

South Central Connecticut Regional Water Authority
90 Sargent Drive, New Haven, Connecticut
or

****Dial in by phone**
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AGENDA

Regular Meeting of Thursday, June 26, 2025 at 12:30 p.m.

1. Call to order
 - 1.1 Safety Moment
2. Public Comment: The time limit granted to each speaker shall be three (3) minutes. Residents and customers may address the Board.
3. Meet as Strategic Planning Committee: S. Sack
 - 3.1 Approve Minutes – February 27, 2025 meeting
 - 3.2 FY 2026 Work Plan
4. Consent Agenda
 - 4.1 Approve Minutes – May 22, 2025 meeting
 - 4.2 Capital Budget Authorization - July 2025
 - 4.3 Key Performance Indicators – FY 2025 Q4 & Year-End
 - 4.4 FY 2026 Strategic Plan & Global Metrics
 - 4.5 FY 2020-2025 Strategic Plan Results Report
 - 4.6 Accounts Receivable Update – May 2025
 - 4.7 FY 2026 RPB Weighted Vote Calculation
 - 4.8 RPB Dashboard Report
5. Finance: R. Kowalski
 - 5.1 Fiscal Year-end Financial Report
 - 5.2 Allocation of Year-end Revenue Balance
 - 5.3 Proposed revisions to FY 2026 Capital Budget Projects and Release of Project Reserves
 - 5.4 Consider and act on modification to Lead Service Line Resolution to authorize for Interim Funding Obligation and Project Loan Obligation
6. RPB Committee meeting assignments and reports on RPB Committee meetings
7. Business Updates: S. Lakshminarayanan
 - 7.1 Monthly Business Highlights
8. Meet as Commercial Business Committee: K. Curseaden
 - 8.1 Approve Minutes – March 27, 2025 meeting
 - 8.2 Review and adopt existing Committee Charter
 - 8.3 *Blue Drop Update: S. Lakshminarayanan and R. Kowalski - Upon 2/3 vote, convene in executive session pursuant to C.G.S. Section 1-200(6)(E), to discuss matters covered by Section 1-210(b)(5)(A)(B), pertaining to trade secrets *and commercial and financial information*.
9. Act on matters arising from Committee meetings
10. Land Disposition Application – 233 Skiff Street, Hamden, Connecticut: V. Benni and J. Triana

**RPB Member (C. Havrda) will be excused at item 8.3*

****** Members of the public may attend the meeting in person or by conference call. To view meeting documents please visit <https://tinyurl.com/4b4mukzy>. For questions, contact the board office at 203-401-2515 or by email at jslubowski@rwater.com.

**South Central Connecticut Regional Water Authority
Commercial Business Committee
Minutes of the March 27, 2025 Meeting**

The regular meeting of the South Central Connecticut Regional Water Authority Commercial Business Committee took place on Thursday, March 27, 2025, at 90 Sargent Drive, New Haven, Connecticut, and via remote access. In Mr. Curseaden's absence, Mr. Borowy presided.

Present: **Committee members present** – Mr. Borowy and Mss. LaMarr(R) and Sack(R)
 Management – Mss. Kowalski and Calo(R), and Messrs. Lakshminarayanan, Hill, and Singh
 Staff – Mrs. Slubowski

8. COMMERCIAL BUSINESS COMMITTEE

The Chair called the meeting to order at 2:47 p.m.

8.1. APPROVE MINUTES

On motion made by Ms. Sack and seconded by Ms. LaMarr, the committee voted to approve the minutes of its December 19, 2024 meeting.

Borowy	Aye
Curseaden	Absent
LaMarr	Aye
Ricozzi	Absent
Sack	Aye

8.2. ADOPT FY 2026 WORK PLAN

The Committee reviewed the proposed FY 2026 Work Plan. No changes were made. After discussion, on motion made by Ms. LaMarr and seconded by Ms. Sack, the Committee voted to adopt the FY 2026 Work Plan, as presented.

Borowy	Aye
Curseaden	Absent
LaMarr	Aye
Ricozzi	Absent
Sack	Aye

At 2:48 p.m., on motion made by Ms. Sack and seconded by Ms. LaMarr, the Committee voted to adjourn the meeting.

Borowy	Aye
Curseaden	Absent
LaMarr	Aye
Ricozzi	Absent
Sack	Aye

Kevin Curseaden, Chair

(R) = Attended remotely.

COMMERCIAL BUSINESS COMMITTEE

Committee Purpose:

The Commercial Business Committee, in collaboration with the CEO and management team, develops and recommends the overall strategy for the development of the company's commercial business activities in order to support the financial sustainability of the Regional Water Authority (RWA) through enhanced revenue to mitigate prospective water rate increases. Commercial Business Committee monitors progress, reviews results and recommends KPI's / targets and growth strategies for the RWA consistent with the Strategic Plan.

Primary responsibility for the RWA's commercial business activities is vested in senior operating management as overseen by the RWA. The RWA chair shall annually designate one member of the RWA as the Commercial Business Committee chair. The Commercial Business Committee shall meet at least quarterly with further meetings to occur when deemed necessary or desirable by the Commercial Business Committee chair. The Commercial Business Committee shall consist of all members of the RWA meeting as a committee of the whole.

Appropriate RWA management will attend meetings, at the invitation of the Committee chair, to provide required reports and presentations to the Committee.

Committee Responsibilities:

1. To review and oversee the development and implementation of the Company's commercial business growth strategies, including:
 - a. Initiatives to grow existing commercial businesses products/services
 - b. Acquisitions as deemed strategic for business expansion
 - c. Identification of growth areas on which to focus
 - d. Forming strategic alliances or joint ventures with other companies/utilities
 - e. Strategic equity or debt investments
 - f. Development of new business models & products/services/channels.
 - g. Quarterly performance results / KPI review.
2. To review and make recommendations to the RWA with respect to (1) investments in growth strategies and/or (2) business acquisitions or divestitures and/or (3) expanding RWA service territories/region and/or (4) community support initiatives/project.
3. Work with management to identify changes required in the RWA Enabling Legislation, General Bond Resolution, By-laws, or Rules of Practice to enable the Company to pursue its commercial business strategies, and ensure compliance with laws, policy and contractual obligations.
4. Work with management to develop measurable KPI's / goals and performance metrics for each commercial business area to track progress and assess effectiveness of talent / resource utilization for future growth. Monitor the organization's performance against the goals.

5. Conduct an annual review of the progress of the commercial business as a basis for setting new or altering existing strategies.
6. Perform any other duties or responsibilities delegated to the Committee by the RWA from time to time.