



**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 18, 2023

Time: 6:15 p.m.

RECEIVED
DEC 13 2023
HUDSON TOWN CLERK

AGENDA

1. Call to Order
2. The Board to interview Justin Connell for the General Manager position.
3. Other
4. Next meeting date: Tuesday, December 19, 2023 via Zoom at 7:00pm.

Adjournment

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

Received/Posted by Town Clerk

Date: 12/13/23

Time: 3:25 AM/PM

JUSTIN T. CONNELL

UTILITY EXECUTIVE

Accomplished and detail-oriented Utility Executive respected for 15 years delivering value through cost management and operational excellence with a focus on sustainability and reliability for Public Power industry leaders throughout New England. Known as a transparent, influential leader who fosters cross-functional internal and external collaboration to promote accountability through effective performance metrics. Out-of-the-box thinker committed to utilizing engineering and financial analysis to determine an organization's current state, desired future state, and the most efficient plan to close the gap incorporating comprehensive stakeholder engagement; all while possessing the effective change management skills to deliver results.

CAREER HIGHLIGHTS

- Integrated best practices to transform utility thinking from legacy efficiency programs to holistic sustainability programs.
- Secured and retained dozens of large-scale customer energy portfolios through challenging power market volatility conditions.
- Leveraged organizational and market expertise to appropriately structure and price opportunities within risk management framework and appetite by driving native load growth and incremental customer opportunities.
- Elected as Board President for the NEPPA Board of Directors representing 80+ community-owned utilities.
- Implementation of large scale distributed resource project delivering both demand optimization and grid scale resilience and reliability through microgrid application.

SKILLS & EXPERTISE

- | | | |
|---------------------------------------|------------------------------|-----------------------------|
| • Budgets Managed: \$300M | • Wholesale Power Markets | • Forecasting/Optimization |
| • Line Managed: 8 Direct, 15 Indirect | • Non Emitting Energy | • Stakeholder Management |
| • Managed Projects: \$50M | • Power Projects Development | • Regulatory Advocacy |
| • Vendors Managed: 30 | • Plant Operations | • Organizational Leadership |

PROFESSIONAL EXPERIENCE

MASSACHUSETTS MUNICIPAL WHOLESALE ELECTRIC COMPANY (MMWEC) | SPRINGFIELD, MA | 2022 TO PRESENT

Director of Energy Markets

Oversight and advancement of Front and Middle Office portfolio management operations on behalf of MMWEC Members and Project Participants.

- Leading the overhaul of portfolio analytical reporting and risk management tools.
- Refining organizational structures, roles and responsibilities to more efficiently and effectively deliver stakeholder value in supporting critical decision making.
- Refining business unit directives to enhance stakeholder engagement through more refined and timely information delivery.
- Secured incremental non emitting power products on behalf of Light Department Members to show steady progression towards Power Portfolio Decarbonization, including the attainment of Greenhouse Gas Emissions Standard targets.
- Optimization of Power Peak shaving program to maximize Peak Effectiveness while minimizing effort to attain.
- Re-shifted focus of Energy Efficiency progress to incorporate metrics of reliability, carbon reduction, and cost to refine implementation and pursuit of sustainability programs.

JTC ASSOCIATES | HARTFORD, CT | 2021 TO 2022

Founder, Principal

Worked with utility clients to holistically re-evaluate business objectives based on evolving customer expectations, including re-engineering organizational structures to effectively and efficiently realize success.

- Restructured existing legacy front, middle, and back office for an energy trading and risk management power supply agency to reflect best practices in utility commodity management to deliver a balance of cost effectiveness and price stability for rate setting.
- Implemented best practice Energy Risk Management Policy to capture energy procurement best practices to enable portfolio objectives within defined risk tolerance, including structured compliance and oversight practices engaging all relevant stakeholders.
- Implemented performance reporting metrics for both internal performance monitoring and measuring as well as external customer fulfillment and engagement objectives, illustrating both organization value to customer as well as additional material furthering engagement and collaborative nature of existing relationships.
- Improved organizational performance through re-defining and re-establishing roles and responsibilities of existing resources including integration with employee professional development plans.

ENERGY NEW ENGLAND | MANSFIELD, MA | 2020 TO 2021

SEVP, Finance and Risk Officer

Deliver consistent and innovative strategic risk management to drive management decision-making and identify risks and opportunities with minimal impact on the business.

- Secured beneficial cost savings of 20% by conducting expert contract negotiations with diverse clients, including energy, engineering, construction, consultative, professional services, and field services.
- Collaborated on training approaches with other executive managers to align company vision by delivering adept mentoring, coaching, and influencing skills to inspire others and resolve challenging management situations.
- Created in-depth metrics to measure and calibrate performance, meeting appropriate budget and forecast objectives to reinforce a culture of accountability.
- Improved process, financial and operational controls, and information systems by Identify opportunities to support the routine analysis of complex financial reporting.

CONNECTICUT MUNICIPAL ELECTRIC ENERGY COOPERATIVE | NORWICH, CT | 2009 TO 2020

Director of Sustainability and Services | 2019 – 2020

Led the vision and strategies for CMEEC and the coordination and implementation of all business development, conservation and load management, and customer engagement activities, all within the lens of sustainability.

- Sustained existing members and increased customer engagement through in-depth knowledge of emerging trends, industry best practices, and the dynamic understanding of member and customer success drivers.
- Attracted and closed on 30% new clients YoY by conducting prospective customer lifecycle management and designing and executing innovative product and service development.
- Transformed utility thinking from legacy efficiency programs to holistic sustainability programs by integrating best practices to optimize regulatory risk mitigation and developing reporting dashboards and KPIs.
- Oversaw business development activities to support industry stakeholders and reputation management.
- Drove native load growth and incremental customer opportunities by leveraging organizational and market expertise to appropriately structure and price opportunities within risk management framework and appetite.
- Secured long-term savings of 15% YoY by re-engineering existing conservation and load management programs to specifically fulfill cost optimization, de-carbonization, local area resiliency efforts, and overall customer needs, all within the context of organizational sustainability goals and objectives.

Director of Portfolio Management | 2013 – 2019

Oversaw leadership of CMEEC and oversight of Front and Middle Office power supply functions, including oversight of the company's wholesale energy and power services functions.

- Originated \$100M of incremental revenue through multi-year direct full requirements power supply contracts.
- Enabled customers to successfully manage risk in the fuel, power, emission credit, renewable energy credit, and ISO markets for municipal utilities, large energy users, and municipal aggregations.
- Increased the client base 110% and retention to 90% by overseeing long and short-term power marketing and procurement on an individual customer and aggregated basis with an overarching objective of facilitating member, customer, and organizational objectives of risk and cost management.
- Secured and retained dozens of large-scale customer energy portfolios through challenging polar vortex conditions.
- Supported new business and project development analytics and initiatives for Billing and Accounts Receivable, Forecasting, Financing and Financing Pricing, Budgeting and Planning, and Credit Management.
- Drove Defined and implemented portfolio strategies to boost portfolio performance while monitoring budgets and resources through enhanced KPIs.

Modeling and Performance Analyst | 2011 – 2013

Identified trends and opportunities to improve financial and operational performance by developing models and ad-hoc reporting based on complex analyses.

Additional Experience: Lead Systems Engineer, CMEEC/Sustainable Energy Analytics

BOARD & COMMUNITY INVOLVEMENT

Chairman of the Board Executive Committee | Northeast Public Power Association | 2018 – 2020

President of the Board of Directors | Northeast Public Power Association | 2020 – 2021

Board Member | American Public Power Association – Political Action Committee | 2019 – 2021

EDUCATION

State University of New York Maritime College, Throggs Neck, NY/USA | 2009

Bachelor of Science in General Engineering

- Clubs/Activities: United States Coast Guard Third Assistant Engineer of Unlimited Horsepower

Certifications or Additional Education:

Project Management Certification - University of New Haven | 2013

ADDITIONAL CREDENTIALS

Microsoft Office (Word, Excel, PowerPoint, Outlook, Access, Publisher)

Distinguished Service Award 2020 - NEPPA

NEPPA Annual Conference and Annual Business Meeting