



NEW JERSEY  
AMERICAN WATER

WE KEEP LIFE FLOWING®



# SELLING YOUR WATER AND/OR WASTEWATER SYSTEM

## How your system can benefit

**SERVING APPROXIMATELY ONE OUT OF EVERY THREE PEOPLE IN NEW JERSEY**

New Jersey American Water has been providing high-quality, reliable water and wastewater service to customers for more than a century.



### BENEFITS TO THE SELLER

#### Address Municipal Financial Challenges

Proceeds from the sale are first utilized to reduce or pay off outstanding municipal debt, freeing up needed funds in the municipal budget. Excess proceeds can be utilized for things such as:

- Infrastructure or other capital improvements
- Economic development
- Recreation/parks

Plus, a sale puts previously untaxed property back on tax rolls.

#### Elimination of Risk

The requirement to meet increasingly stringent water quality regulations and consistent investment into aging, mostly underground infrastructure is shifted to an experienced utility service provider in New Jersey American Water.

### BENEFITS TO EMPLOYEES

- Opportunities for existing employees to grow their careers via local, regional and national development opportunities
- Competitive pay and benefits package

### BENEFITS TO RESIDENTS

**Long-term rate stabilization.** We have single-tariff pricing for water service. This prevents one community and its customers from having to bear the full financial burden for a major capital project by spreading the costs over the utility company's entire customer base throughout the state.

In addition, we're regulated by the New Jersey Board of Public Utilities. As such, we must obtain approval for any rate changes and customers have input into the process through public hearings.

**Invested in our facilities.** Our team of experts regularly monitor, maintain and upgrade our facilities to continue to operate efficiently and meet regulatory standards. **Statewide, we invested more than \$520 million in 2024 to improve the water and wastewater treatment and pipeline systems.**

#### High-quality water service.

We have an exceptional track record when it comes to water quality and drinking water regulatory compliance. Our water quality and treatment plant operators perform thousands of tests every day for more than 90 regulated contaminants. We deploy thousands of online monitors that



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## BENEFITS TO RESIDENTS (CONT.)

consistently analyze water quality. Plus, we have access to American Water's Central Laboratory, which conducts sophisticated drinking water testing and analysis.

**Customer Service.** Customers have around the clock access to our mobile-friendly, self-service website **MyWater** to view and pay their bill online, track water use history, sign up for paperless billing and more. Our customer service representatives are available M-F, 7 a.m. – 7 p.m. for routine matters, and 24/7 for emergencies. We also have an emergency notification system to notify customers of potential issues in the system, such as boil water advisories, via phone, text and/or email.

## H2O Help to Others Bill Paying Assistance.

New Jersey American Water has been providing financial assistance to customers in need through our H2O Help to Others Program™. The program offers grants of up to \$500; discounts on monthly service charges and water-saving devices and education. We also offer budget billing and installment plans for interested customers who qualify.

## Convenient Payment and Billing Options.

Customers can choose to pay by mail, online, phone, in person or automatically through Auto Pay. Plus, we bill monthly making it easier for customers to budget their household expenses, and also potentially identify internal plumbing leaks and correct them in a timely manner. We also offer Paperless Billing.

## BENEFITS TO BUSINESS

Examples of ways businesses can benefit:

- Revenue based refunds for off-site main extensions
- No connection fees
- Dedicated major account manager to address industry needs
- Comprehensive plans for water systems to facilitate economic growth and anticipate future water needs
- Economic growth and jobs through infrastructure improvements

## BENEFITS TO THE COMMUNITY

We play an active role in the communities we serve. Our programs include:

- **American Water Charitable Foundation Water and Environment Grants:** Grants focus on clean water, conservation, environmental education, climate variability, and water-based recreation.
- **Speakers' Bureau:** We provide presentations on water-related topics.
- **Volunteer Firefighting Support Grants:** Provides grants of up to \$2,500 to assist volunteer emergency service organizations.
- **Protect Our Watershed Art Contest:** Open to sixth graders, the contest encourages students to utilize their artistic talents to express the importance of protecting our water resources.

Learn more at [newjerseyamwater.com/community](http://newjerseyamwater.com/community).

## WATER INFRASTRUCTURE PROTECTION ACT SALE ROUTE

The **Water Infrastructure Protection Act (WIPA)** allows owners of municipal water and wastewater systems to sell those utility assets via an open, transparent and competitive procurement process at Fair Market Value. Systems that meet one or more of the five Emergent Conditions listed below are eligible to procure their sale via WIPA

1. Critical area designation
2. Non-compliance
3. MCL violation/deficiency
4. Lack of historical investment
5. Financial, technical, managerial capacity

Once certified by the NJ Department of Environmental Protection (DEP), the municipality can proceed to procurement. The ultimate sale would require a supermajority vote of the governing body to approve.

<p><b>1</b></p> <p><b>Evaluations and Determination of Emergent Condition</b> (6 months)</p>	<p><b>2</b></p> <p><b>Public Hearing, DEP Certification and Petition Period</b> (5 months)</p>	<p><b>3</b></p> <p><b>Procurement (RFQ/RFP)</b> (5 months)</p>	<p><b>4</b></p> <p><b>Approvals and Closing</b> (6 months)</p>
<p>Engineering &amp; Financial Evaluations (required)</p> <p>City Review of Reports</p> <p>Determination that Emergent Condition Exists</p> <p>Transmit Reports to BPU, DCA &amp; DEP</p>	<p>Municipal public hearing</p> <p>Municipal certification</p> <p>DEP approval of emergent condition</p> <p>Petition period</p>	<p>Issue RFQ (concurrent with petition period)</p> <p>Short-list qualified companies &amp; issue RFP</p> <p>Municipal resolution selecting winning bidder</p> <p>Negotiate agreement of sale</p>	<p>DCA &amp; BPU Approvals</p> <p>Execute Agreement of Sale</p> <p>Transition / Integration</p> <p>Close Transaction</p>

\*Timeframes are approximate.

## SUCCESS STORIES

We have a number of success stories. If your interested in learning more about these or others, let us know.



**SALEM CITY**  
WATER & WASTEWATER SYSTEM SALE

**CITY OF SALEM, NJ**  
The City of Salem, NJ, is seeking to sell its water and wastewater utility assets to a qualified buyer. The sale includes all water and wastewater infrastructure, including mains, valves, hydrants, fire hydrants, and treatment plants. The City is seeking a buyer who will maintain and improve the system to ensure the long-term health and safety of the community.

**ABOUT THE WATER & WASTEWATER SYSTEM**

- 12 miles of water main
- 12 miles of wastewater main
- 12 miles of fire hydrant
- 12 miles of water service line
- 12 miles of water meter
- 12 miles of water valve
- 12 miles of water hydrant
- 12 miles of water fire hydrant
- 12 miles of water fire hydrant

**FOR MORE INFORMATION**

John Doe  
City of Salem, NJ  
732-555-1234



**HADDONFIELD'S NEEDS**

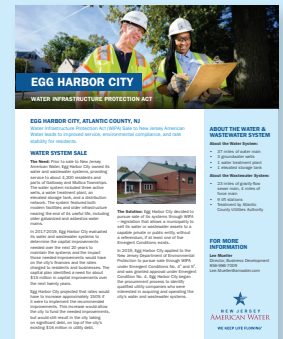
**CONDITION: SALE OF WATER AND WASTEWATER SYSTEM**

**REASON FOR INVESTMENT**

The Borough of Haddonfield, NJ, is seeking to sell its water and wastewater utility assets to a qualified buyer. The sale includes all water and wastewater infrastructure, including mains, valves, hydrants, and treatment plants. The Borough is seeking a buyer who will maintain and improve the system to ensure the long-term health and safety of the community.

**FOR MORE INFORMATION**

John Doe  
Borough of Haddonfield, NJ  
856-885-1234



**EGG HARBOR CITY**  
WATER INFRASTRUCTURE PROTECTION ACT

**EGG HARBOR CITY, ATLANTIC COUNTY, NJ**  
The Borough of Egg Harbor City, NJ, is seeking to sell its water and wastewater utility assets to a qualified buyer. The sale includes all water and wastewater infrastructure, including mains, valves, hydrants, and treatment plants. The Borough is seeking a buyer who will maintain and improve the system to ensure the long-term health and safety of the community.

**ABOUT THE WATER & WASTEWATER SYSTEM**

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- 12 miles of water meter
- 12 miles of water valve
- 12 miles of water hydrant
- 12 miles of water fire hydrant
- 12 miles of water fire hydrant

**FOR MORE INFORMATION**

John Doe  
Borough of Egg Harbor City, NJ  
609-982-1234