

Aqua Virginia provides water and wastewater service to approximately 75,000 people in 35 counties across Virginia.

Aqua's main operations center is headquartered in the Rockville Commerce Center, and our operations span the state from Roanoke to Winchester and from Chesapeake to the Northern Neck. Aqua has a proven record of making necessary improvements to our systems to ensure quality and reliable service for our customers.

Aqua offers engineering, environmental, technical and financial support and compliance experts 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 Virginia State Corporation 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 Virginia State Corporation Commission

### **Unregulated or Hybrid Regulated Model**

- Aqua enters a public private partnership
- Aqua owns and operates a portion of the water and wastewater systems
- Aqua invests in plant upgrades and leases certain land or structures from the town, county, or authority
- Aqua operates the water and wastewater treatment plants
- 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

### **Case Study:** West Chester, Pennsylvania (population approximately 48,500)

- 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. Excerpt 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 8 states and continues to grow its operations. 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 – drinking water and the disposal of wastewater.

#### **For information, contact:**

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