

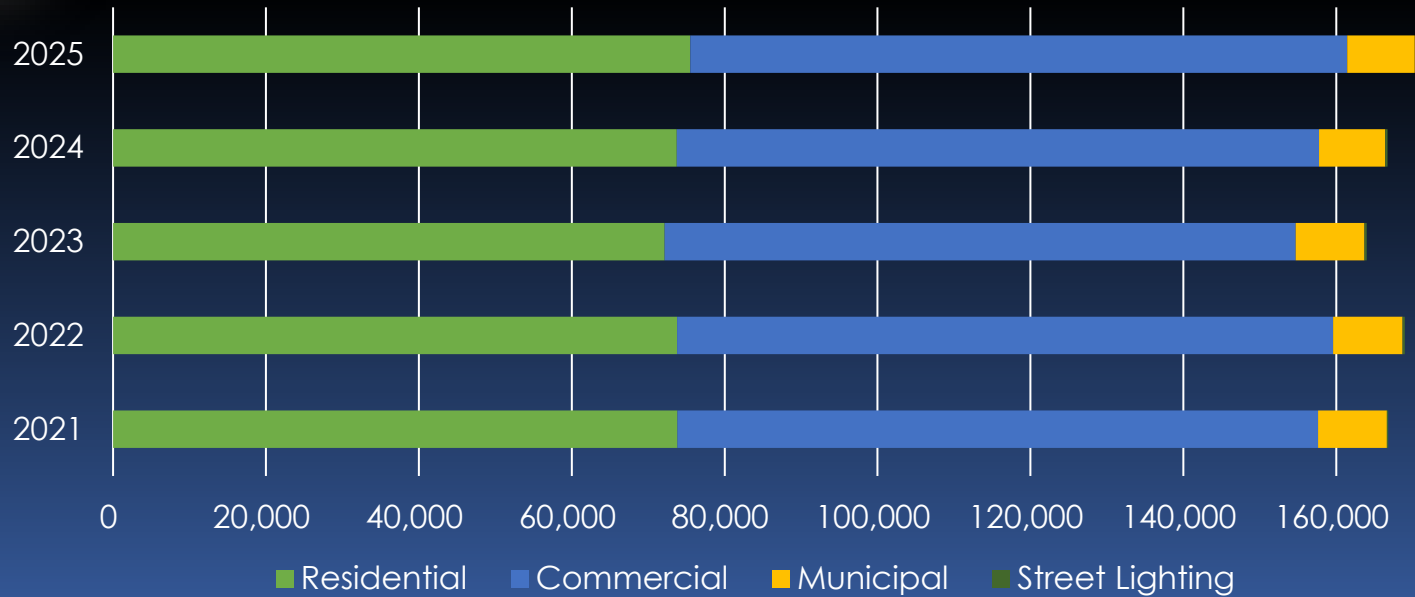


Article 49

Mr. Leon moves that the Town authorize the income from sales of electricity and broadband and from servicing and jobbing during the fiscal year ending June 30, 2025, together with the balance of operating cash in the Light Plant Fund, to be expended under the direction and control of the Town Manager, without further appropriation, for the expenses of the Light Plant for the fiscal year, as defined in Mass. Gen. Laws c. 164, § 57, and/or for other plant extensions, enlargements, additions, renewals, and reconstruction; and further to authorize a transfer of \$451,000 from the Operating Fund of the Light Plant to be used by the Board of Assessors to reduce the tax levy for the fiscal year ending June 30, 2026.

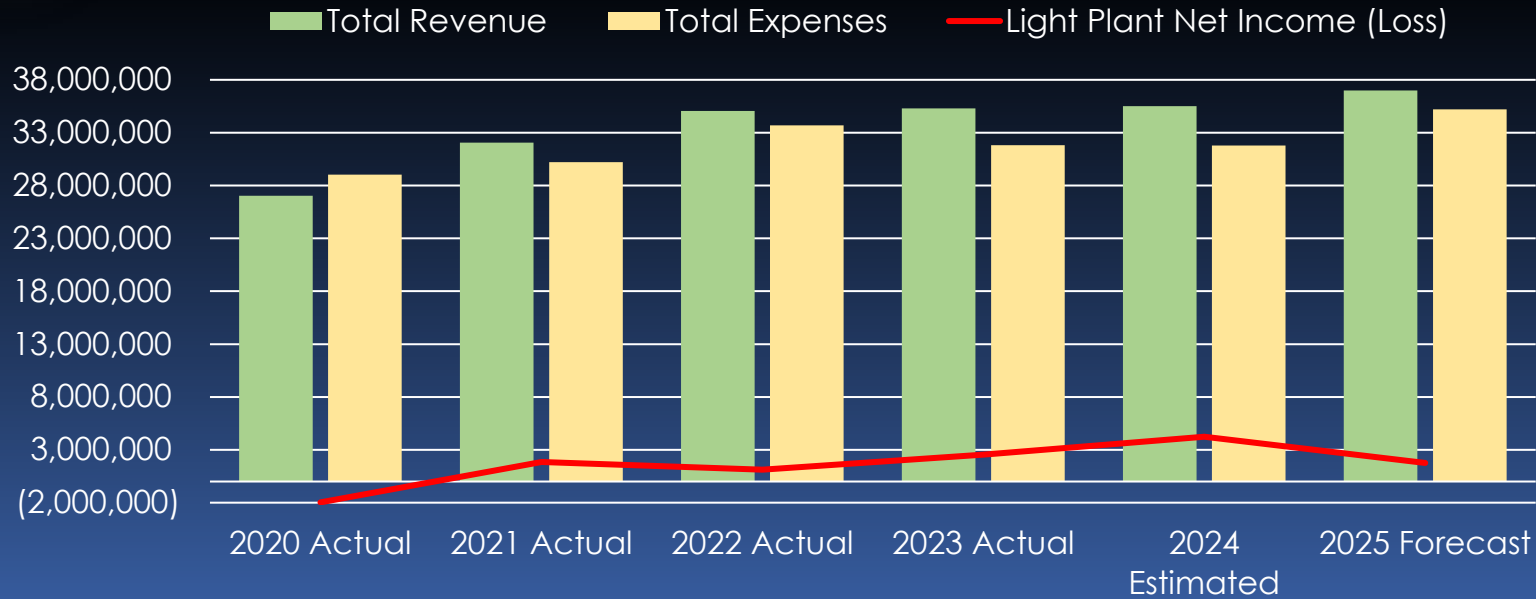


MWH Sales



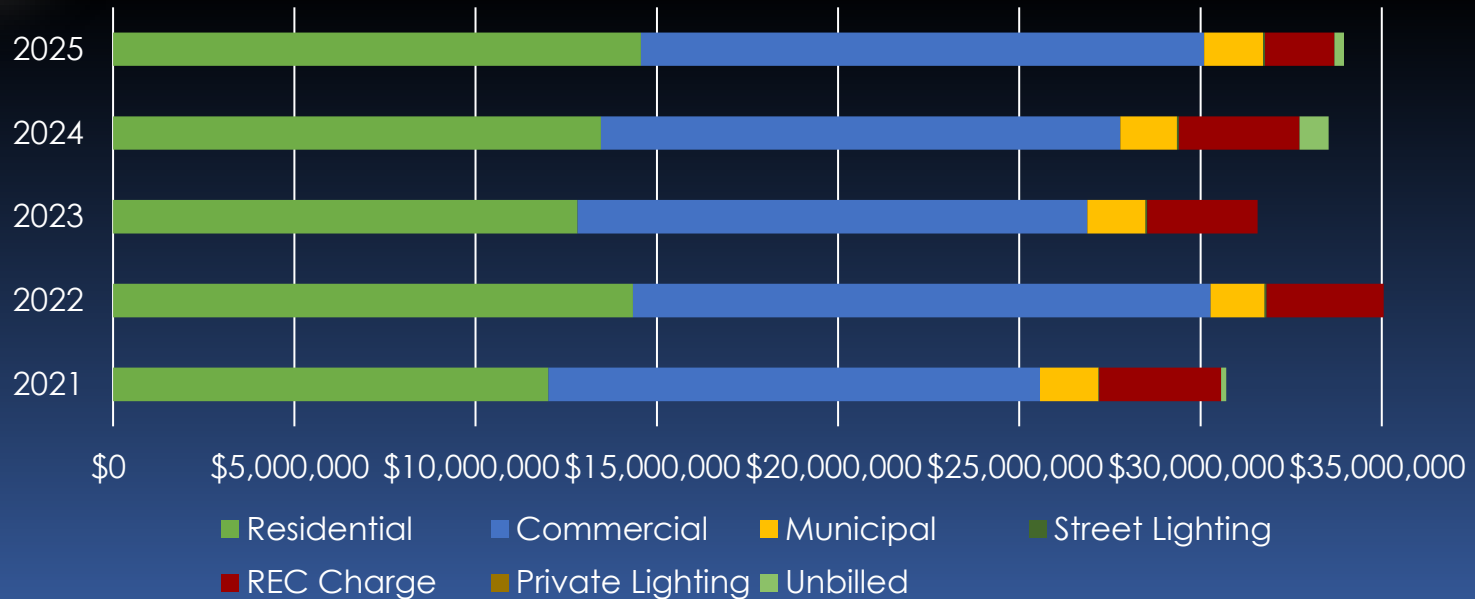


Light Plant Net Income



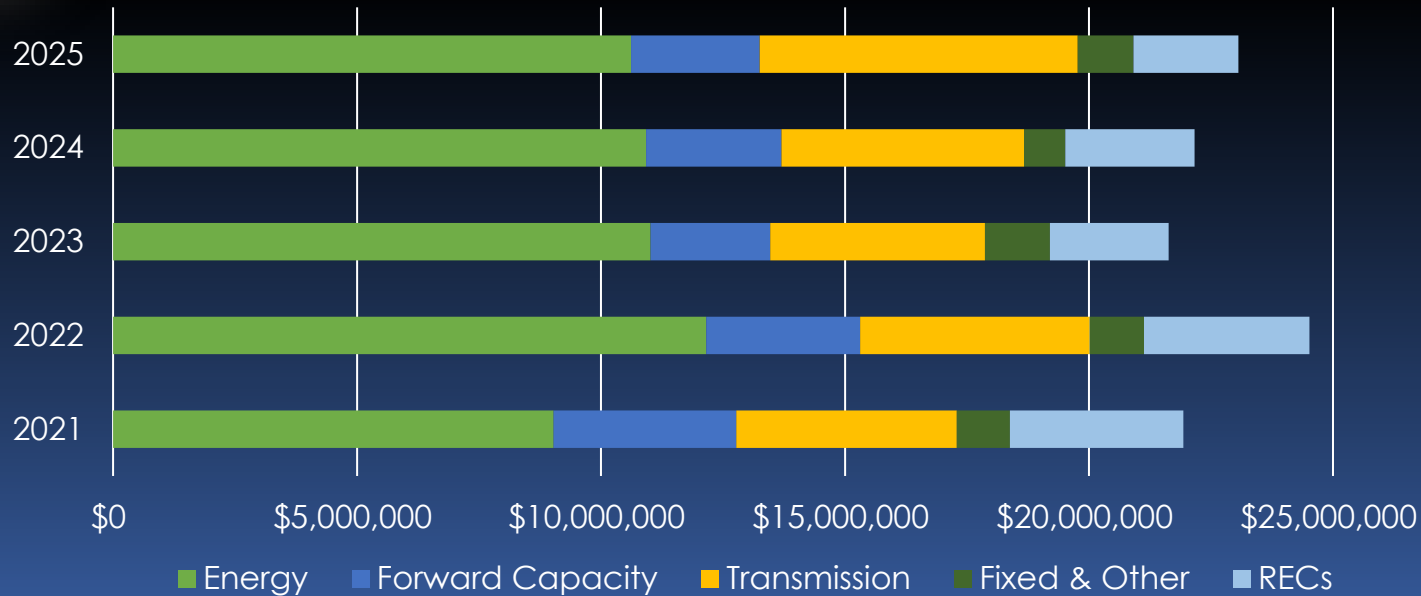


Electricity Sales



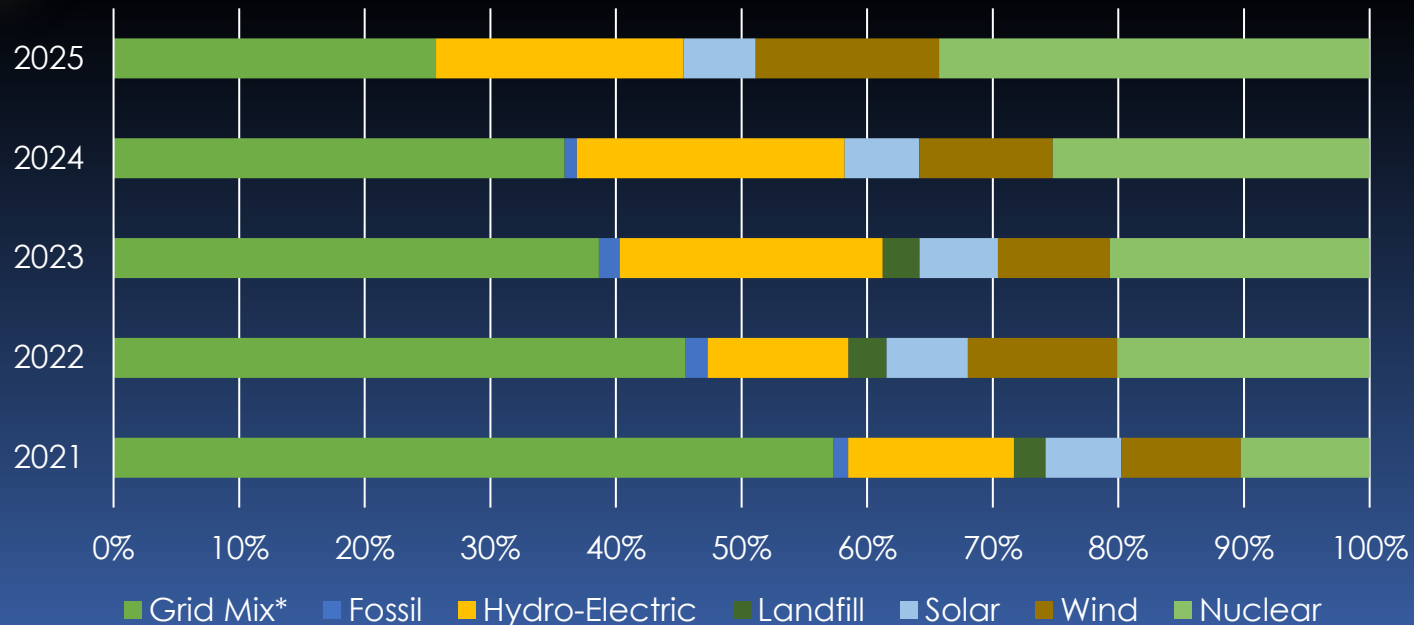


Power Cost Categories





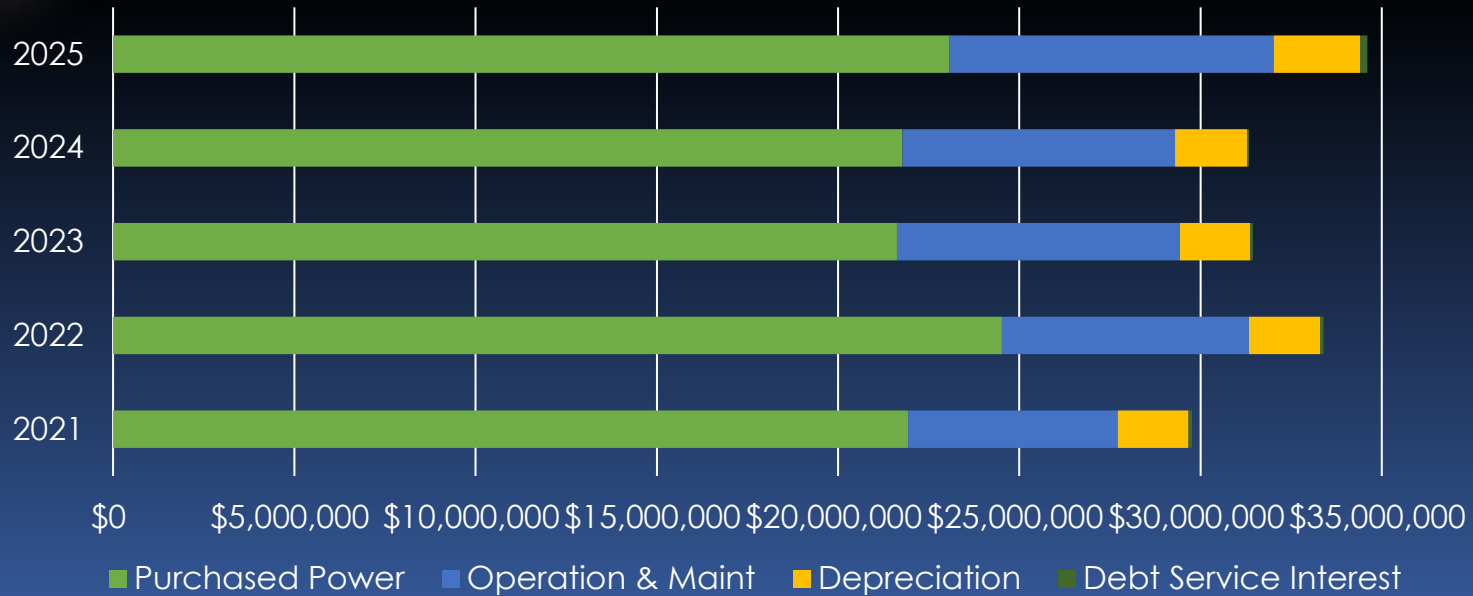
Power Generation Categories



*Grid mix includes both contracts (hedged) and what is purchased on the spot market (open)



Operating Cost





Capital Outlay

	<u>2024</u>	<u>2025</u>
Total Capital Outlay	\$1,788,183	\$14,143,242
Funded via ...		
• Depreciation Fund	589,183	5,495,542
• Underground Fund	15,000	317,500
• Borrowing	1,125,000	7,675,000
• Grant Funding	50,000	60,000



Gross Margin

	<u>2022</u>	<u>2023</u>	<u>2024</u>	<u>2025</u>
Total Revenue	32,059,519	35,294,112	35,514,504	35,514,504
Total Expense	34,797,923	34,358,636	35,312,098	37,215,728
Net Income	1,110,944	2,542,867	3,135,370	2,156,338
DPU Rate of Return	1.29 %	3.52 %	4.34 %	2.88 %



Payment in Lieu of Taxes

The Payment in Lieu of Taxes for the fiscal year will be \$451,000

The funds will be transferred from the Operating Fund of the Light Plant to be used by the Assessors to reduce the tax levy for the fiscal year ending June 30, 2026



Telecommunications



Internet Service Offering

- Offered to residents and businesses since 2014
- 45 to 1 Gbps for Residential Service
- Over 1,785 active customers in December 2025
- Low-income discount available
- Details at www.concordma.gov/broadband

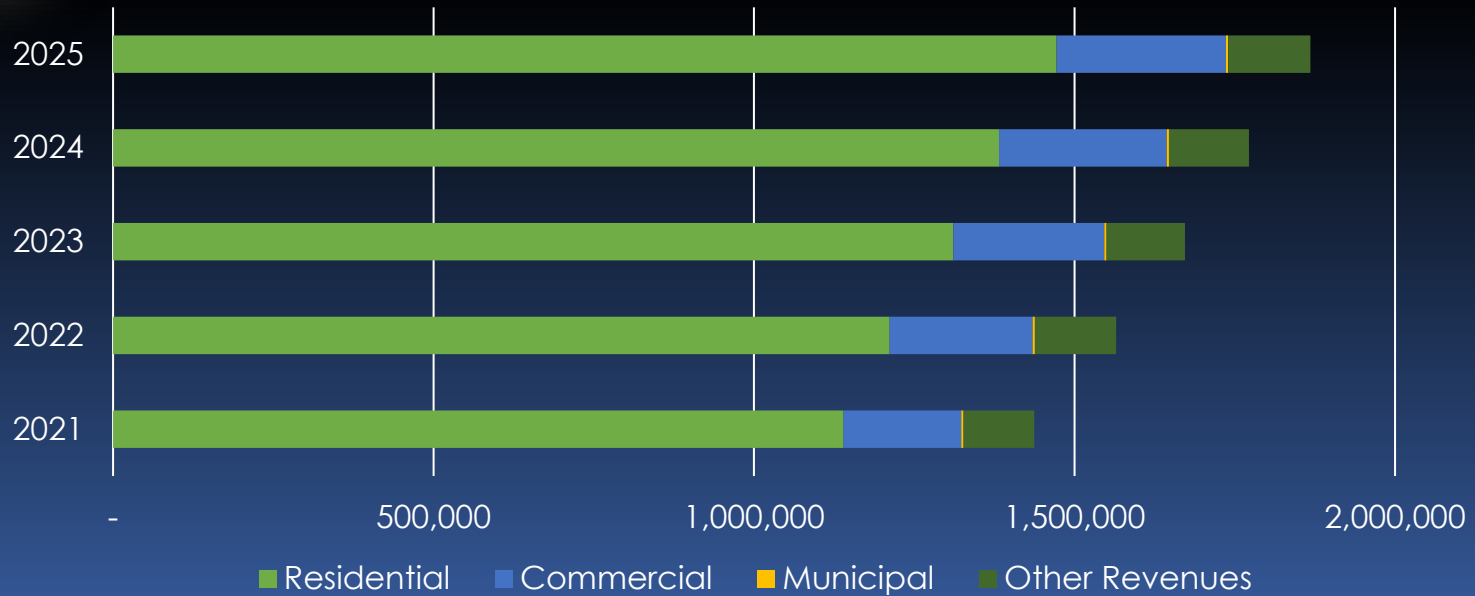


2024 Results

- **Subscriptions & Revenue**
 - Active subscriptions grew 3.8% in 2024
- **Financial Results**
 - Estimated 2024 Revenue \$1,867,755 and Net Income \$270,454

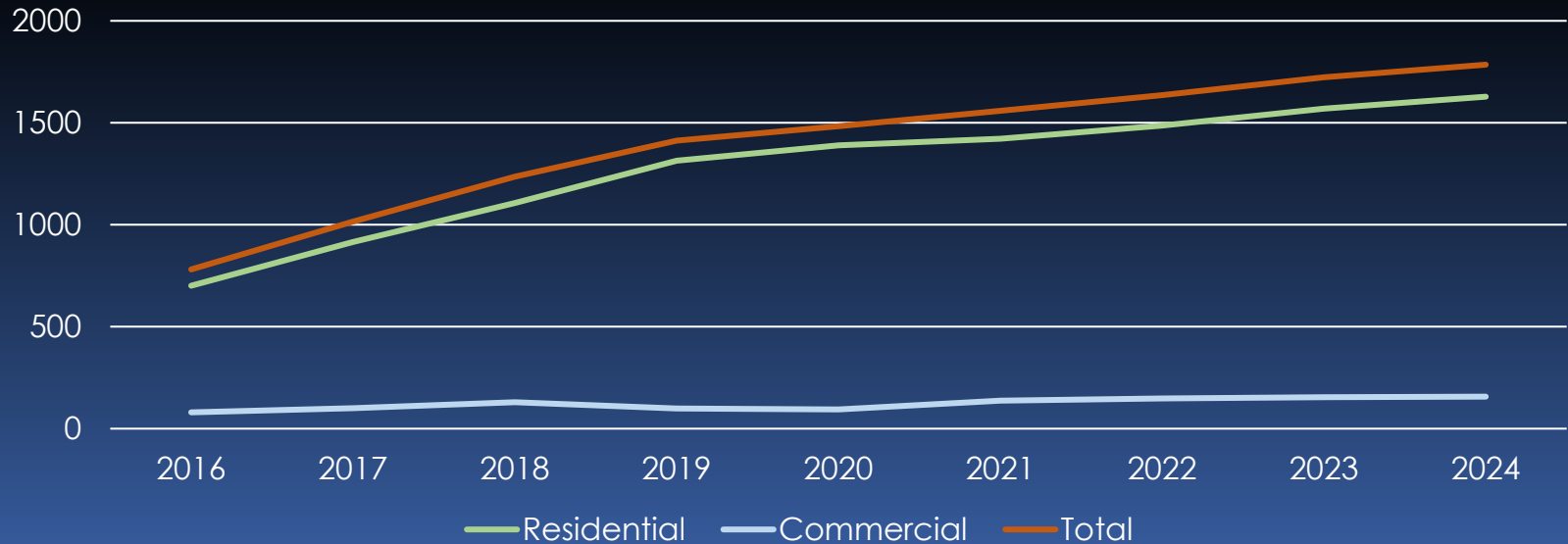


Revenue Sources





Active Customer Counts





2025 Forecast Plans

- Provide more accurate onboarding estimates based on granular availability data
- Replace core network switching (OLT) infrastructure to have 10Gbps or higher speeds

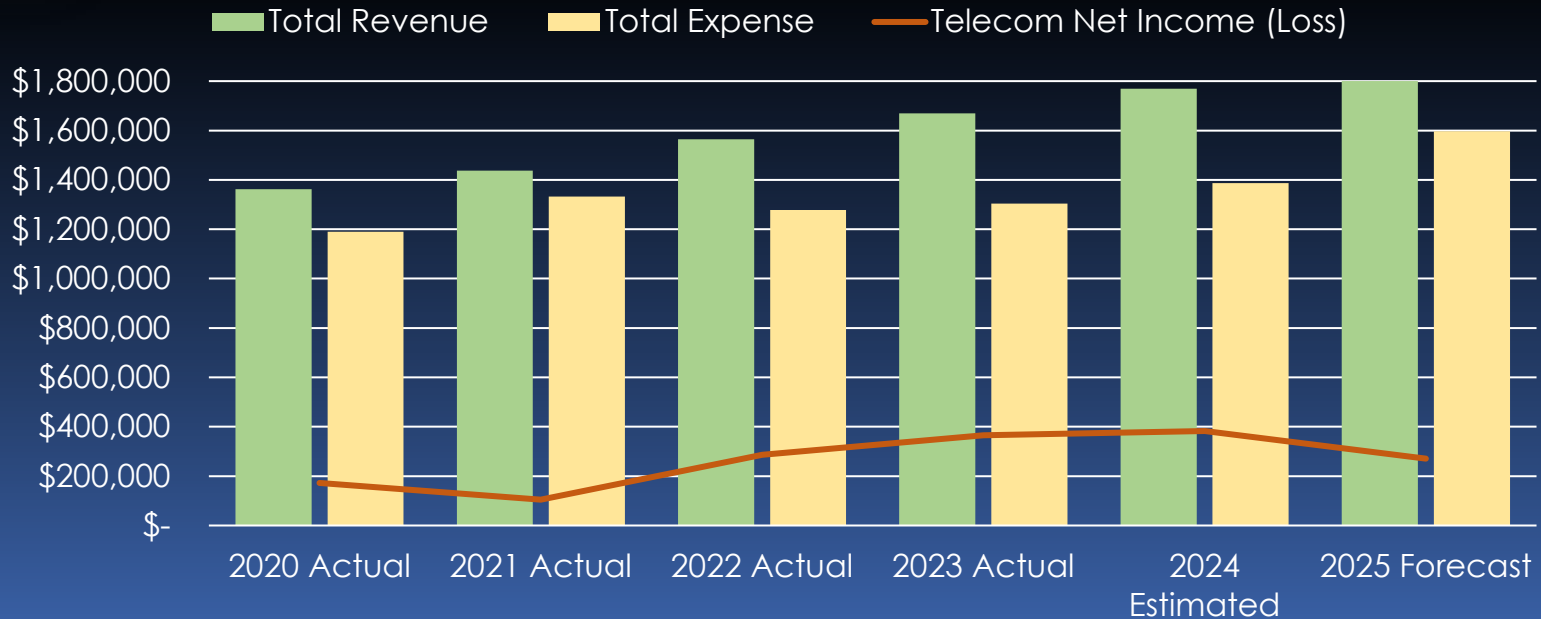


2025 Forecast Plans

- Fill vacant staff position
- Focus on marketing, customer outreach and satisfaction
- Continue to expand availability of fiber to unserved areas of Concord



Telecom Net Income (Loss)





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