



TOWN OF HUDSON  
MASSACHUSETTS  
LIGHT AND POWER DEPARTMENT

Phone (978) 568-8736 Fax (978) 562-1389

**Meeting:** Municipal Light Board

**Place of Meeting:** 49 Forest Ave. Hudson, MA 01749

**Date:** December 21, 2023

**Time:** 6:15 p.m.

RECEIVED  
DEC 13 2023  
HUDSON TOWN CLERK

**AGENDA**

1. Call to Order.
2. The Board to interview Sean McKeon for the General Manager position.
3. Board to discuss the three applicants for the General Manager position.
4. Board to vote on having the Chair negotiate a contract for the General Manager position.
5. Other
6. Next meeting date: January 16, 2023 via Zoom at 7:00pm.
7. The Board to meet in Executive Session to conduct strategy session in preparation for negotiations with nonunion personnel pursuant to G.L. Ch. 30A, Section 21(a)(2).

*Adjournment*

POSTED IN ACCORDANCE WITH THE PROVISIONS OF MGL 30A§§ 18-25

Received/Posted by Town Clerk

Date: 12 / 23 / 23

Time: 3:25 AM

# Sean McKeon

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## Professional Summary

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Experienced professional with 22 years of Municipal Electric Utility experience and 13 years contributing to the expansion of energy efficiency and renewable energy startups. Seeking to bring a unique skillset to the position of General Manager and continued electric grid reliability at a low cost to the Hudson Light and Power Department customers.

## Highlights

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- Collaborative leader
- Strong decision maker
- Proficient communicator
- 1<sup>st</sup> Class Lineman Certification
- Project planning
- Program Management
- Design and development
- Skilled Negotiator

## Experience

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### 2020 – Present Princeton Municipal Light Department

#### General Manager

- Manage day to day operations and long-term plan
- Maintain consistent rates
- Ensure future power supply meets the needs of Princeton and meets non-carbon emitting standards
- Reduced ISO-NE Capacity expense by ~50%
- Successfully negotiated Union Contract with Lineworkers
- Reduced customer payments in arrears by 46%
- Identified customer billing errors totaling \$50K annually
- Greatly improved the image of PMLD through transparency and social media management
- Elected to the NEPPA Board of Directors

### 2015 – 2020 Enel X (EnerNOC, Inc.)

#### Manager of Customer Onboarding – North America / Sr. Project Manager

- Managed team of Project Managers responsible for the successful implementation and maintenance of over \$300 million of annual revenue through demand response and battery storage projects
- Directed cross-functional teams in setting product implementation pricing for all verticals
- Researched and implement new technologies with Hardware & Software teams
- Managed recovery projects for high profile customers
- Supervised Utility Bill Management implementation team in Brazil on high profile projects

## **2013 – 2015 Petra Systems**

### **Senior Application Engineer**

- Developed the Application Engineer role and responsibilities
- Built and managed a team of Application Engineers
- Attended customer meetings with Sales Team and served as technical expert
- Responded to RFPs in conjunction with Sales
- Worked with Investor Owned and Municipal Electric Utilities to design and build solar generation and street lighting control projects
- Researched ISO regulations to ensure products would meet or exceed regulations
- Collaborated with other engineering teams to improve hardware and software

## **2007 – 2013 EnerNOC, Inc.**

### **Energy Efficiency Project Manager**

- Collaborated with Engineering, Software Development, Sales, Legal, and Executive Teams to secure EnerNOC's highest revenue project to date (DOER/Commonwealth of Massachusetts Enterprise Energy Management System)
- Lead Project Manager for Massachusetts DOER EEMS project
- Managed a team of EnerNOC Technicians, Electrical contractors, and Mechanical contractors to successfully install 1200 smart meters capturing usage of steam, gas, electricity, fuel oil, hot water and chilled water.
- Worked with utilities throughout the U.S. to develop a process for KYZ pulse and interval data orders

## **1988 – 2007 North Attleboro Electric Department**

### **First Class Lineman & Senior Meter Technician**

- Held several positions including Senior Meter Technician & First Class Lineman
- Installed and repaired the overhead and underground high voltage distribution system
- Responded to emergency calls
- Graduated from NEPPA Lineman & Meter Technician Training School, Fitzhugh Underground Splicing School
- Planned and executed the installation of a town-wide AMR metering system
- Worked with key accounts on power quality issues and reduction of demand charges
- Responsible for researching and implementing new technology for the Meter Department

## **Education**

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**2007 Fisher College, Boston MA:** Bachelor of Science in Business Administration

## **Certificates & Awards**

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NEPPA Special Recognition Award – Chair of NEPPA bylaws committee tasked with rewriting the bylaws(2023)

NEPPA Service Award – Chair of Executive Director Search Committee (2022)

AEE Region One Energy Project of the Year Award for Commonwealth of Massachusetts EEMS Project (2013)