

GML Utility Services Coop
Meeting Minutes
January 31, 2024

The following individuals were in attendance:
Nick Lawler, Chair; Kevin Snow; Michael Cloutier; Scott Edwards;
Barry Tupper; Todd Willard; Conor Willard

Meeting called to order at 11:00 AM.

Approval of Agenda:

Kevin Snow motioned to approve the agenda as written. **Michael Cloutier** seconded the motion. Motioned carried 3-0.

Approval of Minutes:

Michael Cloutier motioned to approve the minutes of December 14, 2023. **Kevin Snow** seconded the motion. Motion carried 3-0.

GML Maintenance Services in Groveland

The building is complete. It still needs to pass a chapter 34 inspection, which Scott is working on scheduling. Kevin has completed the special permit application and will send it to Scott for his signature. GML is ready to sign the license agreement and is finalizing the layout and ordering of equipment. Lead time for equipment is approximately eight weeks. PUMIC has insurance in place.

Opportunities to advance in 2024:

There was a discussion about business collaboration between GML and Evolab Technology Solutions. Nick stated that GML sees a huge opportunity for IT services for MLP clients. MLPs are typically slow adopters. The vision is to grow together by offering IT services by a trusted source and providing outstanding value. The business model could range from rolling Evolab under the GML umbrella, or simply codifying the relationship through reduced contract rates for GML and its customers. Scott asked about Evolabs current offerings, customer base and growth plans. Conor reported that they offer full IT services: hardware, software, installation, and support according to the customer's needs. He explained that they provide these services either a la carte, or through a managed service contract depending on the customer's preference. Scott asked if they could provide all the IT services that an MLP would need. Conor

stated that they can, but like with any IT company, there are some limitations when IT interacts with OT. This is easily worked out with equipment vendors and operations personnel. Scott asked about growth. Todd stated that their current office is small, and they need a larger office and are currently looking to hire one more person. Todd also explained that when they started out, they were trying to be all things to all people. Now they are trying to narrow their focus more on utilities, like MLPs and water departments. Scott asked Conor to create a scope of services to include the four member MLPs and GML. This would allow us all to step into a formal relationship and potentially guide further efforts to strengthen our business relationship. President Lawler extended GML's heartfelt appreciation to Michael Cloutier for introducing Evolab to the GML members.

The discussion then turned to an idea from Pat Laverty that would create potential economies of scale savings for GML members and customers. He will be looking into the logistical possibility of consolidating rubber goods shipping among the GML utilities.

Update from the CEO:

Pat Laverty has interviewed several tree workers in the effort to hire a new employee at LELWD. He told Scott that he had potential candidates if he was interested in meeting with them. Scott will be following up with Pat. Rowley is interested in doing pole testing through GML. Scott said that there appears to be enough work to support two interns this summer, one could be based in Littleton, and one could be based in Groveland. Scott stated that 2023 taxes and financial statements would be ready by the next meeting.

Kevin Snow made a motion to adjourn at 12:10 PM. Michael Cloutier seconded the motion. Motion Carried 3-0.

Respectfully submitted,

Michael Cloutier, Secretary