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## **Pannone Lopes Devereaux & West Lawyers Complete Transaction for National Water Resource Management Company Acquisition**

Providence, RI – January 16, 2012 – Pannone Lopes Devereaux & West LLC (PLDW) recently represented Natural Systems Utilities (NSU) in its closing of a stock acquisition transaction of Applied Water Management (AWM) from its parent company, American Water of Voorhees, NJ. The result of this successfully coordinated team effort between members of the PLDW Municipal Infrastructure and Corporate & Business Law Teams and NSU executives advances the company’s leadership position in the ownership and operation of decentralized water and wastewater utility assets across the country.

NSU is a national water resource management company that manages integrated water ecologies to meet human development needs in the most cost-effective and environmentally sustainable manner. NSU employs many of the most highly respected scientists, engineers and operators in the U.S. The merged companies now provide operations and engineering services to over 150 wastewater systems along the eastern seaboard and in Minnesota.

“Our work with NSU to close this important transaction is why we practice law. The coordinated effort by both legal teams was essential to its success and is a great example of how our lawyers partner with clients to accomplish their goals,” said Gary R. Pannone, Managing Partner of PLDW. “During the course of this acquisition, the Municipal Infrastructure Team was able to provide a unique expertise combining both legal and business consulting. Moreover, during the due diligence process, these skilled lawyers were able to assist the client in assessing operational risks as well as negotiating the structure of the transaction, while members of our Corporate and Business Law Team negotiated and drafted transactional documents, evaluated employment issues and ultimately closed the transaction.”

“We are proud to be involved and provide assistance to NSU as they take an important step in the expansion of their foothold in the United States to provide cost-effective and environmentally sound solutions to water resource management issues,” said Mr. Pannone. “Our team of attorneys is well equipped to handle these complex transactions from start to close. In this instance, they were involved in all aspects of due diligence including reviewing contracts for more than 75 facilities, drafting transactional documents and ultimately closing the deal.”

“NSU has a proud history of providing environmentally friendly water resource management services and solutions to a range of municipal, commercial, residential, institutional and industrial customers throughout the United States and we feel very positive about the increased skills and capacity gained with the acquisition of AWM,” said Ed Clerico, Natural Systems Utilities CEO. “The PLDW attorneys were extremely knowledgeable and responsive in guiding our organization and they provided a unique combination of skills to close a transaction that is complex. The market desperately needs improved water management services, and the PLDW attorneys have a comprehensive understanding and appreciation of the unique capability of NSU and how its model of design-build-operate and financing of the type of projects works. This transaction continues to expand our ability and reach in providing the public with innovative water and wastewater solutions more quickly and at lower life cycle costs.”

The PLDW Municipal Infrastructure Team delivers responsive, cost-effective and strategic legal counsel and guidance to private companies as well as municipalities and public authorities. The firm’s Municipal Infrastructure attorneys are leaders in understanding new developments in methodologies for water and sewer treatment facilities, solid waste management facilities. The lawyers on this team are skilled in public finance, project management, real estate development and related disciplines involved in complex private and municipal projects.

The PLDW Corporate and Business Law Team routinely deal with complex business transactions, including mergers, acquisitions, real estate development projects and commercial lending. The members of the Business Law Team provide the corporate and business law expertise required to close transactions similar to the NSU acquisition.

For more information about PLDW, contact David C. Sweet, Director of Administration, at [dsweet@pldw.com](mailto:dsweet@pldw.com) or call 401-824-5100, or visit [www.pldw.com](http://www.pldw.com)

### **About Pannone Lopes Devereaux & West LLC**

The attorneys and staff at Pannone Lopes Devereaux & West LLC (PLDW) are committed to developing practical and cost-effective solutions while also being supportive of the community in a meaningful way. With offices in Rhode Island, Connecticut, Massachusetts, New York and Florida, PLDW has developed a business model that combines international expertise with a more cost-effective delivery system that involves cross training of lawyers and a more practical approach to problem solving. The primary areas of practice for the firm include administrative, corporate and municipal law, civil litigation, government relations, real estate and commercial lending and estate planning and special masterships. The partners demand of themselves and those on the PLDW team, an unparalleled sense of urgency and responsiveness which is derived from an authentic appreciation for their clients and the community in which they serve. For more information, visit [www.pldw.com](http://www.pldw.com).

### **About Natural Systems Utilities**

Natural Systems Utilities (NSU) is a private infrastructure development and investment company specializing in the sustainable water and energy markets. NSU brings over 28 years of innovation and leadership in delivering sustainable water-centric infrastructure through an efficient turn-key design, build, operate, and finance approach. NSU's unique team of researchers, scientists, engineers, constructors, plant operators and long-term asset managers provides communities, industries and customers with cost effective, low risk solutions to their water and energy resource needs.