald replied that SHELD is waiting for the Deed on the new land, and then some decisions can be made on the other properties SHELD owns. Mr. Fitzgerald stated there is land on Granby Rd., Battery Storage land (which is adjacent to Pine Shed and is currently being used), and Old Lyman Rd., (which was a separate piece of land, if another substation would be needed, next to the transmission lines), and the newest property on Old Lyman Rd. (for the new building). The Granby Rd. property is the only property at this time that Mr. Fitzgerald would recommend as surplus and that could be sold, which is about 11 acres, and it is delineated.

Mr. Coutu mentioned that a rate payer mentioned that SHELD/Fiberspring donates to a lot of the town functions throughout the year. Mr. Coutu asked if SHELD/Fiberspring should take part in these functions if it is rate payers' money, especially with the spending on the new building. Ratepayers may not want to contribute to certain functions. Is there an annual budget for this, and should the budget be tightened down?

Mr. Fitzgerald shared that there is a marketing budget to allocate for these expenditures. One of SHELD/Fiberspring strategic initiatives is to enhance the quality of life in South Hadley. The numbers are not



high, some are part of growing fiber sponsorships, and that is why you may see an uptick in the current marketing. Every municipal light plant in the state does participate in sponsorships. Mr. Fitzgerald stated that these numbers can be shared with the board at the next meeting.

Mr. Hine stated that by participating in sponsorships, such as Buttery Brook, reduces the cost to the town for the services SHELD has provided, so in some cases the taxpayer's saving some money or the rate payer's paying some money, some may say it ends up being almost a wash.

New Business:

Mr. Hine stated the MLB meeting for September is on Tuesday, the 15th and will be a virtual meeting. Going forward the MLB meetings will be virtual on zoom through the winter months.

Adjourn:

On a motion by Mr. Terry seconded by Mr. Hamilton, it was unanimously

VOTED: To adjourn the meeting, by roll call vote: Mr. Dobosh -aye, Mr. Hamilton -aye, Mr. Coutu-aye, Mr. Terry-aye, Mr. Hine-aye.

The open session ended at 6:38 pm.

Signed by:

Darren Hamilton

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Darren Hamilton, Light Board Clerk

Approved: September 15, 2026



EXIBIT A

List of Documents reviewed on August 27, 2026, at the Municipal Light Board Meeting

1. Draft Open Session Minutes of July 23, 2026
2. Signed Certificate for Pooled Loan Vote
3. May 2026 Financials