

Aqua North Carolina (Aqua) provides water and wastewater service to more than 250,000 residents in 52 counties throughout the state. Aqua is headquartered in Cary with offices in Denver, Fayetteville, Hampstead and Kenersville. The Cary complex features a customer service call center.

Aqua offers engineering, environmental, technical and financial support and compliance experts available both in-state and at Aqua America, the second-largest investor-owned water and wastewater utility in the United States.

Key Components of Working with Aqua

- Municipality retains control over where water and wastewater service is offered (subject to North Carolina Utilities Commission approval)
- Various levels of ownership and participation are available
- Aqua provides preliminary assessment and financial modeling support
- Aqua seeks to retain existing employees, engineering contractors and other appropriate resources

Benefits to Municipality

- Source of capital in scarce markets
- Operational, financial and compliance risk shared or eliminated
- Financial consolidation with Aqua's existing customers statewide flattens financial spikes

Regulated Model

- Aqua purchases water and wastewater systems
- Aqua makes all initial and ongoing infrastructure investments
- Aqua accepts full financial, operational and compliance risk
- Aqua consolidates rates within its existing customer base
- Aqua's rates are regulated by the North Carolina Utilities Commission



Unregulated Model

- Aqua owns or leases and operates water and wastewater systems
- Aqua invests in plant upgrades as required
- Aqua operates the water and wastewater treatment plants
- Aqua agrees to provide a continuing supply of water and/or wastewater treatment
- The town or county owns the distribution and/or collection system
- The town or county delivers water or wastewater service to the customers
- Aqua enters into long-term service agreement with town or county

West Chester, Pennsylvania Case Study (population 48,470)

- Purchase date — 1997
- Purchase price — \$24.9 million
 - \$12.4 million — debt retirement
 - \$12.5 million — invested
- “Faced with more than \$15 million to upgrade the water system and a rate increase to fund the improvements, council members and the authority agreed to sell...
“I voted for it. I stand behind it. I think it was a good deal for everybody.” Joseph Finnaren, member of the municipal authority.
Excerpts from April 19, 2005 article in the Daily Local News

Aqua America

Aqua’s history dates to January 4, 1886 in Pennsylvania. Today, Aqua provides water and wastewater services to approximately 3 million people in eight states and continues to grow its operations through acquisitions.

Aqua is equally dedicated to customers, employees, shareholders and communities, as each represents our success and our potential growth. We earn public trust through integrity, tenacity and the diligence with which we reliably deliver services that are basic to the quality of life we enjoy in the United States — potable water and the disposal of wastewater.

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