



## Bid for the sale of The Manalapan Township Water System

---



**TABLE OF CONTENTS**

Section	Page
<b>Bid Checklist</b>	
Acknowledgment of Receipt of Addenda (if any) – Bid Form 5	
<b>Section I: Executive Summary</b>	<b>I-1</b>
Letter of Qualification – Bid Form 1	
Bid Bond or certified/cashier’s check – Bid Form 2	
Letter of Intent – Bid Form 4	
Statement of Ownership – Bid Form 6	
Non-Collusion Affidavit – Bid Form 7	
Iran Disclosure Form – Bid Form 8	
Russia Belarus Disclosure Form – Bid Form 9	
New Jersey Business Registration Certificate	
<b>Section II. Technical Qualifications and Experience</b>	<b>II-1</b>
1. Qualifications and Experience of Bidder	<b>II-2</b>
2. Qualifications and Experience of Key Personnel	<b>II-5</b>
3. Regulatory Compliance	<b>II-10</b>
4. Other Water System Acquisitions	<b>II-10</b>
<b>Section III: Purchase Price</b>	<b>III-1</b>
1. Purchase Price – Bid Form 3	<b>III-2</b>
<b>Section IV: Financial Qualifications and Rate Plan</b>	<b>IV-1</b>
1. Financial Strength	<b>IV-2</b>
2. Proposed Capital Investments	<b>IV-2</b>
3. Customer Service and Plan for Billing Customers	<b>IV-5</b>
4. Rate Plan	<b>IV-7</b>
5. Exceptions to the Agreement of Sale	<b>IV-8</b>

**BID CHECKLIST**

Owner's CHECKMARKS

Items Submitted with Bid  
Bidder's INITIALS

**A. FAILURE TO SUBMIT ANY OF THESE ITEMS WITH  
THE BID IS MANDATORY CAUSE FOR REJECTION**

⇓		⇓
<u>X</u>	Letter of Qualification –Bid Form 1	aw
<u>X</u>	Bid Bond or certified/cashier's check - Bid Form 2	aw
<u>X</u>	Purchase Price –Bid Form 3	aw
<u>X</u>	Letter of Intent –Bid Form 4	aw
<u>X</u>	Acknowledgment of Receipt of Addenda (if any) – Bid Form 5	aw
<u>X</u>	Statement of Ownership –Bid Form 6	aw
<u>X</u>	Non-Collusion Affidavit –Bid Form 7	aw
<u>X</u>	Iran Disclosure Form –Bid Form 8	aw
<u>X</u>	Russia Belarus Disclosure Form –Bid Form 9	aw

**B. ITEMS PREFERRED AT TIME OF BID, BUT MANDATORY AT THE TIME  
INDICATED**

X New Jersey Business Registration Certificate (Prior to Contract Award)

PRINT NAME OF BIDDER: VEOLIA WATER NEW JERSEY, INC.

SIGNED BY: 

PRINT NAME AND TITLE: ALAN WELAND, VICE PRESIDENT / GENERAL MANAGER

DATE: 6/4/24

**COMPLETE AND SUBMIT THIS CHECKLIST WITH THE BID**

**BID FORM 5**

**ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA OR REVISIONS (IF ANY)**

Bidder has examined and carefully studied the RFB, the other related data identified in the RFB, if any, and the following Addenda, receipt of all of which is hereby acknowledged.

<u>Addendum No.</u>	<u>Date Received</u>	<u>Addendum No.</u>	<u>Date Received</u>
<u>1</u>	<u>5/23/24</u>	<u>                    </u>	<u>                    </u>
<u>                    </u>	<u>                    </u>	<u>                    </u>	<u>                    </u>
<u>                    </u>	<u>                    </u>	<u>                    </u>	<u>                    </u>
<u>                    </u>	<u>                    </u>	<u>                    </u>	<u>                    </u>

VEOLIA WATER NEW JERSEY, INC.  
Name of Bidder

Al Wal  
Signature

VICE PRESIDENT AND GENERAL MANAGER  
Title

# VEOLIA | Executive Summary



## I. EXECUTIVE SUMMARY

Veolia Water New Jersey, Inc. is pleased to submit our bid for the acquisition of the Township of Manalapan’s Water System. We are confident that the information set forth in this proposal will demonstrate Veolia as the best choice and partner to provide superior water and reliable service at a reasonable price for decades to come.

Veolia is one of the largest environmental companies in the United States, with more than 12,000 employees dedicated to providing drinking water, wastewater and other services to millions. The Company owns regulated water and wastewater utilities in six states, has over 200 water and wastewater system management, operations and maintenance contracts, and provides services for more than 550 communities across the nation.

Veolia has been serving communities in the state of New Jersey since 1869, when the Hackensack Water Company was formed to deliver clean water to residents in Northern New Jersey. We have grown along with the communities we serve. Today, the Company provides water and wastewater services to 1.6 million residents and businesses in 90 municipalities statewide, including more than 150,000 residents in Central New Jersey. Our team is committed to meeting the needs of residents and businesses. We don’t just work here, we live and raise our families in the communities we serve, including

Manalapan. As the long-time operations and maintenance provider in the Township, we have extensive local knowledge and the support and resources to seamlessly continue to operate this system in a manner that meets all regulatory requirements. Our personnel are well trained and highly motivated. We bring a 155-year history of compliance and a commitment to environmental sustainability.

We are proposing an attractive financial package for the Township. Based on our knowledge of the Manalapan Township Water System, Veolia Water New Jersey is offering a competitive purchase price of **\$4 million** for the existing Water System assets. We are planning more than **\$28 million** of capital investment over the **first 10 years** of Veolia ownership. In addition to the financial investment, we are offering rate stability for Township residents with a proposed 5-year rate schedule. Beyond the proposed short-term rate schedule, customer rates will increase in the same cadence as our existing customer rates, following and upon future rate case approval by the New Jersey Board of Public Utilities.

Veolia is proud that we have been a trusted partner of the Township for nearly three decades. We have been supplying water and managing the operation and maintenance of the Manalapan Township Water System since 1995. The system will continue to be managed, operated and maintained by the more than 470 water professionals at Veolia Water New Jersey. With a sale to Veolia, there will be no transition of management, no change in personnel, no service disruptions, no need for the implementation of new systems and programs or changes related to customer service. No other potential buyer has the long-term relationship with the Township or the ability to seamlessly manage the Manalapan Township Water System now and into the future.

### WHY VEOLIA FOR MANALAPAN?

- Value: cost stability, economy and effectiveness
- Established utility with 155 years of local experience and resources within New Jersey, paired with the local presence of corporate support, provides unmatched ability to meet all needs, immediate and long term
- Capital and expertise for maintenance and major projects
- Strong record of compliance will ensure a safe, reliably-managed water system

Veolia brings operational efficiency and economies of scale as project costs are spread across our large customer base compared to the Township funding the necessary system improvements on its own. Veolia is proposing the replacement of the aging water treatment plant at Lamb Lane and the installation of advanced water treatment facilities. Additionally, Veolia plans to expand water supply capacity to reliably meet the rising demand driven by development in the service area and to support the Manalapan master plan. Through these targeted investments, Manalapan will benefit from more cost-effective solutions and enhanced infrastructure resilience compared to managing these improvements independently.

The Company has the financial strength, stability and expertise to complete maintenance and infrastructure projects in a timely fashion with minimal impact to the community. Our local New Jersey engineering team manages annual capital investments in excess of \$160 million. This team will deliver the projects in our 10-year capital plan for Manalapan, which includes meter replacements, SCADA (Supervisor Control and Data Acquisition) systems, water treatment plant reconstruction and tank rehabilitation. Beyond the proposed capital plan, we are prepared to provide the resources necessary to address any challenges throughout the system. In addition to the resources of Veolia Water New Jersey, our corporate teams, located in our Paramus, NJ, headquarters are available whenever necessary. We have personnel with expertise in water quality, engineering, construction, operational, mechanical, health & safety, regulatory affairs, and more. Our dedication will ensure Manalapan residents will continue to receive superior water and reliable service for generations to come.

Veolia is committed to maintaining the highest quality service to the community and working in partnership with Township Administration to ensure a smooth transition and beyond. We will continue to provide water quality in compliance with all regulatory standards, while keeping rates affordable. At Veolia, our dedication to excellence means that we strive to meet or surpass all regulations, policies or legislation. We welcome the opportunity to meet with the Township and further discuss our proposal and commitment to satisfy and exceed your needs and expectations.



**BID FORM 1**

**LETTER OF QUALIFICATION**

*June 4, 2024*

Dear Municipal Clerk:

The undersigned has reviewed our Bid submitted in response to the Request for Bid (RFB) issued by Township of Manalapan ("the Township"), in connection with the sale of the Township's Water System.

We affirm that the contents of our Bid (which Bid is incorporated herein by reference) is accurate, factual and complete to the best of our knowledge and belief and that the Bid is submitted in good faith upon express understanding that any false statement may result in the disqualification of Veolia Water New Jersey, Inc.

A handwritten signature in black ink, appearing to read "Alan Weland", written over a horizontal line.

Alan Weland  
Vice President and General Manager  
Veolia Water New Jersey, Inc.

Dated: 6/4/24



**BID FORM 2**

**BID BOND**

KNOW ALL MEN BY THESE PRESENT, that we Veolia Water New Jersey, Inc., as Principal (hereinafter the “Bidder”) and The Continental Insurance Company, a Corporation, duly organized under the laws of the State of Pennsylvania, as Surety, are held and firmly bound unto the Township of Manalapan (the “Township”), as Obligee, in the sum of Twenty Thousand Dollars (\$20,000) lawful money of the United States of America to be paid to the Township, its successors or assigns, for which payment, well and truly to be made, we bind ourselves, our successors and assigns, jointly and severally, firmly by these present; and

WHEREAS, the above-named Bidder has submitted or is about to submit to the Township a Bid to enter into an Agreement of Sale to purchase the Township’s Water System as described in the Request for Bids, dated [June 6, 2024] (the “RFB”), issued by the Township and covered by the Bid submitted by the Bidder in response thereto, which Bid is made a part hereof.

NOW, THEREFORE, the Surety hereby understands that if the above-referenced Bid is accepted by the Township, then the Bidder will in good faith enter into a final Agreement of Sale in writing and give bond with surety acceptable to the Township for the purchase of the Township’s Water System within the time specified in the RFB, or any extension thereof agreed to in writing by the Township. Surety hereby agrees that if the Bidder shall fail to do so, Surety will pay to the Township, as liquidated damages, the full amount of this Bond within 30 calendar days after receipt by Bidder and Surety of written notice of such failure from the Township, which notice shall be given with reasonable promptness, identifying this Bond and including a statement of the amount due. Upon execution of the Agreement of Sale, this Bond shall thereafter become null and void, otherwise to remain in full force and effect unless terminated as hereinafter provided.

It is agreed that this Bond shall become effective on the date the Bid is submitted and will continue in full force and effect for two hundred seventy (270) days from such date of submittal (unless extended) or until terminated as hereinafter provided.

If the Bid is not accepted within such 270-day time period, or any extension thereof agreed to in writing by the Township and the Bidder, then after written notice by the Township of such non-acceptance, this Bond may be terminated by the Surety or Bidder upon written notice to each other and to the Township by registered mail at least 10 days prior to the termination date specified in such notice. Upon the giving of such notice, the Surety shall be discharged from all liability under this Bond for any act or omission of the Bidder occurring after the date of the notice of non-acceptance.

Any suit or action under this Bond shall be commenced only in a court of competent jurisdiction located in the State of New Jersey.

All capitalized terms used herein and not otherwise defined shall have the meaning set forth in the RFB.

IN WITNESS WHEREOF, the Surety and Bidder, intending to be legally bound hereby, do each cause this Bid Bond to be duly executed on its behalf by its authorized officers, agents or representatives.

Signed and sealed this 23rd day of May, 2024.

SURETY  
[NAME OF SURETY]


BIDDER  
[NAME OF BIDDER]

The Continental Insurance Company  
Name

Veolia Water New Jersey, Inc.  
Name

Kristin S. Bender  
Name of Authorized Signatory

Michael Algranati  
Name of Authorized Signatory

  
Signature

  
Signature

Attorney-in-Fact  
Title

Treasurer  
Title

CORPORATE ACKNOWLEDGMENT

STATE OF New Jersey

COUNTY OF Bergen

On this 3<sup>rd</sup> day of June, 2024 before me personally came

Michael Algranati to me known,

who, being by me duly sworn, did depose and say that he/~~she~~ resides in

New City, NY that he/~~she~~ is the

Treasurer of Veolia Water New Jersey, Inc.

that corporation described in and which executed the above instrument; that he/~~she~~ knows the seal of said corporation; that the seal affixed to said instrument is such corporate seal; that it was so affixed by order of the Board of Directors of said corporation, and he/~~she~~ signed his/~~her~~ name thereto by like order.

(SEAL)

Nancy Engelmann

NANCY ENGELMANN  
A Notary Public of New Jersey  
My Commission Expires May 11, 2027

State of New Jersey }  
County of Morris } ss:


On May 23, 2024, before me, a Notary Public in and for said County and State, residing therein, duly commissioned and sworn, personally appeared

Kristin S. Bender

known to me to be Attorney-in-Fact of The Continental Insurance Company  
the corporation described in and that executed the within and foregoing instrument, and known to me to be the person who executed the said instrument in behalf of the said corporation, and he duly acknowledged to me that such corporation executed the same.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my official seal, the day and year stated in this certificate above.

My Commission Expires April 16, 2029

  
April D Perez Notary Public  
April D Perez  
NOTARY PUBLIC  
State of New Jersey  
ID # 2445115  
My Commission Expires 4/16/2029

**POWER OF ATTORNEY APPOINTING INDIVIDUAL ATTORNEY-IN-FACT**

**Know All Men By These Presents**, That The Continental Insurance Company, a Pennsylvania insurance company, is a duly organized and existing insurance company having its principal office in the City of Chicago, and State of Illinois, and that it does by virtue of the signature and seal herein affixed hereby make, constitute and appoint

Kristin S. Bender, Individually

of Morristown, New Jersey, its true and lawful Attorney(s)-in-Fact with full power and authority hereby conferred to sign, seal and execute for and on its behalf bonds, undertakings and other obligatory instruments of similar nature

**- In Unlimited Amounts -**

Surety Bond Number: 21482-CNA-24-1  
Principal: Veolia Water New Jersey, Inc.  
Obligee: Township of Manalapan

and to bind them thereby as fully and to the same extent as if such instruments were signed by a duly authorized officer of the insurance company and all the acts of said Attorney, pursuant to the authority hereby given is hereby ratified and confirmed.

This Power of Attorney is made and executed pursuant to and by authority of the By-Laws and Resolutions, printed below, duly adopted, as indicated, by the Board of Directors of the insurance company.

In Witness Whereof, The Continental Insurance Company has caused these presents to be signed by its Vice President and its corporate seal to be hereto affixed on this 13th day of March, 2024.



The Continental Insurance Company

Larry Kasten Vice President

State of South Dakota, County of Minnehaha, ss:

On this 13th day of March, 2024, before me personally came Larry Kasten to me known, who, being by me duly sworn, did depose and say: that he resides in the City of Sioux Falls, State of South Dakota; that he is a Vice President of The Continental Insurance Company, a Pennsylvania insurance company, described in and which executed the above instrument; that he knows the seal of said insurance company; that the seal affixed to the said instrument is such corporate seal; that it was so affixed pursuant to authority given by the Board of Directors of said insurance company and that he signed his name thereto pursuant to like authority, and acknowledges same to be the act and deed of said insurance company.



My Commission Expires March 2, 2026

M. Bent Notary Public

**CERTIFICATE**

I, Paula Kolsrud, Assistant Secretary of The Continental Insurance Company, a Pennsylvania insurance company, do hereby certify that the Power of Attorney herein above set forth is still in force, and further certify that the By-Laws and Resolutions of the Board of Directors of the insurance company printed below are still in force. In testimony whereof I have hereunto subscribed my name and affixed the seal of the said insurance company this 23rd day of May, 2024.



The Continental Insurance Company

Paula Kolsrud Assistant Secretary

**Authorizing By-Laws and Resolutions**

ADOPTED BY THE BOARD OF DIRECTORS OF THE CONTINENTAL INSURANCE COMPANY:

This Power of Attorney is made and executed pursuant to and by authority of the following resolution duly adopted by the Board of Directors of the Company at a meeting held on May 10, 1995.

“RESOLVED: That any Senior or Group Vice President may authorize an officer to sign specific documents, agreements and instruments on behalf of the Company provided that the name of such authorized officer and a description of the documents, agreements or instruments that such officer may sign will be provided in writing by the Senior or Group Vice President to the Secretary of the Company prior to such execution becoming effective.”

This Power of Attorney is signed by Larry Kasten, Vice President, who has been authorized pursuant to the above resolution to execute power of attorneys on behalf of The Continental Insurance Company.

This Power of Attorney is signed and sealed by facsimile under and by the authority of the following Resolution adopted by the Board of Directors of the Company by unanimous written consent dated the 25<sup>th</sup> day of April, 2012:

“Whereas, the bylaws of the Company or specific resolution of the Board of Directors has authorized various officers (the “Authorized Officers”) to execute various policies, bonds, undertakings and other obligatory instruments of like nature; and

Whereas, from time to time, the signature of the Authorized Officers in addition to being provided in original, hard copy format, may be provided via facsimile or otherwise in an electronic format (collectively, “Electronic Signatures”); Now therefore be it resolved: that the Electronic Signature of any Authorized Officer shall be valid and binding on the Company.”

This Power of Attorney may be signed by digital signature and sealed by a digital or otherwise electronic-formatted corporate seal under and by the authority of the following Resolution adopted by the Board of Directors of the Company by unanimous written consent dated the 27th day of April, 2022:

“RESOLVED: That it is in the best interest of the Company to periodically ratify and confirm any corporate documents signed by digital signatures and to ratify and confirm the use of a digital or otherwise electronic-formatted corporate seal, each to be considered the act and deed of the Company.”

**THE CONTINENTAL INSURANCE COMPANY**  
**Radnor, Pennsylvania**  
**Statement of Net Admitted Assets and Liabilities**  
**December 31, 2023**

ASSETS

Bonds	\$	1,663,422,526
Stocks		187,815,684
Cash and short-term investments		48,963,590
Investment income due and accrued		16,059,696
Amounts recoverable from reinsurers		64,804,540
Funds held by or deposited with reinsured companies		1,277,243
Current federal and foreign income tax recoverable and interest thereon		90,795
Net deferred tax asset		57,057,220
Premiums and considerations		63,062,205
Other assets		5,755,227
Total Assets	\$	2,108,308,726

LIABILITIES AND SURPLUS

Losses	\$	530,623,389
Loss adjustment expense		34,862,252
Ceded reinsurance premiums payable (net of ceding commissions)		53,696,284
Funds held by company under reinsurance treaties		1,252,905
Provision for reinsurance		22,450,000
Other liabilities		(486,184,931)
Total Liabilities	\$	156,699,899

Surplus Account:

Capital paid up	\$	53,566,360	
Gross paid in and contributed surplus		1,423,436,994	
Special Surplus		416,158,727	
Unassigned funds		58,446,746	
Surplus as regards policyholders	\$	1,951,608,827	
Total Liabilities and Capital	\$	2,108,308,726	

I, Julie Lee, Vice President of Continental Insurance Company hereby certify that the above is an accurate representation of the financial statement of the Company dated December 31, 2023, as filed with the various Insurance Departments and is a true and correct statement of the condition of Continental Insurance Company as of that date.

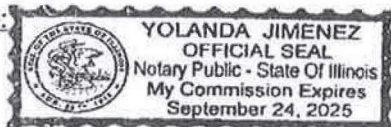


THE CONTINENTAL INSURANCE COMPANY

By Julie Lee  
Vice President, Accounting Policy & External Reporting

Subscribed and sworn to me this 14th day of March, 2024.

My commission expires:



By Yolanda Jimenez  
Notary Public

**SURETY DISCLOSURE STATEMENT AND CERTIFICATION**

Continental Casualty Company, American Casualty Company of Reading, Pennsylvania, National Fire Insurance Company of Hartford and The Continental Insurance Company, surety(ies) on the attached bond, hereby certifies(y) the following:

(1) The surety(ies) meet / meets the applicable capital and surplus requirements of R.S. 17:17-6 or R.S. 17:17-7 as of the surety's most current annual filing with the New Jersey Department of Insurance.

(2) The capital and surplus, as determined in accordance with the applicable laws of this State, of the surety(ies) participating in the issuance of the attached bond is (are) in the following amount(s) as of the calendar year ended December 31, 2023. The financial statements of the following companies as of and for the year ended December 31, 2023 have been audited by Deloitte & Touche LLP, 111 S. Wacker Drive, Chicago, IL 60606.

<b>Surety Company</b>	<b>Capital</b>	<b>Policyholders' Surplus (including Capital)</b>
Continental Casualty Company	\$35,632,565	\$10,946,238,241
American Casualty Company of Reading, Pennsylvania	\$ 4,200,000	\$ 96,551,358
National Fire Insurance Company of Hartford	\$ 5,000,000	\$ 83,214,625
The Continental Insurance Company	\$53,566,360	\$ 1,951,608,827

(3) (a) With respect to each surety participating in the issuance of the attached bond that has received from the United States Secretary of the Treasury a certificate of authority pursuant to 31 U.S.C. § 9305, the underwriting limitation established therein on July 1, 2023, is as follows:

<b>Surety Company</b>	<b>Limitation</b>
Continental Casualty Company	\$711,477,000
American Casualty Company of Reading, Pennsylvania	\$ 9,776,000
National Fire Insurance Company of Hartford	\$ 8,234,000
The Continental Insurance Company	\$184,310,000

(b) With respect to each surety participating in the issuance of the attached bond that has not received such a certificate of authority from the United States Secretary of the Treasury, the underwriting limitation of that surety as established pursuant to R.S. 17.18.9 as of (date of which such limitation was so established) is as follows: N/A

(4) The amount of the bond to which this statement and certification is attached is \$ 20,000.00.

(5) If, by virtue of one or more contracts of reinsurance, the amount of the bond indicated under item (4) above exceeds the total underwriting limitation of all sureties on the bond as set forth in items (3)(a) or (3)(b) above, or both, then for each such contract of reinsurance:

(a) The name and address of each such reinsurer under that contract and the amount of that reinsurer's participation in the contract is as follows: N/A  
and

(b) Each surety that is party to any such contract of reinsurance certifies that each reinsurer listed under item (5)(a) satisfies the credit for reinsurance requirement established under P.L.1993, c. 243 (C.17:51B-1 et seq.) and any applicable regulations in effect as of the date on which the bond to which this statement and certification is attached shall have been filed with the appropriate public agency. N/A

**CERTIFICATE**

I, Larry Kasten, as Vice President, for Continental Casualty Company, American Casualty Company of Reading, Pennsylvania, National Fire Insurance Company of Hartford, and The Continental Insurance Company, each corporation respectively domiciled in Illinois, Pennsylvania, Illinois and Pennsylvania, DO HEREBY CERTIFY that, to the best of my knowledge, the foregoing statements made by me are true, and ACKNOWLEDGE that, if any of those statements made by me are false, this bond is VOIDABLE.

  
Larry Kasten, Vice President

Date: May 23, 2024



**BID FORM 4**

*June 4, 2024*

Dear Municipal Clerk:

The undersigned, as Bidder, *has* submitted the attached Bid in response to a Request for Bid (RFB), issued by the Township of Manalapan (“the Township”), for the Sale of the Township’s Water System.

*Veolia Water New Jersey, Inc.* HEREBY STATES:

1. The Bid contains accurate, factual and complete information.
2. Veolia Water New Jersey, Inc. agrees to participate in good faith in the contract process as described in the RFB and to adhere to the Township’s procurement schedule.
3. Veolia Water New Jersey, Inc. acknowledges that all costs incurred by it (them) in connection with the preparation and submission of the Bid prepared and submitted in response to the RFB, or any negotiation which results from this RFB shall be borne exclusively by the Bidder.
4. Veolia Water New Jersey, Inc. hereby declares that the only persons participating in this Bid as Principals are named herein and that no person other than those herein mentioned has any participation in this Bid or in any contract to be entered into with respect thereto. Additional persons may subsequently be included as participating Principals, but only if acceptable to the Township.
5. Veolia Water New Jersey, Inc. declares that this Bid is made without connection with any other person, firm or parties who has submitted a Bid, except as expressly set forth below and that it has been prepared and has been submitted in good faith and without collusion or fraud.
6. Veolia Water New Jersey, Inc. acknowledges and agrees that the Township may modify, amend, suspend and/or terminate the procurement process (in its sole judgment). In any case, the Township shall not have any liability to the Bidder for any costs incurred by the Bidder with respect to the contract activities described in this RFB.

A handwritten signature in black ink, appearing to read 'Alan Weland'.

Alan Weland  
Vice President and General Manager  
Veolia Water New Jersey, Inc.

Dated: 6/4/24



**BID FORM 6**

**STATEMENT OF OWNERSHIP**

(N.J.S.A. 52:25-24.2)

The BIDDER is (check one):

- Partnership   Corporation  Sole Proprietorship  Limited Liability Partnership  
Limited Liability Corporation  Limited Partnership  
Subchapter S Corporation  Other, Please List \_\_\_\_\_

certify that:

No individual person or entity owns a 10% or greater interest in the Bidder.

**OR**

The list below contains the names and addresses of all individuals/entities holding 10% or greater interest in the Bidder. If a parent entity holding 10% or more is a publicly traded entity, then the Bidder in complying with N.J.S.A. 52:25-24.2 may submit the name and address of each publicly traded entity, and the name and address of each person holding 10% or more interest in the publicly traded entity as of the last annual filing with the Security Exchange Commission (SEC), or foreign equivalent.

Name: SEE ATTACHED LIST Address: \_\_\_\_\_  
Name: \_\_\_\_\_ Address: \_\_\_\_\_  
Name: \_\_\_\_\_ Address: \_\_\_\_\_

Check here if additional sheets are attached.

**NOTE:** If an entity owns a 10% or greater interest in the Bidder, list all owners of 10% or greater interest for each such entity. Repeat the process of disclosure as necessary for each tier or level of ownership until the name and address of each individual person who owns a 10% or greater interest in each listed entity has been disclosed.

**Publicly Traded Parent Company Disclosure:**

Provide the Website (URL) providing the last annual Security Exchange Commission (SEC) filing, or foreign equivalent:

\_\_\_\_\_

BIDDER: VEOLIA WATER NEW JERSEY, INC.

SIGNED BY: Alan Weland

PRINT NAME & TITLE: ALAN WELAND, VICE PRESIDENT & GENERAL MANAGER

DATE: 6/4/21

## Veolia Water New Jersey, Inc.

### 2024 Ownership

Veolia Water New Jersey, Inc., a New Jersey corporation, is 100% wholly owned by  
Veolia Utility Resources LLC, a Delaware limited liability company that is 100% wholly owned by  
Veolia Utility Parent, Inc., a Delaware corporation that is jointly owned  
20% by Stichting Depository PGGM Infrastructure Funds, acting in its capacity as title holder of  
PGGM Infrastructure Fund, a Dutch pension fund, and  
80% by Veolia Water USA, Inc., a Delaware corporation :  
Veolia Water USA, Inc. is 100% wholly owned by  
Veolia North America (Paramus), Inc., a Delaware corporation that is 100% wholly owned by  
Veolia North America, Inc., a Delaware corporation that is wholly owned by  
Veolia Environnement S.A., a French public limited company

BID FORM 7

NON-COLLUSION AFFIDAVIT

Township of Manalapan

Request for Bids – Sale Water System

STATE OF New Jersey )  
 ) ss:  
COUNTY OF Bergen )

I, Alan Weland of the City of Haworth in the County of Bergen and the State of New Jersey of full age, being duly sworn according to law on my oath depose and say that:

I am Vice President & General Manager of the firm of Veolia Water New Jersey, Inc. the bidder making the Bid for the above named project, and that I executed the said Bid with full authority so to do; that said Bidder has not, directly or indirectly, entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above named project; and that all statements contained in said Bid and in this affidavit are true and correct, and made with full knowledge that the Township of Manalapan relies upon the truth of the statements contained in said Bid and in the statements contained in this affidavit in awarding the contract for the said project.

I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, except bona fide employees or prospective employees or bona fide established commercial or selling agencies maintained by Veolia Water New Jersey, Inc. for the purpose of securing business.

(N.J.S.A. 52:34-15)

(NAME OF CONTRACTOR)

Subscribed and sworn to



(Type or print name of affiant under signature)

ALAN WELAND, VICE PRESIDENT & GENERAL MANAGER

before me this 4th day

of June, 2024.

LB Dickey  
Notary Public of Bergen County, NJ  
My commission expires December 17, 2028

LYNDA B DICKEY  
NOTARY PUBLIC  
STATE OF NEW JERSEY  
ID # 2380928

MY COMMISSION EXPIRES DECEMBER 17, 2028

**BID FORM 8**

**DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN**

**Project Name:** Township of Manalapan, RFB - Sale of Water System  
**Bidder Name:** Veolia Water New Jersey, Inc.

**PART 1: CERTIFICATION**  
**BIDDERS MUST COMPLETE PART 1 BY CHECKING EITHER BOX**

**FAILURE TO CHECK ONE OF THE BOXES WILL RENDER THE PROPOSAL NON-RESPONSIVE**

Pursuant to Public Law 2012, c.25, any person or entity that submits a bid or proposal or otherwise proposes to enter into or renew a contract must complete the certification below to attest, under penalty of perjury, that NEITHER the person or entity, nor any of its parents, subsidiaries, or affiliates, is identified on the Department of Treasury Chapter 25 list as a person or entity engaging in investment activities in Iran. The Chapter 25 list is found on the Division's website at <http://www.state.nj.us/treasury/purchase/pdf/Chapter25List.pdf>. Bidders **must** review this list prior to completing the below certification. **Failure to complete the certification will render a bidder's proposal non-responsive.** If the New Jersey Director of the Division of Purchase and Property finds a person or entity to be in violation of law, he/she shall take action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking suspension of the party.

**PLEASE CHECK THE APPROPRIATE BOX:**

**I certify, pursuant to Public Law 2012, c.25, that neither the bidder listed above nor any of the bidder's parents, subsidiaries, or affiliates listed on the N.J. Department of the Treasury's list of entities determined to be engaged in prohibited activities in Iran pursuant to P.L. 2012, c.25 ("Chapter 25 List"). I further certify that I am the person listed above, or I am an officer or representative of the entity listed above and am authorized to make this certification on its behalf. I will skip Part 2 and sign and complete the Certification below: OR**

**I am unable to certify as above because the bidder and/or one of its parents, subsidiaries, or affiliates is listed on the Department's Chapter 25 List. I will provide a detailed, accurate and precise description of the activities in Part 2 below and sign and complete the Certification below. Failure to provide such will result in the proposal being rendered as non-responsive and appropriate penalties, fines and/or sanctions will be assessed as provided by law.**

**PART 2: PLEASE PROVIDE FURTHER INFORMATION RELATED TO INVESTMENT ACTIVITIES IN IRAN.**

You must provide a detailed, accurate and precise description of the activities of the bidding person/entity, or one of its parents, subsidiaries or affiliates, engaging in the investment activities in Iran outlined above by completing the boxes below.

**PLEASE PROVIDE THOROUGH ANSWERS TO EACH QUESTION. IF YOU NEED ADDITIONAL ROOM, ADD ADDITIONAL PAGES.**

Name \_\_\_\_\_ Relationship to Bidder/Owner \_\_\_\_\_

Description of Activities NONE

Duration of Engagement \_\_\_\_\_ Anticipated Cessation Date \_\_\_\_\_

Bidder/Offeror Contact Name \_\_\_\_\_

Certification: I, being duly sworn upon my oath, hereby represent and state that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I attest that I am authorized to execute this certification on behalf of the above-referenced person or entity. I acknowledge that the State of New Jersey and the Owner of the project are relying on the information contained herein and thereby acknowledge that I am under a continuing obligation from the date of this certification through the completion of any contracts with the State of New Jersey and the Owner to notify the State of New Jersey and the Owner in writing of any changes to the answers of information contained herein. I acknowledge that I am aware of that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I recognize that I am subject to criminal prosecution under the law and that it will also constitute a material breach of my agreement(s) with the State of New Jersey and/or the Owner and that the State and/or the Owner at its option may declare any contract(s) resulting from this certification void and unenforceable.

Full Name (Print): Alan Weland Signature:   
Title: Vice President & General Manager Date: 6/4/21

BID FORM 9



CERTIFICATION OF NON-INVOLVEMENT IN PROHIBITED ACTIVITIES  
IN RUSSIA OR BELARUS PURSUANT TO P.L.2022, c.3

CONTRACT / BID SOLICITATION TITLE Township of Manalapan, RFB - Sale of Water System

CONTRACT / BID SOLICITATION No. \_\_\_\_\_

**CHECK THE APPROPRIATE BOX**

I, the undersigned, am authorized by the person or entity seeking to enter into or renew the contract identified above, to certify that the Vendor/Bidder is not engaged in prohibited activities in Russia or Belarus as such term is defined in [P.L.2022, c.3,1](#) section 1.e, except as permitted by federal law.

I understand that if this statement is willfully false, I may be subject to penalty, as set forth in P.L.2022, c.3, section 1.d.

**OR**

I, the undersigned am unable to certify above because the person or entity seeking to enter into or renew the contract identified above, or one of its parents, subsidiaries, or affiliates may have engaged in prohibited activities in Russia or Belarus. A detailed, accurate and precise description of the activities is provided below.

Failure to provide such description will result in the Quote being rendered as non-responsive, and the Department/Division will not be permitted to contract with such person or entity, and if a Quote is accepted or contract is entered into without delivery of the certification, appropriate penalties, fines and/or sanctions will be assessed as provided by law.

**Description of Prohibited Activity**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

*Attach Additional Sheets If Necessary.*

If you certify that the bidder is engaged in activities prohibited by P.L. 2022, c. 3, the bidder shall have 90 days to cease engaging in any prohibited activities and on or before the 90th day after this certification, shall provide an updated certification. If the bidder does not provide the updated certification or at that time cannot certify on behalf of the entity that it is not engaged in prohibited activities, the State shall not award the business entity any contracts, renew any contracts, and shall be required to terminate any contract(s) the business entity holds with the State that were issued on or after the effective date of P.L. 2022,c. 3.

Signature of Authorized Representative

6/4/24  
Date

Alan Weland Vice President & General Manager

Print Name and Title of Authorized Representative

Veolia Water New Jersey, Inc.

Vendor Name

1 Engaged in prohibited activities in Russia or Belarus" means (1) companies in which the Government of Russia or Belarus has any direct equity share;  
(2) having any business operations commencing after the effective date of this act that involve contracts with or the provision of goods or services to the Government of Russia or Belarus; (3) being headquartered in Russia or having its principal place of business in Russia or Belarus, or (4) supporting, assisting or facilitating the Government of Russia or Belarus in their campaigns to invade the sovereign country of Ukraine, either through in-kind support or for profit.

## NEW JERSEY BUSINESS REGISTRATION

Pursuant to N.J.S.A. 52:32-44, the Township of Manalapan (“Contracting Agency”) is prohibited from entering into a contract with an entity unless the bidder/proposer/contractor, and each subcontractor that is required by law to be named in a bid/proposal/contract has a valid Business Registration Certificate on file with the Division of Revenue and Enterprise Services within the Department of the Treasury.

Prior to contract award or authorization, the contractor shall provide the Contracting Agency with its proof of business registration and that of any named subcontractor(s).

Subcontractors named in a bid or other proposal shall provide proof of business registration to the bidder, who in turn, shall provide it to the Contracting Agency prior to the time a contract, purchase order, or other contracting document is awarded or authorized.

During the course of contract performance:

- (1) the contractor shall not enter into a contract with a subcontractor unless the subcontractor first provides the contractor with a valid proof of business registration.
- (2) the contractor shall maintain and submit to the Contracting Agency a list of subcontractors and their addresses that may be updated from time to time.
- (3) the contractor and any subcontractor providing goods or performing services under the contract, and each of their affiliates, shall collect and remit to the Director of the Division of Taxation in the Department of the Treasury, the use tax due pursuant to the Sales and Use Tax Act, (N.J.S.A. 54:32B-1 et seq.) on all sales of tangible personal property delivered into the State. Any questions in this regard can be directed to the Division of Taxation at (609)292-6400. Form NJ-REG can be filed online at <http://www.state.nj.us/treasury/revenue/busregcert.shtml>.

Before final payment is made under the contract, the contractor shall submit to the Contracting Agency a complete and accurate list of all subcontractors used and their addresses.

Pursuant to N.J.S.A. 54:49-4.1, a business organization that fails to provide a copy of a business registration as required, or that provides false business registration information, shall be liable for a penalty of \$25 for each day of violation, not to exceed \$50,000, for each proof of business registration not properly provided under a contract with a contracting agency.



## STATE OF NEW JERSEY BUSINESS REGISTRATION CERTIFICATE

**Taxpayer Name:** VEOLIA WATER NEW JERSEY, INC.

**Trade Name:**

**Address:** 461 FROM ROAD  
PARAMUS, NJ 07652

**Certificate Number:** 0102586

**Effective Date:** May 01, 1999

**Date of Issuance:** April 19, 2022

**For Office Use Only:**

20220419111509601

 **VEOLIA** | Technical Qualifications and Experience





## II. TECHNICAL QUALIFICATIONS AND EXPERIENCE

Veolia is the largest water and wastewater company in the world. The global parent company, established in 1853, has more than 220,000 employees worldwide who provide water, waste and energy management solutions that contribute to the sustainable development of communities and industries. Worldwide, Veolia operates and manages more than 3,300 drinking water treatment plants that supply water to 113 million people along with more than 2,700 wastewater treatment plants meeting the needs of over 103 million people.

In the United States, Veolia North America (VNA) has 12,000 employees dedicated to providing drinking water, wastewater, energy management and other essential environmental services across all 50 states. Veolia’s water and wastewater operations in the U.S. are part of Veolia’s Municipal Water division, headquartered in Paramus, New Jersey. The Company owns regulated water and wastewater utilities in six states. In addition, Veolia has more than 200 municipal water and wastewater system management, operations and maintenance contracts. The company’s regulated utility in New Jersey operates as Veolia Water New Jersey, Inc.

**Table II.1.1 - Veolia offers vast experience in water and wastewater services. The Company’s operations range from small facilities serving neighborhoods to complex, urban water systems serving nearly a million people. Our Regulated Utility Operations in the U.S.:**

Company	Headquarters	Scope of Services	Capacity	Population
Veolia Water New Jersey, Inc.	Haworth, NJ	Water and wastewater treatment and distribution, customer service, metering, billing and collections	231 MGD W 2.8 MGD WW	Serving 1.1 million residents in Bergen, Hudson, Hunterdon, Middlesex, Monmouth, Morris, Ocean, Passaic, Sussex and Warren, counties
Veolia Water New York, Inc. Veolia Sewer Operations New York, Inc.	West Nyack, NY	Water and wastewater treatment and distribution, customer service, metering, billing & collections	54.34 MGD W .484 MGD WW	500,000 in Rockland, Orange and Tioga, counties

Company	Headquarters	Scope of Services	Capacity	Population
Veolia Water Rhode Island, Inc.	Wakefield, RI	Water treatment and distribution, customer service, metering, billing & collections	7 MGD W	22,000 in Narragansett and South Kingstown, RI
Veolia Water Pennsylvania, Inc.	Harrisburg, PA	Water treatment and distribution, customer service, metering, billing & collections	20 MGD W	200,000 in 49 municipalities across 11 counties
Veolia Water Delaware, Inc.	Wilmington, DE	Water treatment and distribution, customer service, metering, billing & collections	36 MGD W	116,000 served in DE as well as Bethel, PA
Veolia Water Idaho, Inc.	Boise, ID	Water treatment and distribution, customer service, metering, billing & collections	100.5 MGD W	260,000 in the City of Boise as well as Ada and Canyon counties

## 1. Qualifications and Experience of Bidder

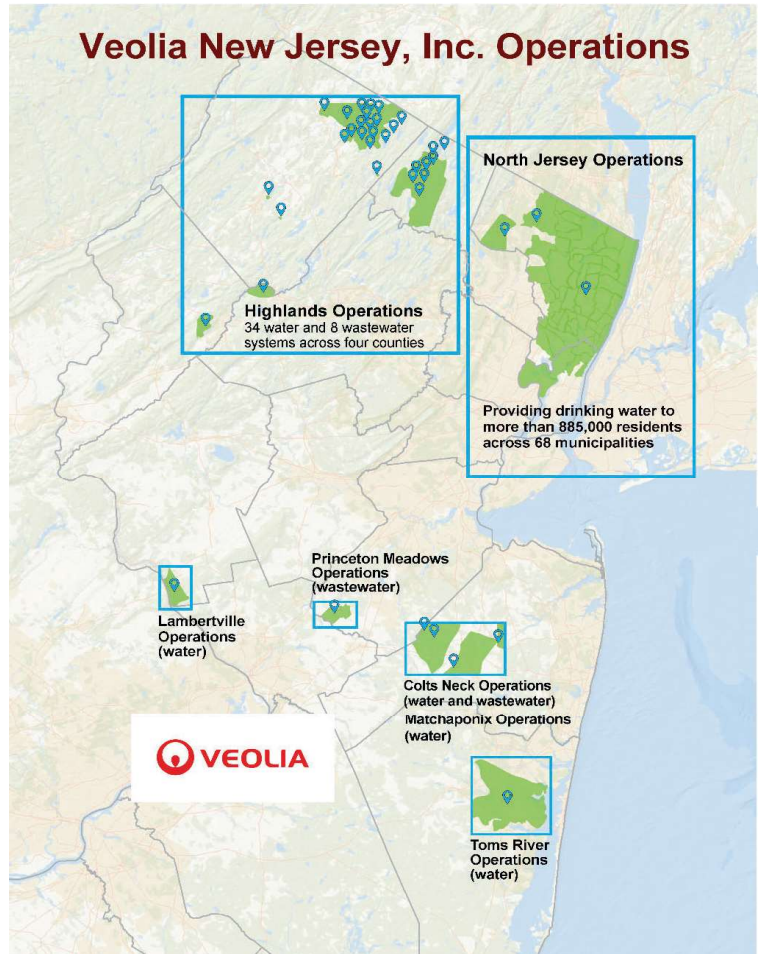
Veolia has been serving communities in New Jersey since 1869, when the Hackensack Water Company was formed to deliver clean water to residents in Northern New Jersey. We have grown along with the communities we serve. With its Municipal Water headquarters in Paramus, along with divisions in regulated and O&M water and wastewater operations as well as recycling and hazardous waste management, Veolia has 1,000 employees and extensive resources throughout New Jersey. Across its divisions, Veolia provides water and wastewater services to 1.6 million residents and businesses in 90 municipalities statewide, including more than 150,000 residents in Central New Jersey. Manalapan Township is among the communities we serve and whose water system we have proudly operated for nearly three decades under an agreement with the municipality.



Veolia Water New Jersey is headquartered in Haworth, NJ and we provide water treatment and distribution, customer service, metering, billing and collections, as well as wastewater collection and treatment. Our team, more than 470 strong, is dedicated to delivering superior water quality at affordable rates. We don't just work here, we live and raise our families in the communities we serve, including Manalapan.

Veolia Water New Jersey's operations are supported by the expertise of our corporate personnel from our Municipal Water headquarters in Paramus, who provide vast experience and resources in operational, mechanical and regulatory issues. Veolia has staff engineers, construction managers, O&M specialists, water quality experts and health and safety personnel who provide ongoing support. Veolia offers the breadth and depth of resources needed to manage all of the Township's drinking water needs, particularly in emergency situations.

Veolia Water New Jersey owns and operates facilities that meet or surpass regulatory standards and makes prudent investments to maintain and improve its systems. We have the experience, expertise and capital to meet any challenge. With 56 treatment plants, 2,800 miles of mains, more than 18,000 hydrants, five reservoirs and 83 wells, we are committed to protecting public health and providing reliable service. We are highly experienced in working with both well systems and surface water supplies. As a subsidiary of the largest environmental company in the world, our dedication to the environment is evident in the way we protect and manage thousands of acres of watershed statewide. In fact, Veolia has been honored with the New Jersey Governor's Award for the past two years for its innovative efforts to protect watersheds and preserve precious resources.



**Veolia has been proud to serve as Manalapan's partner since 1995, when we began operating and managing the Township's water system on an emergency basis.** At that time, the local water treatment facility was facing significant challenges in meeting water quality standards. Manalapan officials came to us for our technical expertise. Within the first three months of our temporary agreement, Veolia (then United Water) successfully implemented crucial improvements that effectively eliminated the community's concerns regarding water quality.

In 1996, Veolia formalized its Public-Private Partnership with Manalapan, which has since been renewed through 2036. Manalapan's Knob Hill System has grown from 182 to 3,400 connections and serves approximately 11,200 residents. The Township's Knob Hill and Tracy Station Water Systems are

interconnected to Veolia's Matchaponix regional water system in Manalapan and we supply approximately 95% of the Township's water needs. As Manalapan prepares for a new surge in growth, Veolia plans to expand water supply capacity to reliably meet the rising demand. We also plan to replace the aging Lamb Lane Treatment Station and install advanced water treatment facilities. Veolia has the expertise, capital and experience to ensure the Township's water and economic development needs are met.

**Our longstanding relationship will allow a seamless transition to Veolia ownership. No other potential buyer has the ability to manage the Township's needs now and into the future.** Upon acquisition, Manalapan customers will continue to be managed by our Central Jersey operations, with offices in nearby Toms River and a dedicated staff of operators, maintenance and compliance personnel. The Manalapan Township Water System is already fully integrated into our management systems and programs. This includes our GIS, emergency preparedness and response plans, maintenance management systems, communications, water quality, compliance, billing and health and safety programs. Our New Jersey-based Customer Service departments will continue to provide services for the Township.

Veolia has been honored to participate in events throughout the Township over the last 29 years, including Manalapan Day and Veterans Day celebrations. At Veolia, we offer our communities an array of engaging environmental programs for all ages as well as a commitment to volunteerism. Our education program reaches more than 18,000 students a year in New Jersey. Our charitable giving funds environmental projects, promotes STEM education and provides help to neighbors in need across the state.

## **2. Qualifications and Experience of Key Personnel**

The Veolia team brings unparalleled experience, knowledge and expertise to the operation, maintenance and management of the Manalapan Township Water System. The systems will be managed, operated and maintained by the more than 470 water utility professionals of Veolia Water New Jersey. Our personnel are trained and highly motivated. We have extensive local knowledge, support and resources from our numerous New Jersey operations.

The following pages contain information about the key personnel who will be significantly involved in the operation of the Manalapan systems. Of note,

John DeShaw, Superintendent of Operations, serves as the licensed operator (both T-4 and W-4) for the Manalapan Township Water System. He will remain as the licensed operator. Alongside John, there are numerous water operators at Veolia who are licensed by the New Jersey Department of Environmental Protection.



*Table II.2.1 – Key Veolia Personnel*

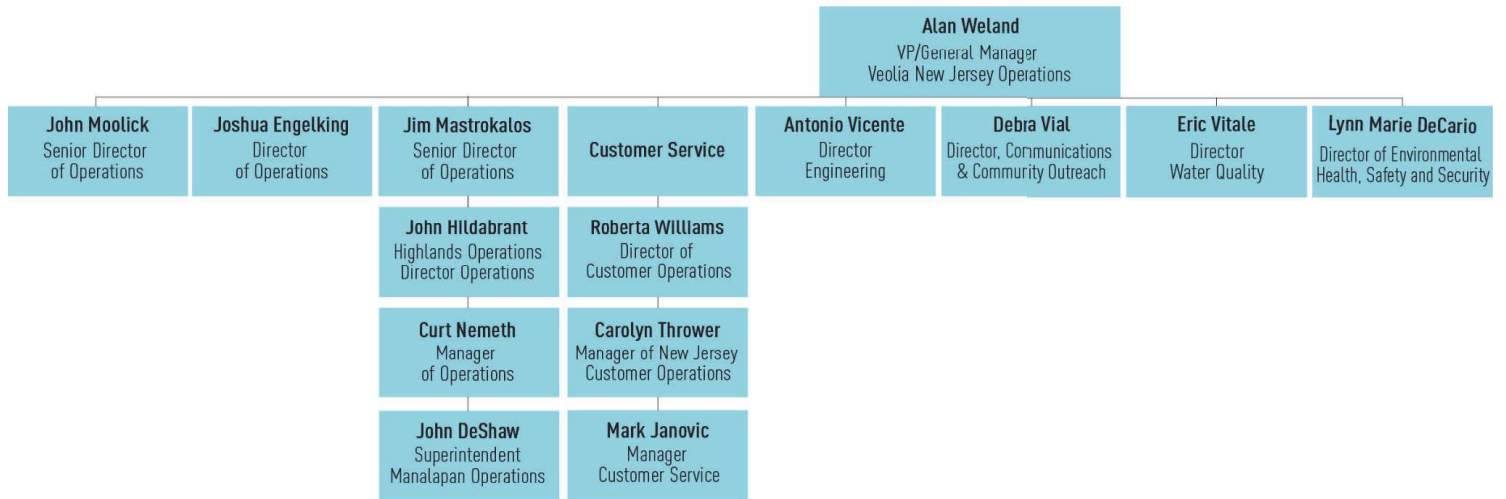
Name & Title	Responsibilities	Education & Licensing	Years of Experience
 <p>Alan Weland, Vice President and General Manager</p>	<ul style="list-style-type: none"> <li>Oversees all operational activities for Veolia Water New Jersey, Inc. the company’s largest business unit, which provides water and wastewater services to 1.1 million residents and businesses in ten counties</li> <li>Responsible for 65 water and wastewater treatment plants, including the state-of-the art Haworth Water Treatment Plant, a 113 square mile watershed, four reservoirs, 83 wells, 20,187 hydrants and 2,915 miles of water main</li> </ul>	<ul style="list-style-type: none"> <li>B.E. in civil engineering from Manhattan College</li> <li>M.E. in environmental engineering from Manhattan College</li> <li>Registered Professional Engineer in New Jersey</li> </ul>	<p>More than 35 years of experience in water utility engineering, technical services and operations management</p>
 <p>Jim Mastrokalos, Senior Director Operations</p>	<ul style="list-style-type: none"> <li>Responsible for operations in Central New Jersey, serving over 60,000 water and wastewater connections and a population exceeding 150,000</li> <li>Oversee facilities treating approximately 30 MGD, including groundwater and surface drinking water treatment facilities, as well as biological wastewater treatment and 600 miles of distribution and collection systems</li> </ul>	<ul style="list-style-type: none"> <li>Studied Business Administration/Finance at Ashford University</li> <li>NJDEP T4, W4, C2, N2 Operator licenses</li> </ul>	<p>30+ years experience in water and wastewater utility operations &amp; management</p>
 <p>John Moolick, Senior Director Operations</p>	<ul style="list-style-type: none"> <li>Responsible for distribution system operation and maintenance as well as vehicle fleet and transportation maintenance for Veolia Water New Jersey</li> <li>Asset and workforce management duties include planning, resource deployment and data analysis to support the capital investment plan</li> </ul>	<ul style="list-style-type: none"> <li>B.S. in Civil Engineering, Rutgers University</li> <li>M.S. in Environmental Engineering, Manhattan College</li> <li>Registered Professional Engineer in New York</li> </ul>	<p>More than 27 years of experience in water system engineering, capital planning and delivery, water utility operations and maintenance management</p>

Name & Title	Responsibilities	Education & Licensing	Years of Experience
 <p>Joshua Engelking, Director of Operations</p>	<ul style="list-style-type: none"> <li>Responsible for all treatment and supply operations for the Hackensack and Franklin Lakes systems. This includes the 200 MGD Haworth Water Treatment Plant and all groundwater sources, booster stations, storage tanks, and regulators</li> </ul>	<ul style="list-style-type: none"> <li>NJDEP, T-4, W4 Operator licenses</li> </ul>	<ul style="list-style-type: none"> <li>More than 20 years of experience in water utility production facility operations and maintenance</li> </ul>
 <p>John Hildabrant, Director of Operations Highlands</p>	<ul style="list-style-type: none"> <li>Direct daily operations of WWTPs, 35 individual groundwater systems, and one surface water treatment plant</li> <li>Responsible for regulatory compliance and identifying and completing capital improvement and resiliency projects</li> <li>Led successful integration and turnaround of multiple acquired systems</li> </ul>	<ul style="list-style-type: none"> <li>B.S. in Business Management, Franklin University, Columbus, OH</li> <li>NJDEP T3, W3, C2 Operator licenses</li> </ul>	<p>35+ years experience in water &amp; wastewater utility operations &amp; management</p>
 <p>Curt Nemeth Manager Operations, Manalapan</p>	<ul style="list-style-type: none"> <li>Manages the operation, maintenance and development activities in Central Jersey of the water and sewer utilities owned and operated by Veolia, including the public/private partnership with Manalapan Township</li> <li>Responsible for ensuring compliance with all regulatory agencies in Central Jersey, including environmental permitting, reporting, an water quality</li> </ul>	<ul style="list-style-type: none"> <li>NJDEP T-4, W-4 and C-2 Operator licenses</li> </ul>	<p>More than 23 years of experience in efficiently managing all aspects of utilities operations</p>
 <p>Antonio Vicente, Director Engineering</p>	<ul style="list-style-type: none"> <li>Directs design and construction of capital projects concerning sources of water supply, dams and reservoirs, water and wastewater treatment plants, transmission and distribution systems, customer service lines, meters, radio frequency meter reading devices, distribution system and collection systems, storage tanks, and pumping facilities</li> </ul>	<ul style="list-style-type: none"> <li>M.E. in Civil Engineering, The Cooper Union for Advancement of Science and Art, New York, NY</li> <li>B.E. in Civil Engineering, The Cooper Union for Advancement of Science and Art, New York, NY</li> <li>Registered Professional Engineer in New York</li> </ul>	<p>27 years of civil engineering experience in water and wastewater projects</p>

Name & Title	Responsibilities	Education & Licensing	Years of Experience
 <p>Debra Vial, Director of Communications and Community Outreach</p>	<ul style="list-style-type: none"> <li>Responsible for external and internal communications, press relations, and public outreach activities, including community forums, charitable giving, educational programs, and the Watershed Recreation Program</li> </ul>	<ul style="list-style-type: none"> <li>B.S. in Mass Communications and Economics, Honors College at Virginia Commonwealth University.</li> <li>MBA in progress, Rutgers University</li> </ul>	<p>More than 30 years of experience in communications, media, public relations and marketing</p>
 <p>Eric Vitale, Director, Water Quality</p>	<ul style="list-style-type: none"> <li>Responsible for the management and oversight of Water Quality Compliance in New Jersey, including our Lead Program</li> </ul>	<ul style="list-style-type: none"> <li>B.S. in electrical engineering, Manhattan College</li> <li>M.S. in computer engineering, Manhattan College</li> </ul>	<p>More than 10 years of project and program management experience in water and wastewater</p>
 <p>Lynn Marie DeCarlo Director of Environmental, Health, Safety, and Security</p>	<ul style="list-style-type: none"> <li>Responsible for all EHSS activities, policies, programs, regulatory compliance, and injury/incident prevention for the NJ Division</li> </ul>	<ul style="list-style-type: none"> <li>B.S. in Environmental Science, Cook College, Rutgers University</li> <li>M.S. in Environmental Science, New Jersey Institute of Technology</li> </ul>	<p>More than 34 years of experience in the water utility industry, with over 28 years focused in the area of EH&amp;S and Operations compliance</p>
 <p>Roberta Williams, Director of Metering Services</p>	<ul style="list-style-type: none"> <li>Responsible for all aspects of meter operations, metering technology and performance optimization for more than 200,000 meters and endpoints</li> </ul>	<ul style="list-style-type: none"> <li>Degree in Human Resource, Management and Business Administration, Ashford University</li> </ul>	<p>More than 20 years of experience in billing, collections, payments and customer service</p>

Name & Title	Responsibilities	Education & Licensing	Years of Experience
 Carolyn Thrower Manager of Customer Operations	<ul style="list-style-type: none"> <li>Manages all billing, payment and collections for Veolia New Jersey's Regulated and Contract Divisions</li> <li>Ensure all processes related to customer operations follow proper regulatory/—municipal guidelines</li> </ul>	<ul style="list-style-type: none"> <li>B.A. in Sociology &amp; Psychology, Felician University</li> <li>MBA in progress Phoenix University</li> </ul>	More than 20 years of experience in billing, collection, payments and customer service
 Mark Janovic, Manager Customer Service	<ul style="list-style-type: none"> <li>Delivering exceptional customer service through the Veolia call center, back-office customer communications and office administration</li> </ul>	<ul style="list-style-type: none"> <li>BBA in Marketing, Pace University</li> <li>Certified Virtual Learning Expert</li> </ul>	More than 25 years of experience in call center management, training and learning development

Figure II 2.2 Organizational Chart for VWNJ Management of the Manalapan Township Water System





### 3. Regulatory Compliance

At Veolia, our commitment to excellence means that we strive to meet or surpass all regulations, including all health, safety and environmental policies and standards. As the global leader in resource management,



Veolia is dedicated to sustainable development and environmental stewardship. Executing this commitment requires the support of senior management and extends throughout our organization to every treatment facility. Veolia has developed a robust set of compliance tools, policies and programs to manage compliance.

In compliance with 5.4.3 of the RFB, Veolia Water New Jersey has not had any drinking water fines in excess of \$50,000. Our teams are proactive and respond quickly if/when challenges arise.

Veolia Water New Jersey has an outstanding compliance record and enjoys a professional

and mutually respectful relationship with the New Jersey Department of Environmental Protection (NJDEP), which has developed over the years through transparency, cooperation, consistent responsiveness, and a willingness to tackle difficult issues. Our state-of-the-art lab processes more than 85,000 samples annually and we submit hundreds of reports to regulators each year to assure the quality of the drinking water and demonstrate compliance with applicable regulations.

In New Jersey, Veolia takes a proactive approach to water quality and compliance, including emerging contaminants like PFAS. Years before state PFAS standards went into effect, we began testing our systems across the state and installing treatment where necessary. To date, Veolia has installed 12 PFAS treatment plants in New Jersey. Another 15 are in design, permitting or construction. Veolia’s proactive efforts mean its water systems statewide have remained in compliance with PFAS standards.

### 4. Other Water System Acquisitions

Our most recent acquisition, in November 2022, was the Allendale Water System, which serves 6,800 residents in Bergen County. Allendale, like the Manalapan Township Water System, was operated and managed by Veolia for many years in a partnership with the borough and was already fully integrated into our systems and programs. Allendale officials decided to sell the system in large part because it was on the verge of a PFAS exceedance and the borough did not have the expertise or capital to install the treatment necessary to protect public health. In fact, borough officials told residents that if Allendale had to



tackle PFAS treatment and other capital improvements on its own, rates would increase by 228 percent.

Within eight months of acquiring the Allendale Water System, Veolia had installed one PFAS treatment system and was in construction on another. In addition, our crews have removed lead service lines and made other important improvements, including the installation of new hydrants. In just a year and a half of ownership, Veolia has invested \$4 million in capital improvements in the borough.

Veolia Water New Jersey’s rates are subject to the approval of the New Jersey Board of Public Utilities (NJBPU). Allendale customer rates remained unchanged from the time of acquisition until new rates were approved by the NJBPU in late May 2024. In fact, Veolia’s rates had not increased in three years for its customers throughout New Jersey before the NJBPU approved the changes, which went into effect on June 1. With this change, rates in Allendale increased 12 percent, well below the 228 percent increase residents would have paid had the borough retained ownership of the system.

### Improvements in the Highlands

Our work in the Highlands is another example of how a sale to Veolia Water New Jersey has provided significant improvements for residents. In late 2018, Veolia acquired six wastewater and eight drinking water systems in West Milford and the surrounding areas. The systems had not been maintained properly, lacked historical investment and were in dire need of major infrastructure improvements to address safety, operations and compliance deficiencies. For years, residents had been experiencing discolored water and sewage overflows.

Immediately upon closing, the Company began to upgrade and rebuild facilities to bring them up to health and safety standards. These capital investments, which also include PFAS treatment, are transforming the systems, resulting in vastly improved water quality, service and compliance. To date, we have invested \$41 million in these systems. We are proud of what we are accomplishing for the residents and businesses in these communities.

*The photograph below shows the progress we are making for customers in the Highlands. The tube on the left shows drinking water samples before we acquired the system. The tube on the right shows drinking water samples after our team overhauled the system.*



Improvements  
You Can See

Projects to rehabilitate former municipal water and wastewater systems in the Highlands are significantly improving water quality and environmental compliance.



### **III. PURCHASE PRICE**

The Veolia Water New Jersey, Inc. Purchase Price is provided in Bid Form 3.

In addition to the purchase price set forth in Bid Form 3, Veolia Water New Jersey, Inc. will also pay up to \$150,000 for costs and expenses incurred and reasonably anticipated to be incurred by the Township in connection with the sale of the Manalapan Township Water System, as required and in the timeline required in the RFB.

**BID FORM 3 PURCHASE PRICE**

Total Purchase Price: Bidder hereby proposes a TOTAL PURCHASE PRICE in accordance with the RFB for the assets described therein at an amount set forth in words as follows:

**Four Million Dollars**

and in dollars as follows: \$4,000,000

(Bidders acknowledge that in case of discrepancy, the amount in words will govern)

Plus an amount of \$150,000 payable to Seller for Transaction Reimbursement Costs.

Binding 5-year Rate Schedule: Bidder shall attach to this Bid Form 3 a five (5) year binding Rate Schedule to be implemented for the first five (5) years following the sale of the Water System. Proposed rates shall not exceed a rate increase of 0% in the first two (2) years following the Closing, and thereafter the rates will not be increased more than 3% per year for the next three (3) years. Bidder acknowledges that the binding Rate Schedule submitted by Bidder shall be used by the Township to determine the Highest Responsible Bidder.

Veolia Water New Jersey, Inc.  
Name of Bidder



Signature

Vice President & General Manager  
Title

	Year 1	Year 2	Year 3	Year 4	Year 5
Proposed Rate Increase*	0%	0%	3%	3%	3%

\*This proposed short-term rate schedule is subject to review, determination and approval of the NJBPU, as the regulatory and rate making authority, prior to implementation.

To be clear, should the NJBPU not approve the Township's short term rate proposal, Veolia Water New Jersey must implement the rates that are established and approved by the NJBPU.



## IV. FINANCIAL QUALIFICATIONS AND RATE PLAN

### 1. *Financial Strength*

With 155 years of industry experience and \$1.9 billion in assets, Veolia Water New Jersey, Inc. has the financial strength and stability as well as access to the capital required to operate, maintain and improve systems. The company finances its operations and investments through its parent entity, Veolia Utility Resources LLC, which posted \$720 million in revenue in 2023. It carries a strong credit rating of “A” from Standard & Poor’s and can raise financing and sufficient liquidity through \$345 million of available lines of credit and access to debt capital markets. Veolia Utility Resources LLC. is a subsidiary of Veolia North America, Inc. which had \$3.6 billion in revenue in 2023.

Enclosed as part of our proposal are the required audited financial reports for the past three years for Veolia Utility Resources LLC. Please note, the enclosed summarized financial data, statements and legal disclosures (“Records”) are protected from disclosure pursuant to the New Jersey Trade Secrets Act located at Title 56, Chapter 15, Section 1 et seq., of the New Jersey Statutes Annotated. Accordingly, the financial statements are not publicly available, and the company takes great care to protect the confidentiality of the statements due to their competitive nature. The Company is not publicly traded and does not file annual or quarterly reports with the Securities and Exchange Commission. We request that the financial statements be returned to us (using the included Federal Express label) at the completion of the evaluation process. The financial records have been submitted in a sealed envelope, labeled accordingly, with a Federal Express label included inside for your convenience.

*This information is confidential and proprietary - protected from disclosure pursuant to New Jersey Trade Secrets Act; Title 56, Chapter 15, Section 1.*

### 2. *Proposed Capital Investments*

Veolia Water New Jersey has prepared a proposed 10-year capital expenditure plan for the Manalapan Township Water System based on our long experience running this system and other similarly-sized water systems.

At more than \$28 million, our plan anticipates accelerated investment in the Township’s water infrastructure within the first five years followed by a more “routine” level of investment in the second five-year window.

Veolia is committed to the capital plan as proposed. However, capital plans to a certain extent must be flexible based on the needs of the system and external factors that drive investment needs, such as changing regulations. Veolia reviews its capital plans on a regular basis and on an annual basis revises the plans and priorities as necessary.

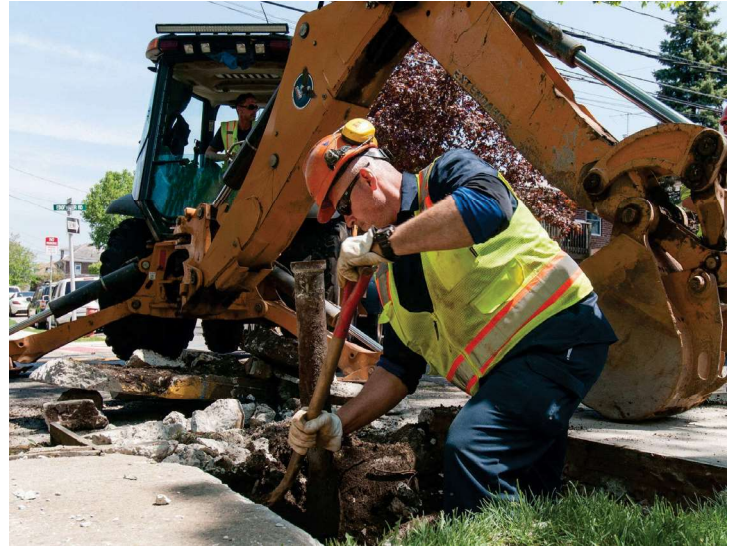




## Capital Plan Highlights

The following are brief summaries of key elements of Veolia's proposed capital plan for the Manalapan Township Water System:

**Customer Meters/Endpoints and AMI** – Veolia utilizes Sensus Advanced Meter Infrastructure (AMI) to manage customer meter data. This technology ensures accurate data measurement, consistent billing, and operational efficiency. The proposed capital plan assumes replacement of all customer meters and touchpads/radio endpoints to Sensus technology. Veolia is also proposing to install an AMI system on existing water infrastructure (e.g., water towers) to allow for the efficient collection of customer meter data.



**SCADA Implementation** – Veolia proposes to install and integrate SCADA at the various water facilities for data capture and alarm reporting. This technology provides operational efficiencies as well as enhancing the effectiveness of the operation by capturing more detailed data for operational decisions and monitoring and future studies/modeling efforts.

**Distribution System Improvements** – Our capital plan includes annual water main replacement programs within the 10-year window. The water main replacement program includes the Station Street main replacement project as stated in the RFB and the Water System Evaluation. To understand the condition of the distribution system, Veolia will perform a condition assessment in certain areas of the system with known history of corrosion, which will also allow us to prioritize and drive system capital investment needs for renewal. Due to the age of the system it is not anticipated that we will encounter any lead services. However, since the material type of the water services are unknown, we will develop a service line inventory by test-pitting a sampling of the oldest water services to confirm material types on both sides of the water service. On the customer side, pipe materials will be categorized during the replacement of the water meters and RF endpoints.

**Lamb Lane Water Treatment Plant** - Due to its current condition, Veolia believes the Lamb Lane Water Treatment Plant (WTP) is nearing the end of its useful life and it is in the best interest to plan for its replacement to address historical challenges at this facility. The CAPEX Plan assumes construction of a replacement WTP that will be operational within the first five years after acquisition. Considering the peak season, construction will need to be completed within the nine month off-season period. The plan also includes the installation of pre-treatment for Well No. 3 to address the historically high levels of iron and allow for utilization of associated water allocation. Additionally, this plan also includes the investigation for the installation of a new well to address the water demands of future development in the area.

**PFAS Treatment** - At this time, PFAS Treatment at the Lamb Lane WTP has not been included in the proposed CAPEX Plan. Sampling and monitoring programs need to be performed to determine PFAS levels in the existing three wells. PFAS treatment will be added if the PFAS levels are near or exceed the Maximum Contaminant Level based on the recently adopted rule by the US EPA.

**Lamb Lane, Knob Hill and Scout Water Storage Tanks** - Veolia has included the rehabilitation and installation of necessary safety equipment and altitude valve replacement for the Lamb Lane, Knob Hill, and Scout Water Storage Tanks within the CAPEX Plan. The Lamb Lane and Knob Hill tanks will also be painted, which are OPEX expenses. For the Scout Tank, it is assumed (to be confirmed through inspection) that the tank will require future cleaning but will not require painting of the concrete walls.



**Engineering and Capital Project Management**

Veolia owns, operates and maintains water and sewer utilities nationwide and is one of the largest private water utilities in the United States. Veolia Water New Jersey is its largest utility, having operations in ten counties: Sussex, Passaic, Morris, Warren, Bergen, Hudson, Hunterdon, Ocean, Middlesex and Monmouth.

Our local New Jersey engineering team manages annual capital investments in excess of \$160 million. In recent years, examples of capital projects have included upgrading and installing new pump stations, building new water tanks and painting existing tanks, backup generator electrical projects, installing new water mains and replacing existing mains, lead service line replacements, building renovations, dam improvement projects, surveying and hydraulic modeling, as well as new water and wastewater treatment projects, including PFAS treatment. Veolia commits significant investments to the improvement and maintenance of our infrastructure for the benefit of our customers and the environment.

The engineering team is responsible for the delivery of the Veolia Water New Jersey capital plan, including the proposed plan for Manalapan Township Water System. The engineering team prepares and implements capital plans and budgets each year based on comprehensive facility evaluations, long-term planning and immediate system needs.



\*Photo caption: Before and after photos of a water tank refurbishment in West Milford, NJ.

The engineering team has project managers with expertise in potable water and wastewater systems in the following areas:

- Ground and surface water supplies
- Water and wastewater treatment
- Pump/lift stations
- Transmission and distribution system upgrades and renewals
- Sewer collection system upgrades and renewals
- Hydraulic modeling
- Water storage tank maintenance and improvements
- Customer meter replacement
- Metering technology (AMI)
- SCADA
- Facility improvements
- Electrical inspections and evaluations
- Energy audits
- Utility master planning
- Water allocation and general permitting
- Non-Revenue Water planning, investigations and reduction

### **3. Customer Service and Plan for Billing Customers**

Veolia Water New Jersey currently provides Manalapan residents with Customer Service as outlined in the agreement between Manalapan Township and Veolia. These services are delivered by Veolia employees based in nearby Toms River as well as our main customer service center, located in Hackensack, NJ. The operations of the Township system will continue to be managed and maintained by our team in Central Jersey.



Our established, local team of customer service experts are focused on delivering courteous, consistent, efficient, and timely service to customers, as well as effective communications regarding operations and applicable regulations and policies that may impact utility services.

If Veolia is selected in this process, Manalapan residents will continue to be supported by the same Veolia team that has been serving Township customers for nearly three decades. A change in ownership to Veolia will be seamless for customers. Manalapan customer information will remain in the current Veolia customer system. There would be no system changes or conversion required to transition Manalapan residents from the current customer system.

Currently, Veolia bills Manalapan residents on a quarterly basis. If our bid is selected, we plan to transition Manalapan residents to monthly billing.

Our Customer Service Center is well prepared to help customers with any questions about meter reading, billing, payment processing, collections or other concerns. The Customer Service Center is open Monday through Friday from 8:00 a.m. to 4:30 p.m. In the case of an emergency, customers can reach operations personnel by phone at 877-565-1456, 24 hours a day, seven days a week. In addition, Veolia provides opportunities for customers to contact us when and how it is convenient for them. Our interactive voice response system (IVR) allows customers to report an emergency, schedule an appointment, make a payment, inquire about an account balance, provide meter read information or speak to a customer service representative. Using the IVR system, customers can complete transactions whenever they choose, in both English and Spanish. Veolia also maintains a website – [mywater.veolia.us](http://mywater.veolia.us) – where customers can view local service alerts, news updates and view and pay their bill.

## Customer Service Standards

Veolia Water New Jersey is a regulated water utility that must meet all statutes, codes, and regulations as established by the NJBPU. As such, Manalapan residents will be afforded the same high standards as all customers served by Veolia. These customer service standards are further defined in the New Jersey Administrative Code (NJAC) Title 14 – PUBLIC UTILITIES.

Examples of regulations for all utilities under Title 14 – PUBLIC UTILITIES includes but not limited to:

- Chapter 3 – ALL UTILITIES
  - SERVICE
  - METERS
  - CONTACTING THE UTILITY
  - BILLS AND PAYMENTS FOR SERVICE
- Chapter 9 – WATER AND WASTEWATER, Subchapter 3 - QUALITY OF SERVICE
  - PRESSURE AND VOLUME OF WATER
  - QUALITY OF WATER

## Customer Billing

Residential customers are billed on a monthly basis and will include metered consumption data. Billing services include:

- Domestic Services Billing – The billing of metered potable water includes facility and service charges, if applicable
- Fire Service Billing – Billing for fire sprinkler systems are billed by size of service
- Hydrant Billing – Public and private hydrants are billed at a flat rate
- Budget Billing – An option allowing customers to pay equal installments on bills rendered for services and consumption if they choose
- Pro-Rate Billing – A billing function that will adjust flat charges to match the actual days of service
- Upon request, Veolia provides visually-impaired customers a Braille or large print bill
- Veolia will create and transmit bills for all accounts, including final bills for property title transfers and corrected bills as a result of re-reads and high bill investigations. The bills will be issued in the required format and in line with all regulatory requirements

Veolia’s billing plan will:

- Provide each customer with a timely, accurate bill that clearly reflects charges for services rendered or usage of consumption in line with all regulatory requirements
- Provide paper billing showing the account number, billing date, usage history, previous balance and total amount due
- Promote E-billing in line with our commitment to reducing the environmental impact of paper billing
- Promote direct debit program or other payment options with a convenience fee where applicable
- Provide definitions of key billing terms to help customers understand their bills
- Promote general information and updates
- Provide bill messaging
- Provide bill inserts – Flyer, brochure or letter may be included with the bill

**Payment Assistance Programs**

Veolia Water New Jersey offers several programs to assist qualifying residential customers with payment assistance.

- Veolia Cares offers customers who are experiencing financial crisis – such as a job loss or illness – grant assistance that may be applied towards their water bill
- Promise Pay, which offers customers secure, simple, and effective self-service enrollment in flexible payment plans
- Budget billing, which spreads water consumption charges evenly throughout the year to better manage water bills

**4. Rate Plan**

Veolia Water New Jersey is a regulated utility in New Jersey and its rates are subject to the review, determination and approval of the New Jersey Board of Public Utilities prior to implementation.

The Township’s RFB requires five-year rate proposals, with the first two years holding 2025 rates steady and no more than 3% per year in years three through five. In accordance with this bid requirement, Veolia Water New Jersey agrees to propose for approval by the NJBPU the following rate schedule for Manalapan Township customers during its next rate case filing: No change in Manalapan’s 2025 rates for the first two years of ownership, followed by 3% increase a year in years three through five. To be clear, should the NJBPU not approve the Township’s short term rate proposal, Veolia must implement the rates that are established and approved by the NJBPU.

**Table IV 4.1 Proposed Rate Schedule**

	Year 1	Year 2	Year 3	Year 4	Year 5
Proposed Rate Increase*	0%	0%	3%	3%	3%

*\*This proposed short-term rate schedule is subject to review, determination and approval of the NJBPU, as the regulatory and rate making authority, prior to implementation.*

Following the proposed short-term rate schedule, customer rates will increase in the same cadence as our existing customer rates, following and upon future rate case approval by the NJBPU.

Veolia Water New Jersey is regulated by the NJBPU, which sets forth the terms and conditions of the tariff by which it provides water service to its customers. All customers receiving water service will be billed directly for service according to the rate schedules contained in the tariff approved by NJBPU. Similarly, municipal customers are charged for public fire protection service in accordance with the rates approved by the NJBPU as set forth in Veolia’s operating tariff.

The proposed Veolia Water New Jersey capital plan for the Manalapan Township Water System includes an investment of more than \$28 million in the first ten years of Veolia ownership. If the Township financed and implemented the entire capital plan itself, this investment would lead to a cumulative rate increase of approximately 130% needed in the first five years, with continued annual rate increases in the years

following to ensure proper operations and maintenance of the system. Instead, through a sale to Veolia, needed investment in facilities would be part of the Veolia Water New Jersey overall construction program and therefore is included in the chart below that pertains to the entire company.

The RFB requests that bidders show a 20-year non-binding rate proposal. The following chart shows our long-term projections of proposed rate increases for a Township customer over the 20-year period compared to projected rate increases needed if the Township were to retain the system and make the necessary investments and improvements on its own.

**Figure IV 4.2 Rate Analysis**

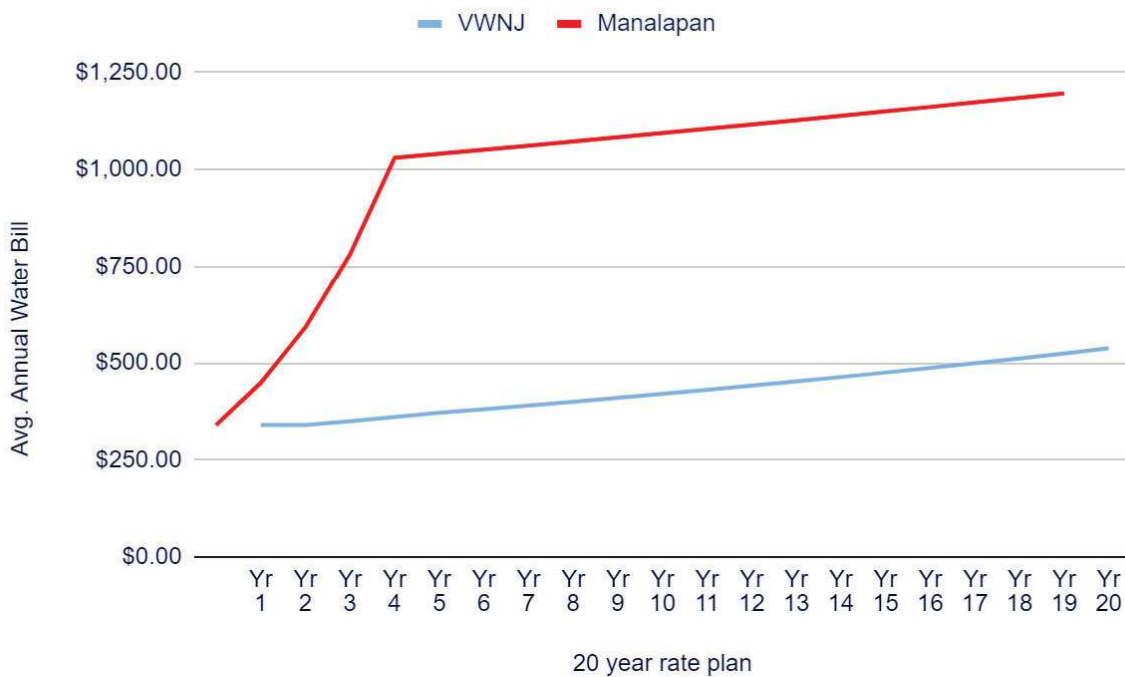


Chart assumptions:

- Based on the Township fully funding 100% of the needed investment in the system at the same amount and rate as proposed by VWNJ
- Township having to bond for the funding and not utilizing grant or loan forgiveness programs
- 117% increase in the first 5 years under Township ownership with continued ~1% increases thereafter
- VWNJ implementing the 5 yr rate plan as proposed and 5% increases bi-annually thereafter
- ~60TG consumption annually

## 5. Exceptions to the Agreement of Sale

In accordance with the RFB, Veolia has submitted as part of its proposal package a mark-up of the draft agreement identifying key issues and exceptions for the Township’s consideration. Veolia may suggest additional revisions for the benefit of both parties to address practical concerns as we work with the Township to implement the agreement. Veolia looks forward to the opportunity to negotiate a mutually beneficial agreement of sale with the Township.