

GML Utility Services Coop
Meeting Minutes
October 24, 2024

The following individuals were in attendance:

Nick Lawler, Chair; Michael Cloutier; Kevin Snow; Barry Tupper; Scott Edwards;
Pat Laverty; Matt Brown

Meeting called to order at 10:35 AM.

Approval of Agenda:

Michael Cloutier motioned to approve the agenda as amended. Nick Lawler seconded the motion. Motioned carried 3-0.

Discussion: Rowley Municipal Lighting Plant

Nick welcomed Matt Brown to the meeting and thanked him for coming. He mentioned that both Scott and Pat have expressed frustration working with Rowley. He mentioned that at this point, GML has limited resources and coordinating the few employees we have on the various projects is a challenge, and it has been particularly challenging to serve Rowley's needs due to the indecisive communication from Matt. Nick stated that the total billing from Rowley over the past two years is \$14K, most of which is reimbursable charges from Duncan and Allen. In contrast, Middleton has paid over \$500k in invoices over the same period. Scott and Pat each highlighted several points of frustration in dealing with the Rowley account. Examples of these include questioning a battery invoice, talk of utilizing/pricing another vendor for engineering and safety services that Pat offered, and not using glove testing or truck repair due to crew preference. It was mentioned that Matt would like to become a member of GML to save money on tree trimming. Nick stated that our prices will almost always be lower, and you can still save money by taking services as a customer; it isn't necessary to become a member. He recommended that Rowley follow the Holden model of taking as many services as possible to see if becoming a member is in line with Rowley's goals and values. Matt stated that most of the issues are due to miscommunication. He said that he would like to continue to work with GML and will be clearer about his intentions going forward. He mentioned that he will be going out to bid for tree trimming soon and would like GML to bid. Kevin suggested that it is a good start and to continue to take services from the many offerings GML has. EvoLab Technology Solutions was brought up as another example of how Rowley could continue to enjoy the great services they offer while saving money by doing so through GML. Matt excused himself

from the meeting and offered his appreciation for the opportunity to be heard. The GML members and staff thanked Matt for his attendance and continued interest in GML.

GML Opening at 944 Salem Street:

The glove testing machine has been delivered. Scott updated the Board about the recent communication from PUMIC that the glove testing services will not be covered under our general liability, which was recently tripled to \$3M. The PUMIC board felt that glove testing was not a normal utility function. Additional insurance could be purchased for approximately \$1,000 per month. Nick will contact Nichole and cc Scott regarding an appeal to this decision. Scott provided a projected income report for glove testing. This effort will not produce positive income based on the report. Income and profitability will increase through additional customers.

Financials Update:

Scott provided an asset value report that shows a profit for our operations year to date. He will provide a draft budget at the December meeting to be finalized for the January 2025 membership meeting.

CEO Update:

Scott has received a scope agreement with pricing from Conor. He will reach back out to him for additional data regarding EvoLab's forward pricing structure and GML savings potential. Discussion ensued regarding the new server purchase. It was decided that the server would be purchased with existing GML funds, and usage fees would be assessed to recover the investment. Pat projected that there would be additional customers utilizing the server and he will analyze how best to appropriately price this service. Barry would like EvoLab to begin work in Holden first. Kevin asked how busy the tree crews are and if there is enough work or too much work for them at this point. Pat stated that he will be meeting with tree service customers to create a schedule that will help answer that question. Kevin would like the tree crew for a few more weeks. Mike would like to update the heat rate quote for 2025, and all members want to look at subsequent years' HRs up to and including 2029.

Kevin Snow made a motion to adjourn at 12:35 PM. Michael Cloutier seconded the motion. Motion Carried 3-0.

Respectfully submitted,

Michael Cloutier, Secretary