

PUBLIC INFORMATION

ITEM NO. 3.

DATE OF REQUEST: January 26, 2009

REQUESTED BY: Joan Young, Integra Water Company

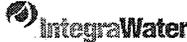
SHORT TITLE: Presentation by Joan Young, Integra Water Company

BACKGROUND: Integra Water is a private water and wastewater utility serving the southeast region of the country. The company has been contacted by area developers interested in the provision of regional wastewater treatment service in Pender County. The company typically works in partnership with local governments in the development and provision of private and public utility services. Integra Water is interested in exploring opportunities for private and/or public wastewater treatment services in Pender County, as well as a potential partnership with Pender County.

The purpose of the presentation is to introduce the company and their interest in Pender County to the Board. If the response to the presentation is favorable, a letter of interest from the County can follow which will initiate a feasibility study by the company.



Investing in Communities

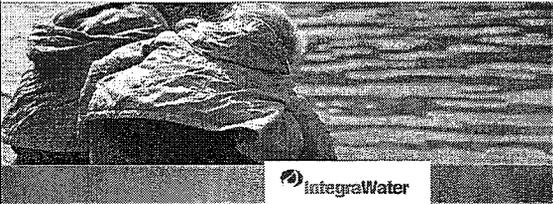



We believe in the future of communities

»» their potential, their growth, their success



That's why we work with cities, counties and developers to create or expand the infrastructure needed to support strategic future growth



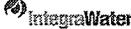

Integra Water

- ▶ A private water and wastewater utility serving the Southeast region.
- ▶ Headquartered: Birmingham, Alabama
- ▶ Regional offices: Rome, Georgia
Huntsville, Alabama
- ▶ Currently developing, building or operating utility systems throughout the southeast.



More Than 100 Years of Experience

- ▶ Family owned – rooted in the cable telecommunications industry since the 1960's
- ▶ Bringing an unsurpassed level of capital support and management experience to the partnership.
- ▶ The Integra Project Team combines more than 100 years of experience, in project and economic development, specializing in finance, planning, design, development and management of water and wastewater treatment systems.



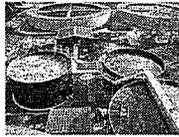
Integra Water is Different

- ▶ Our goal is to develop a long-term partnership that provides individualized solutions and improvements to each community's infrastructure and services.
- ▶ Our planning horizon extends far beyond a single plant or expansion, to consider the future growth of your community.
- ▶ We bring experience, capital, and a "partnership mentality" to solving and serving your community's water and wastewater treatment needs.



Integra Water Core Competencies

- ▶ Purchase of Existing Water and/or Wastewater Plants
 - Municipal
 - Private
- ▶ Construction of "Greenfield" Water and/or Wastewater Plants to Serve Private or Governmental Needs Where There Has Been No Previous Service.
- ▶ Continuing, Long-Term Commitment To Own, Operate, Maintain, and Expand Systems to Service Current and Future Water and/or Wastewater Needs.



Core Competencies

- ▶ Distribution/Collection Systems
 - Design
 - Finance
 - Installation and operation
- ▶ Fees and Rates
 - Planning and analysis
 - Implementation



Integra's involvement lowers cost and increases operation efficiencies.



Integra Water

- ✓ Assumes financial responsibility, relieving local government of capital liabilities.
- ✓ Manages operations and maintenance.
- ✓ Assumes risk and operational liability.
- ✓ Manages all personnel issues.
- ✓ Fees and Rates based on long-term schedule.
- ✓ Assists in planning and design of the collection and distribution system.

Integra Water partners with the local community's consulting personnel, engineers and operations



Integra Financial Model

- ▶ Provides **capital needed** to own, acquire, build, maintain and expand water/wastewater systems
- ▶ Ten year **rate guarantee**
- ▶ Rate increases tied to typical indicators
- ▶ Company provides a revenue stream to the community
- ▶ Individualized Solutions to deliver a cost effective, customized approach to infrastructure delivery

Only those who use the systems...

...actually pay for the systems



Project Examples

- ▶ **Madison County, AL**
 - 15,000 new jobs created in Huntsville community
- ▶ **Currahee Club**
Stephens County, GA
- ▶ **Mobile County, AL**
 - Home of new ThyssenKrupp German Steel Mfg.
- ▶ **City of Vinemont, AL**



Union Springs WWTP, LLC, an Integra Water Company Madison County, Alabama

Technology: Sequencing Batch Reactor (SBR), tertiary sand filtration, ultraviolet disinfection

Capacity: 500,000 GPD (expandable to 3MGD)

Discharge Limits: TSS 8mg/l; NH4 3mg/l; BOD 12 mg/l; DO 6 mg/l

Description: In 2006, Madison County Alabama was evaluating how to provide sewer service to the ever-increasing demand by residential and commercial developers in unincorporated areas. This project took only 15 months from initial permitting to startup.



Creola WWTP, LLC, an Integra Water Company

Technology: Sequencing Batch Reactor (SBR), ultraviolet disinfection

Capacity: 500,000 GPD (expandable to 5 MGD)

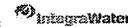
Description: The new wastewater system will also consolidate two(2) out of date industrial treatment facilities into the new state-of-the-art Integra treatment facility. This will also save the County a tremendous amount in operations cost.

Environmental groups have applauded this effort as it will reduce or eliminate the use of residential septic tanks in the area and consolidate multiple discharges into a common treatment facility.



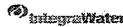
Benefits

- ✓ No community debt
- ✓ No taxes for infrastructure
- ✓ No financial risk
- ✓ Economic development opportunities
- ✓ Local professional involvement
- ✓ No environmental risk
- ✓ Professional management team
- ✓ Public/Private partnership



Next Steps

- ❖ Partnership Potential
 - County cooperation?
- ❖ Letter of Interest from County
- ❖ Due diligence period
 - Potential for growth?
 - Need for wastewater treatment?
 - Committed customers/developers?
 - State regulatory cooperation?
- ❖ Report to County



Integra Water

Creative Solutions for Complex Problems

