



William R. Walsh
President

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January 6, 2012

Mr. Edwin C. Daley
City Manager
City of Hopewell
300 North Main Street
Hopewell, Virginia 23860

RE: Draft Demand-Side Management Plan

Dear Ed,

Please find attached a draft of our Demand-Side Management Plan (Plan). In its order entered on July 29, 2011, in Case No. PUE-2010-00001, the State Corporation Commission required Virginia American Water Company (VAW) to prepare the Plan for filing in its next rate case. The order also required VAW to obtain input from its customers in preparing the plan. We have also attached the most recent version of VAW's Water Conservation Plan for the City of Hopewell.

Please review the plan and provide any comments you may have to Michael Youshock, Engineering Manager for VAW. Your comments may be sent directly to him at michael.youshock@amwater.com. We will need to receive your comments by Thursday, January 26, 2012, at 4:00 p.m., to be considered for inclusion in the Plan.

In addition, in order to obtain comments on the Plan from its customers, Virginia American Water will hold a public meeting on Wednesday, January 25, 2012, at 6:30 p.m., at the Appomattox Regional Library, HMA Room, 209 East Cawson Street, in Hopewell, Virginia. We hope you will attend and participate in the meeting. We have also made arrangements for the Plan to be available for review at the library, Hopewell Prince George Chamber of Commerce and City Hall, Room 220.

Please do not hesitate to contact me should you have any questions regarding this matter. I look forward to receiving your comments on the Plan.

Very truly yours,

William R. Walsh
President