

Memorandum

To George Meservey, Director of Planning & Community Development
Michael Domenica, PE, Program Manager
Betsy Shreve, AICP, AECOM Project Director

CC Mark Abrahams, The Abrahams Group
Matt Abrahams, The Abrahams Group
Paula Winchell, AECOM

Subject **Town of Orleans, MA
Water Quality and Wastewater Planning
Task Number 5.1 – Financial Evaluation
Technical Memorandum on Outline for Revenue Generating Options and
Revenue Generating Plan**

Project Number 60476644

From Thomas Parece, P.E., AECOM Project Manager

Date 11/19/15

1. Background

- a. Purpose of Revenue Generating Technical Memorandum (1 paragraph).

2. Introduction

- a. Describe Revenue Generating Plan (1 paragraph).
- b. Definitions (Define the Revenue Generating Options and Other Terminology).

3. Description of Revenue Generating Options

- a. Describe options for revenue generation.
- b. Describe applicability of revenue generation options to portions of the customer base.
- c. Describe potential offsets that could be included to lower overall project costs.

4. Description of Revenue Generating Scenarios

- a. Describe scenarios for revenue generation to be developed as outputs of the financial model.
- b. Describe other outputs of the financial model, including graphical representation of the revenue options.

5. Conclusion

- a. Prepare a summary of how the revenue generating options can be used to finance project costs (1 paragraph).