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PUBLIC UTILITIES COMMISSION  
CONCORD



**ANNUAL REPORT**

OF

Northern Utilities, Inc.

**FOR THE YEAR ENDED**

December 31, 2012

Officer to whom correspondence should be addressed  
regarding this report:

Name Daniel V. Main

Title Assistant Controller

Address 6 Liberty Lane West, Hampton, NH 03842

ANNUAL REPORT  
OF  
Northern Utilities, Inc.

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TO THE

State of New Hampshire

PUBLIC UTILITIES COMMISSION  
December 31, 2012

OATH

State of New Hampshire.

County of Rockingham

We, the undersigned, Daniel V. Main and Mark H. Collin

of Northern Utilities, Inc. on our oath do severally say that the foregoing return has been prepared, under our direction, from the original books, papers and records of said utility, that we have carefully examined the same, and declare the same to be a complete and correct statement of the business and affairs of said utility, in respect to each and every matter and thing therein set forth to the best of our knowledge, information and belief ; and that the accounts and figures contained in the foregoing report embrace all of the financial Operations of said utility during the period for which said report is made.

D. V. Main Assistant Controller  
(Or other chief officer)  
Mark H. Collin Treasurer.  
(Or other officer in charge of the accounts)

Subscribed and sworn to before me this  
5<sup>TH</sup> day of MARCH 2013

Chad R. Dixon

CHAD R. DIXON  
Notary Public  
New Hampshire

My Commission Expires November 17, 2015

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**State of New Hampshire**  
**PUBLIC UTILITIES COMMISSION**

**IDENTITY OF RESPONDENT**

December 31, 2012

1. Full name of utility:  
**Northern Utilities, Inc.**
2. Full name of any other utility acquired during the year and date of acquisition:  
**N/A**
3. Location of principal office:  
**6 Liberty Lane West, Hampton, NH 03842**
4. State whether utility is a corporation, joint stock association, a firm or partnership, or an individual.  
**Corporation**
5. If a corporation or association, give date of incorporation, State under whose laws incorporated, and whether incorporated under special act of general law:  
**Incorporated in New Hampshire under statute as Bay State of New Hampshire, Inc. on January 9, 1979. (Name changed to Northern Utilities, Inc. on October 30, 1979.)**
6. If incorporated under special act, give chapter and session date:  
**N/A**
7. Give date when company was originally organized and date of any reorganization:  
**January 3, 1979**
8. Name and address of principal office of any corporation, trust, or association owning, controlling or operating respondent:  
**Northern Utilities, Inc. is a wholly owned subsidiary of Unitil Corporation, whose address is:  
6 Liberty Lane West, Hampton, NH 03842**
9. Names and addresses of principal offices of any corporations, trusts or associations owned, controlled or operated by the respondent:  
**N/A**
10. Date when respondent first began to operate as a utility\*:  
**Northern Utilities, Inc.: October 30, 1979.  
Predecessor: May 8, 1911**
11. List towns or cities served directly, number of customers served in each, and population of area served:  
**See attached.**
12. If the respondent is engaged in any business not related to utility operation, give particulars:  
**N/A**
13. If the status of the respondent has changed during the year in respect to any of the statements made above, give particulars, including dates:  
**N/A**
14. If the utility is a foreign corporation which operated in New Hampshire prior to June 1, 1911, give date on which permission was granted to operate under sections 23 and 24, chapter 240, Public Laws of N. H.:  
**N/A**

\*If engaged in operation of utilities of more than one type give dates for each.

NORTHERN UTILITIES, INC.  
NEW HAMPSHIRE DIVISION  
No. of Customers at Year End 2012

Towns Served	Number of Customers	Population of area (1)
Atkinson	256	6,751
Dover	5,331	29,987
Durham	436	14,638
East Kingston	16	2,357
East Rochester	219	(included in Rochester)
Exeter	2,561	14,306
Gonic	297	(included in Rochester)
Greenland	83	3,549
Hampton	5,991	14,976
Hampton Falls	10	2,236
Kensington	70	2,124
Madbury	10	1,771
Newington	250	753
North Hampton	165	4,301
Plaistow	997	7,609
Portsmouth	6,229	21,233
Rochester	2,662	29,752
Rollingsford	14	2,527
Salem	913	28,776
Seabrook	1,827	8,693
Somersworth	1,118	11,766
Stratham	69	7,255
Total	<u>29,525</u>	

1) estimated populations are per

[http://www.nh.gov/oep/programs/DataCenter/Population/documents/population\\_estimates.pdf](http://www.nh.gov/oep/programs/DataCenter/Population/documents/population_estimates.pdf)

TABLE 1. LIST OF OFFICERS

	Office	Compensation *	Name	Residence
1	President	95,234	Robert G. Schoenberger	N. Hampton, NH
2	Sr. Vice President	7,966	George R. Gantz <sup>2</sup>	Wayland, MA
3	Sr. Vice President	33,152	Todd R. Black <sup>3</sup>	Dover, NH
4	Sr. Vice President	45,375	Thomas P. Meissner, Jr.	Portsmouth, NH
5	Treasurer	46,934	Mark H. Collin	N. Hampton, NH
6	Controller	27,338	Laurence M. Brock	Hampton, NH
7	Secretary	16,110	Sandra L. Whitney	Newmarket, NH
8				
9				
10				
11				

**DIRECTORS**

	Name	Residence	Length of Term	Term Expires	Fees
					See Note A
12	William D. Adams	Waterville, ME	One Year	2013	0
13	Robert V. Antonucci	Falmouth, MA	One year	2013	0
14	David P. Brownell	Stratham, NH	One year	2013	0
15	Michael J. Dalton	Exeter, NH	One year	2013	0
16	Albert H. Elfner, III	Boston, MA	One year	2013	0
17	Edward F. Godfrey	Warren, VT	One year	2013	0
18	Michael B. Green	Hopkinton, NH	One year	2013	0
19	Eben S. Moulton	Cambridge, MA	One year	2013	0
20	M. Brian O'Shaughnessy	Rome, NY	One year	2013	0
21	Robert G. Schoenberger	N. Hampton, NH	One year	2013	0
22	Sarah P. Voll	Washington, DC	One year	2013	0
23					
	State directors' fee per meeting:		\$0	Total	\$0

\* These are wages charged to the New Hampshire division of Northern Utilities, Inc. by USC.

<sup>1</sup> Mr. Gantz retired from the Company on April 1, 2012.

<sup>2</sup> Mr. Black was appointed as Sr. Vice President on June 6, 2012.

Note A: Starting in January, 2011, the subsidiary Board meeting fees were eliminated as separate payments, and included in one cash retainer for Unitil Corporation paid quarterly.

TABLE 2.	
SHAREHOLDERS AND VOTING POWERS	
1.	State total of voting power of all security holders at close of year: <span style="float: right;">Votes: <u>100</u></span>
2.	State total number of shareholders of record at close of year according to classes of stock: <span style="float: right;"><u>One</u></span>
3.	_____
4.	_____
5.	State the total number of votes cast at the latest general meeting: <span style="float: right;"><u>100 Votes</u></span>
6.	Give date and place of such meeting: <span style="float: right;"><u>March 22, 2012 Hampton, NH</u></span>
<p>Give the following information concerning the ten security holders having the highest voting powers in the corporation, the officers, directors, and each holder of one percent or more of the voting capital stock. (Section 7, Chapter 182, Laws of 1933).</p>	

	Name a	Address b	No. of votes c	Number of shares owned										
				Common d	Preferred		g							
					e	f								
7.	Unitil Corporation	6 Liberty Lane West Hampton, NH 03842	100	100										
8.														
9.														
10.														
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16.														
17.														
18.														
19.														
20.														
21.														
29.														
								Totals		100	100	0	0	0

TABLE 3.			
PAYMENTS TO INDIVIDUALS			
<p>List here names of all individuals, partnerships, or corporations, to whom payments totaling \$10,000 or more for services rendered were made or accrued during the year, and the amount paid or accrued to each. Where payments or accruals to the individual members of a partnership or firm together total \$10,000 or more, list each individual and the amount paid or due each.</p>			
	Name h	Address	Amount j
30.		<p>See Pages 5a, 5b and 5c.</p> <p>Note: This information is for total Northern, including operations in Maine.</p>	
31.			
32.			
33.			
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41.			
42.			

TABLE 3.

## PAYMENTS TO INDIVIDUALS

List here names of all individuals, partnerships, or corporations, to whom payments totaling \$10,000 or more for services rendered were made or accrued during the year, and the amount paid or accrued to each. Where payments or accruals to the individual members of a partnership or firm together total \$10,000 or more, list each individual and the amount paid or due each.

	Name	Address	Amount
	a	b	c
1	ADECCO EMPLOYMENT SERVICES	PO BOX 371084, PITTSBURGH, PA. 15250-7084	\$ 575,047
2	ADVANCED ENGINEERING CORP	78 WINN ST WOBURN MA 01801	43,470
3	AECOM	1178 PAYSHERE CIRCLE CHICAGO IL 60674	254,728
4	AL LAPPIN CO INC	14 SILVER BROOK CIRCLE SCARBORO ME 04074	14,312
5	AMEC EARTH & ENVIRONMENT	2 ROBBINS ROAD WESTFORD MA 01886	166,447
6	AMERICAN STEEL & ALUMINUM CORP	PO BOX 415890 BOSTON MA 02241-5890	15,574
7	AMERICAN TOWER	10 PRESIDENTIAL WAY WOBURN MA 01801	24,120
8	ANDERSON & KREIGER	ONE CANAL PARK SUITE 200 CAMBRIDGE MA 02141-1764	23,603
9	APPLUS RTD	PO BOX 29254 NEW YORK NY 10087-9254	210,957
10	ARK ENGINEER & TECH SERVICES	PO BOX 407 COHASSET MA 02025-0000	47,500
11	ARTCO RESOURCE	155 WILL DR CANTON MA 02021	15,164
12	BANK OF AMERICA VISA	PO BOX 15731 WILMINGTON DE 19886-5731	156,506
13	BIG WAVE	5 HERITAGE HILL RD NORWALK CT 06851-0000	10,156
14	BILL DODGE AUTO GROUP	2 SAUNDERS WAY, WESTBROOK, ME. 4098	41,608
15	BLACK DAWG SEAL	405 MIDDLE ROAD BRENTWOOD NH 03833	15,544
16	BOSTON PIPE & FITTINGS CO INC	12 FIRST AVENUE, SOMERVILLE, MA. 2143	82,807
17	BRAND COMPANY	188R ASBURY ST PO BOX 2292 S. HAMILTON MA 01982-0292	10,128
18	BRICKLEY SEARS & SORETT PA	75 FEDERAL ST 17TH FLOOR BOSTON MA 02110	44,994
19	CALYPSO COMMUNICATIONS LLC	121 BOW STREET, PORTSMOUTH, NH. 3801	64,163
20	CAMBRIDGE VALVE & FITTING INC	PO BOX 595, BILLERICA, MA. 01821-0595	17,905
21	CAPITAL CONTRACTORS INC	25049 NETWORK PLACE CHICAGO IL 60673-1250	21,198
22	CASCO BAY ELECTRIC	PO BOX 9739-5039 PORTLAND ME 04104-5039	34,445
23	CENTRAL MAINE POWER COMPANY	PO BOX 1081, AUGUSTA, ME. 04332 1084	48,748
24	CHAS F CONNOLLY DIST CO INC	P.O. BOX 7189, N ARLINGTON, NJ. 07031-0000	66,281
25	CHICAGO FITTINGS	756 LANDMARK DRIVE BELVIDERE IL 61008	13,987
26	CHILDRENS MUSEUM	6 WASHINGTON ST DOVER NH 03820	10,000
27	COASTAL ROAD REPAIR	77 BLACKSTRAP ROAD CUMBERLAND ME 04021	106,722
28	COLLINS PIPE	PO BOX 1053, EAST WINDSOR, CT. 6088	434,641
29	CONCENTRIC ENERGY ADVISORS	293 BOSTON POST RD WEST, MARLBOROUGH, MA. 1752	38,577
30	CORNERSTONE COMPANY	730 PINE STREET MANCHESTER NH 03104	70,831
31	COTTAGE BUILDERS	431 OFFICE PARK DR ATTN TOM FITTS BIRMINGHAM AL 35223	204,055
32	CREATIVE OFFICE PAVILLION	6 BEACH STREET SOUTH PORTLAND ME 04106	37,359
33	DIG SAFE SYSTEM INC	331 MONTVALE AVENUE, WOBURN, MA. 01801-0000	47,201
34	DOMESTIKS CLEANING SERVICE INC	110 MAIN ST, SACO, ME. 4072	16,344
35	DRESSER BECKER PRECISION	DRESSER INC, DALLAS, TX. 75284 4619	77,571
36	DRESSER INC	PRESSURE REGULATION GROUP, DALLAS, TX. 75284-5292	15,112
37	DRESSER INC-METER	PO BOX 845590 DALLAS TX 75284-5590	77,510
38	DRESSER PIPING SPECIATIES	PO BOX 845156, DALLAS, TX. 75320-1200	22,295
39	DRESSER PRESSURE	PO BOX 201234 DALLAS TX 75320 1234	42,543
40	DYNA TUNE	20 MIRONA ROAD, PORTSMOUTH, NH. 3801	75,223
41	EAST HILLS INSTRUMENT	55 LUMBER RD ROSLYN NY 11577	18,133
42	EJ USA INC	PO BOX 644873 PITTSBURGH PA 15264-4873	31,320
43	ELSTER AMERICAN METER	PO BOX 5809, CAROL STREAM, IL. 60197-5809	694,574
44	F W WEBB CO	160 MIDDLESEX TURNPIKE, BEDFORD, MA. 1730	31,356
45	FAIRPOINT COMMUNICATIONS INC	PO BOX 11021, WORCESTER, MA. 01654-0001	91,676
46	G & K SERVICES	D/B/A LION UNIFORM, CINCINNATI, OH. 45264-3783	20,944
47	GDS ASSOCIATES	1850 PARKWAY PLACE SUITE 800 MARIETTA GA 30067	11,306

Total of above \$ 4,194,684

TABLE 3. (Continued)

**PAYMENTS TO INDIVIDUALS**

List here names of all individuals, partnerships, or corporations, to whom payments totaling \$10,000 or more for services rendered were made or accrued during the year, and the amount paid or accrued to each. Where payments or accruals to the individual members of a partnership or firm together total \$10,000 or more, list each individual and the amount paid or due each.

	Name	Address	Amount
	a	b	c
48	GEORG FISCHER CENTRAL	PLASTICS LLC, DALLAS, TX. 75284-9792	\$ 293,624
49	GEORGE R ROBERT	PO BOX 127 192 BIDDEFORD RD. ALFRED ME 04002	16,965
50	GORHAM SAND & GRAVEL	939 PARKER FARM RD BUXTON ME 04093	106,272
51	GRAYBAR ELECTRIC CO INC	PO BOX 414426, BOSTON, MA. 02241-4426	20,352
52	HART PLUMBING & HEATING INC	P.O. BOX 687, PORTSMOUTH, NH. 03802-0687	31,512
53	HAWKINS SAFETY	PO BOX 47 25 MAIN ST FARMINGTON NH 03835	21,722
54	HEATH CONSULTANTS INC	9030 MONROE ROAD HOUSTON TX 77061	24,021
55	HELGESON ENTERPRISE	4461 WHITE BEAR PKWY WHITE BEAR LAKE MN 55110	274,878
56	INDEPENDENT PIPE	PO BOX 843024 BOSTON MA 02284 3024	65,655
57	INNER TITE CORP	110 INDUSTRIAL DRIVE, HOLDEN, MA. 01520-1893	14,490
58	ISCO INDUSTRIES	1974 SOLUTIONS CENTER, CHICAGO, IL. 60677-1009	211,023
59	ITRON INC	PO BOX 200209, DALLAS, TX. 75320-0209	233,858
60	J ARON & COMPANY	200 WEST STREET NEW YORK NY 10282	445,570
61	JP MORGAN CHASE	PO BOX 974958 DALLAS TX 75397-4958	47,480
62	JDR UNLIMITED INC	10 RITA AVE LEWISTON ME 04240	10,058
63	K C AUTO REPAIR	185 RIVER RD, LEWISTON, ME. 4240	150,924
64	KEELEY CRANE SERVICE	19 WESTFIELD STREET PO BOX 1074 PORTLAND ME 04	25,875
65	KEROTEST MANUFACTURING CORP	L-3284, COLUMBUS, OH. 4360	61,066
66	KUBRA DATA TRANSFER LTD	39577 TREASURY CENTER, CHICAGO, IL. 60694-9500	332,788
67	LONZA BIOLOGICS	101 INTERNATIONAL DRIVE PORTSMOUTH NH 03801	25,000
68	MACQUAIRE COOK	500 DALLS ST SUITE 3200 HOUSTON TX 77002	519,150
69	MAINE & COMPANY	PO BOX 7462 PORTLAND ME 04112	15,000
70	MAINE BASKETBALL	MAINE RED CLAWS PO BOX 15180 PORTLAND ME 04111	12,000
71	MAINE TECHNICAL SERVICE	494 US ROUTE ONE YARMOUTH MAINE 04096 6735	22,843
72	MAINE VALVE & FITTING CO	PO BOX 781, BANGOR, ME. 4402	18,397
73	MANAGEMENT APPLICATIONS	CONSULTING INC., READING, PA. 19609	34,121
74	MARATHON TOOL & IND.SUPPLY INC	1376 WEST CENTRAL ST., FRANKLIN, MA. 2038	26,899
75	MCJUNKIN RED MAN CORP.	PO BOX 676316, DALLAS, TX. 75267 6316	36,255
76	A Y MCDONALD MFG	4800 CHAVENELLE RD DUBUQUE IA 52002	17,545
77	MCFARLAND FORD	151 PORTSMOUTH AVE EXETER NH 03833-0000	11,716
78	MCGRIFF SEIBEL & WILLIAMS INC	DRAWER #456 PO BOX 11407 BIRMINGHAM AL 35246-01	10,050
79	MECHANICAL SPECIALTIES, INC.	PO BOX 2259 CORONA CA 92878 2259	64,390
80	MERCURY INSTRUMENTS INC.	DBA HONEYWELL, CINCINNATI, OH. 45227	123,410
81	MSR UTILITY MAINTNEANCE CORP	501 HIGH ST, DUNSTABLE, MA. 1827	26,037
82	MUELLER CO.	23418 NETWORK PLACE, CHICAGO, IL. 60673-1234	178,193
83	MULCARE PIPELINE SOLUTIONS	9 MARS COURT, BOONTON TOWNSHIP, NJ. 7005	214,167
84	N H BRAGG & SON	PO BOX 927, BANGOR, ME. 04402-0927	11,050
85	NATIONAL WRECKER INC	295 WEST ROAD, PORTSMOUTH, NH. 3801	41,964
86	NEUCO	143 SPRING STREET, EVERETT, MA. 2149	15,548,935
87	NEW ENGLAND CONTROLS	9 OXFORD ROAD, MANSFIELD, MA. 2048	54,748
88	NEW ENGLAND CP INC	294 EAST STREET, WEST BRIDGEWATER, MA. 02379-00	19,825
89	NORDIC FIBERGLASS	PO BOX 27 21415 US HIGHWAY 75 NW WARREN MN 567	14,851
90	OMARK CONSULTANTS INC	PO BOX 1086, BOYLSTON, MA. 01505-1686	96,530
91	ORR & RENO P.A.	ONE EAGLE SQUARE, CONCORD, NH. 03302-3550	55,773
92	PARADIGM LIASON	PO BOX 9123 WICHITA KS 67277	25,797
93	PEERLESS MFG CO	14651 N DALLAS PARKWAY SUITE 500 DALLAS TX 75254	48,575
94	ELSTER PERFECTION	PO BOX 5809 CAROL STREAM IL 60197-5809	143,280
95	PERFORMANCE PIPE	C/O CHEVRON PHILLIPS, PLANO, TX. 75093	767,706
96	PERKINS THOMPSON	ONE CANAL PLAZA, PORTLAND, ME. 04112-0426	128,937
97	PIERCE ATWOOD LLP	ONE MONUMENT SQ, PORTLAND, ME. 4101	636,199

Total of above \$ 21,337,477

TABLE 3. (Continued)

**PAYMENTS TO INDIVIDUALS**

List here names of all individuals, partnerships, or corporations, to whom payments totaling \$10,000 or more for services rendered were made or accrued during the year, and the amount paid or accrued to each. Where payments or accruals to the individual members of a partnership or firm together total \$10,000 or more, list each individual and the amount paid or due each.

	Name a	Address b	Amount c
98	PIKE IND.	58 MAIN ST., WESTBROOK, ME. 4092	\$ 14,113
99	PINE STATE SERVICES	230 ANDERSON ST PORTLAND ME 04101-0000	34,814
100	PLANET UNDERGROUND	INTERACTIVE LLC 112-B MILL S LOWELL IN 46356	23,314
101	PLCS INC	102 GAITHER DRIVE, UNIT 1, MT. LAUREL, NJ. 8054	34,319
102	POWELL CONTROLS	3 BALDWIN GREEN COMMON, WOBURN, MA. 1801	33,267
103	PPI GAS DISTRIBUTION INC	PO BOX 7056, PROSPECT, CT. 6712	71,255
104	PROCESS PIPELINE SERVICES	1600 BOSTON - PROVIDENCE HWY, WALPOLE, MA. 2081	215,700
105	PUBLIC SERCE OF NH	PO BOX 360 MANCHESTER NH 03105-0360	52,139
106	QUALITY INSULATION	110 PERIMETER ROAD NASHUA NH 03063	72,611
107	QUARTER TURN RESOURCES	PO BOX 1455 PONCA CITY OK 74602	71,120
108	R J GRONDIN & SONS	11 BARTLETT RD, GORHAM, ME. 4038	12,469
109	DAVID ROLLINS	PO BOX 548 ALLENSTOWN NH 03275	11,840
110	REDLON & JOHNSON	PO BOX 3554, PORTLAND, ME. 4104	95,086
111	S U R CONSTRUCTION	233 CHESTNUT HILL RD PO BOX 720 ROCHESTER NH 03866	522,315
112	SCADA NETWORK SERVICES INC	4 GLENWOOD CIR, HAVERHILL, MA. 1830	78,060
113	SENSIT TECHNOLOGIES	851 TRANSPORT DR, VALPARAISO, IN. 46383	73,473
114	SHAHEEN LANDSCAPE	86 FOX GARRISON RD LEE NH 03861	12,985
115	SHAW BROTHERS COMPANY	PO BOX 69 GORHAM ME 04038	153,313
116	SILVER NEEDLE INC	1628 BIG CREEK RD KELLOGG ID 83837	11,392
117	SOUTH JERSEY RESOURCES	2350 AIRPORT FREEWAY SUITE 505 BEDFORD TX 76022	46,692
118	SOUTHERN NH SERVICES	PO BOX 5040 MANCHESTER NH 03108-5040	59,128
119	STAPLES ADVANTAGE	PO BOX 95708 CHICAGO IL 60694-5708	17,502
120	STAUFFER GLOVE & SAFETY	P.O.BOX 45, RED HILL, PA. 18076	48,621
121	STEVENS BUSINESS SERVICE	92 BOLT ST/SUITE 1, LOWELL, MA. 1853	63,752
122	STRAFFORD COUNTY COMM ACTION	PO BOX 160, DOVER, NH. 3820	28,399
123	STUART STEEL PROTECTION	PO BOX 476, S BOUND BROOK, NJ. 8880	30,257
124	SUBURBAN SECURITY, INC	733 ROOSEVELT TRAIL STE 103, WINDHAM, ME. 4062	61,768
125	SULLOWAY & HOLLIS	9 CAPITOL STREET PO BOX 1256 CONCORD NH 03302-1256	15,779
126	SYRACUSE CASTING	SOUTH BAY RD PO BOX 1821 CICERO NY 13039	20,880
127	SURVEYS & ANALYSIS INC	538 HARTFORD TURNPIKE SHREWSBURY MA 01545-0000	14,692
128	TAPECOAT COMPANY INC	CHASE SPECIALTY COATINGS, EVANSTON, IL. 60201	42,307
129	TOTAL ENERGY RESOURCES	8939 WEST 21ST SAND SPRINGS OK 74063	72,111
130	THE YANKEE CLIPPER	PO BOX 25, EXETER, NH. 3833	16,615
131	UMAC	GAS BREAKER, MALVERN, PA. 19355	41,403
132	UNITED STEELWORKERS OF AMERICA	PO BOX 644485, PITTSBURGH, PA. 15264 4485	29,611
133	UPSCO INC	PO BOX 431, MORAVIA, NY. 13118-0000	123,950
134	US SPECIALTY COATINGS	1000 MCFARLAND/400 BLVD ALPHARETTA GA 30004	15,666
135	UTILITIES & INDUSTRY	C/O DBI INC PO BOX 280 REYNOLDSVILLE PA 15851	112,949
136	UTILITRONICS	PO BOX 1616 PLAINVILLE MA 02762	25,029
137	UWUA L-B341	C/O SHAWN LACHANCE, SACO, ME. 4072	18,072
138	VELCRO	33 ROUTE 108 SOMERSWORTH NH 03879	38,000
139	PETER WELLS CONSTRUCTION	140 HIGH ST EXETER NH 03833	27,500
140	WESCO RECEIVABLES	1751 SOLUTIONS CENTER LOCKBOX #771751 CHICAGO IL 6067	46,727
141	WINSTEAD PC	5400 RENAISSANCE TOWER, DALLAS, TX. 75270-2199	176,418
142	WINTON PRODUCTS	BOX 36332 CHARLOTTE NC 28236-0000	10,245
143	YORK WATER DISTRICT	86 WOODBRIDGE RD. P.O. BOX 447 YORK ME 03909	20,366
144	WRIGHT EXPRESS FSC	PO BOX 6293, CAROL STREAM, IL. 60197-6293	291,278

Total of above \$ 3,109,304

Total of all payments on pages 5a to 5c \$ 28,641,465

TABLE 10. (Sheet 1 of 2)

**BALANCE SHEET ACCOUNTS**

## Assets and Other Debits

	Balance at beginning of year	Account Number	Title of Account	Detail on Page	Balance at end of year	Increase or (decrease)
	a	b	c	d	e	f
			<b>Fixed Assets:</b>			
1.	277,447,882	* 100	Fixed Capital - Gas	102	303,672,505	26,224,623
2.		108	Fixed Capital - Other			0
3.	2,505,729	110	Non-Operating Property	104	2,532,203	26,474
4.	279,953,611		Total Fixed Assets		306,204,708	26,251,097
			<b>Investments:</b>			
5.	0	111	Investments in Affiliated Companies	105		0
6.	0	112	Miscellaneous Investments	105		0
7.	0	113	Sinking Funds	106		0
8.	0	114	Miscellaneous Special Funds	106		0
9.	0	115	Depreciation Funds	106		0
10.	0		Total Investments		0	0
			<b>Current Assets:</b>			
11.	215,920	120	Cash		791,547	575,627
12.	2,624,030	121	Special Deposits		1,200,574	(1,423,456)
13.	2,000	122	Working Funds		2,000	0
14.		124	Notes Receivable			0
15.	17,526,039	125	Accounts Receivable	107	19,074,194	1,548,155
16.	879,618	126	Receivables from Affiliated Companies	107	854,925	(24,693)
17.	4,408,620	127	Accrued Utilities Revenue		6,848,367	2,439,747
18.		128	Interest and Dividends Receivable			0
19.	14,968,432	131	Materials and Supplies	107	11,575,394	(3,393,038)
20.	2,019,833	132	Prepayments	106	2,302,229	282,396
21.	3,024,726	133	Miscellaneous Current Assets		1,354,741	(1,669,985)
22.	45,669,218		Total Current Assets		44,003,971	(1,665,247)
			<b>Deferred Debits:</b>			
23.	936,040	140	Unamortized Debt Discount and Expense	108	817,080	(118,960)
24.	0	141	Property Abandoned	104		0
25.	0	143	Clearing Accounts			0
26.	0	145.1	Maintenance Work in Progress			0
27.	0	145.2	Jobbing Accounts			0
28.	43,533,577	146	Miscellaneous Suspense	113	42,834,187	(699,390)
29.	44,469,617		Total Deferred Debits		43,651,267	(818,350)
			<b>Company Securities Owned:</b>			
30.	0	152	Reacquired Securities	106	0	0
31.	0	154	Unissued Securities		0	0
32.	0		Total Company Securities Owned		0	0
33.	370,092,446		<b>Total Assets and Other Debits</b>		393,859,946	23,767,500

\* Note: Line 1, column (a), has been restated. Offset is on page 101, line 29, column a.

TABLE 10. (Sheet 2)

N.H.P.U.C. Report of: Northern Utilities, Inc.

For the Year Ended: December 31, 2012

**BALANCE SHEET ACCOUNTS**

## Liabilities and Other Credits

	Balance at beginning of year	Account Number	Title of Account	Detail on Page	Balance at end of year	Increase or (decrease)
	a	b	c	d	e	f
			<b>Capital Stock:</b>			
1.	1,000	200	Common Stock	109	1,000	0
2.	0	201	Preferred Stock			0
3.	0	202	Stock Liability for Conversion			0
4.	73,199,000	203	Premium on Capital Stock		113,199,000	40,000,000
5.	0	204	Capital Stock Subscribed			0
6.	0	205	Installments Paid on Capital Stock			0
7.	73,200,000		Total Capital Stock		113,200,000	40,000,000
			<b>Non-Corporate Proprietorship:</b>			
8.	0	209	Non-Corporate Proprietorship		0	0
			<b>Long Term Debt:</b>			
9.	105,000,000	210	Bonds and Notes	109	105,000,000	0
10.	0	211	Capital Lease Obligations			0
11.	0	212	Advances from Affiliated Companies			0
12.	0	213	Miscellaneous Long Term Debt			0
13.	105,000,000		Total Long Term Debt		105,000,000	0
			<b>Current and Accrued Liabilities:</b>			
14.		220	Notes Payable	110		0
15.	14,982,953	222	Accounts Payable		10,717,004	(4,265,949)
16.	58,117,182	223	Payables to Affiliated Companies	110	34,836,976	(23,280,206)
17.		224	Dividends Declared	108		0
18.		225	Matured Bonds			0
19.		226	Matured Interest			0
20.	1,329,168	227	Customers' Deposits (see page 101A)		1,102,713	(226,455)
21.	33,850	228	Taxes Accrued		233,143	199,293
22.	976,826	229	Interest Accrued		927,463	(49,363)
23.	543	230.1	Miscellaneous Current Liabilities		393	(150)
24.	53,811,573	* 230.2	Miscellaneous Accruals		58,979,416	5,167,843
25.	129,252,095		Total Current and Accrued Liabilities		106,797,108	(22,454,987)
			<b>Deferred Credits:</b>			
26.		240	Unamortized Premiums on Bonds			0
27.		242	Miscellaneous Unadjusted Credits	112		0
28.	0		Total Deferred Credits		0	0
			<b>Reserves:</b>			
29.	72,247,985	* 250	Depreciation Reserve - ME/NH	111	76,062,705	3,814,720
30.	(5,552,570)	251	Amortization Reserve	112	(6,976,917)	(1,424,347)
31.	420,451	254	Uncollectible Accounts Reserve	112	625,976	205,525
32.	26,825	255	Casualty and Insurance Reserve	112	18,258	(8,567)
33.		258.1	Sinking Funds Reserve	112		0
34.		258.2	Reserve for Dividends	112		0
35.	(4,054,037)	258.3	Misc. Reserves	112	(1,939,421)	2,114,616
36.	63,088,654		Total Reserves		67,790,601	4,701,947
			<b>Contributions in Aid of Construction:</b>			
37.	0	265	Contributions in Aid of Construction		0	0
			<b>Surplus:</b>			
38.	0	270	Capital Surplus	113		0
39.	(448,303)	271	Earned Surplus	113	1,072,237	1,520,540
40.	(448,303)		Total Surplus		1,072,237	1,520,540
41.	370,092,446		Total Liabilities and Other Credits		393,859,946	23,767,500

\* Note: Lines 24 &amp; 29, column (a), have been restated.

Supplement to page 101, Table 10 (Sheet 2), Line 20 - Customers' Deposits  
 December 31, 2012

ACCT. #	DESCRIPTION	----- New Hampshire -----			----- Maine -----			----- Total -----		
		BEG. OF YEAR	END OF YEAR	CHANGE	BEG. OF YEAR	END OF YEAR	CHANGE	BEG. OF YEAR	END OF YEAR	CHANGE
<b>CUSTOMER DEPOSITS</b>										
235-01-00	Customer Deposits - Active	\$ 588,145	\$ 504,049	\$ (84,096)	\$ 571,720	\$ 421,396	\$ (150,324)	\$ 1,159,865	\$ 925,445	\$ (234,420)
235-03-00	Customer Deposits - Billed	\$ 127,253	\$ 81,330	\$ (45,923)	\$ 42,050	\$ 95,938	\$ 53,888	\$ 169,303	\$ 177,268	\$ 7,965
	PAGE 101, TABLE 10 (SHEET 2), LINE 20	\$ 715,398	\$ 585,379	\$ (130,019)	\$ 613,770	\$ 517,334	\$ (96,436)	\$ 1,329,168	\$ 1,102,713	\$ (226,455)

FIXED CAPITAL - GAS							
	Account Number	Title of Account	Balance at beginning of year	Additions during year	Retirements during year	Adjustments during year	Balance at end of year
	a	b	c	d	e	f	g
1.	1301	Intangible Property: Organization					
2.	1302	Franchises and Consents					
3.	1303	Misc. Intangible Property	\$2,504,223	324,933			2,829,156
4.	1304	Fixed Capital Adjustment	(9,408,175)				(9,408,175)
5.	1300	Total Intangible Property	(6,903,952)	324,933	0	0	(6,579,019)
		Land:					
6.	1307.1	Production Plant Land	6,816				6,816
7.	1307.6	Distribution System Land	107,022				107,022
8.	1307.7	General and Miscellaneous Land	232,947				232,947
9.	1307.8	Land for Future Development					
10.	1307	Total Land	346,785	0	0	0	346,785
		Structures:					
11.	1308.1	Production Plant Structures	161,860				161,860
12.	1308.6	Distribution System Structures	45,256				45,256
13.	1308.7	General and Miscellaneous Structures	2,765,866	11,928			2,777,794
14.	1308	Total Structures	2,972,982	11,928	0	0	2,984,910
		Production Equipment:					
15.	1315	Power Plant Equipment					
16.	1317	Coal Gas Generating Equipment					
17.	1320	Water Gas Generating Equipment					
18.	1321	Other Gas Generating Equipment	274,189				274,189
19.	1328	Purification Equipment					
20.	1330	Other Production Equipment	64,501				64,501
21.	1315	Total Production Equipment	338,690	0	0	0	338,690
		Distribution Equipment:					
22.	1356	Mains	68,865,938	4,246,431	233,872		72,878,497
23.	1358	Pumping and Regulating Equipment	1,821,043	477,013	215,717		2,082,339
24.	1359	Services	31,840,997	4,395,724	231,687		36,005,034
25.	1360	Customers' Meters and Installations	15,394,504	1,302,369	224,777		16,472,096
26.	1361	Misc. Property on Customers' Premises	2,461,818	69,222	63,105		2,467,935
27.	1363	Street Lighting Equipment					
28.	1350	Total Distribution Equipment	120,384,300	10,490,759	969,158	0	129,905,901
		General Equipment:					
29.	1372.1	Office Equipment	250,818	2,612			253,430
30.	1372.2	Merchandising Equipment	0				0
31.	1373	Transportation Equipment	5,437		1,537		3,900
32.	1374	Stores Equipment	31,520				31,520
33.	1375	Shop Equipment	893,889	25,087			918,976
34.	1376	Laboratory Equipment					
35.	1377	General Tools and Implements	75,265				75,265
36.	1378	Communication Equipment	3,616,830	251,735	993		3,867,572
37.	1379	Miscellaneous General Equipment					
38.	1370	Total General Equipment	4,873,759	279,434	2,530	0	5,150,663
39.	1390	Miscellaneous Tangible Property					
40.	1395	Unfinished Construction	5,601,080	(1,967,710)			3,633,370
41.		Completed Construction Not Classified	2,866,869	2,609,979			5,476,848
42.	100	Total Fixed Capital - Gas - NH	130,480,513	11,749,323	971,688	0	141,258,148
43.		Maine	146,967,369	17,423,525	1,976,537	0	162,414,357
44.		SUBTOTALS	277,447,882	29,172,848	2,948,225	0	303,672,505
45.		TOTALS	\$277,447,882	\$29,172,848	\$2,948,225	\$0	\$303,672,505
46.							

TABLE 4.

**MANAGEMENT FEES AND EXPENSES**

List all individuals, associations, corporations or concerns with whom the company has any contract or agreement covering management or supervision of its affairs, such as accounting, financing, engineering, construction, purchasing, operation, etc., and show the total amount paid to each for the year. Designate by asterisk (\*) those organizations which are "Affiliates" as defined in Chapter 182, section 1, Laws of 1933.

	Name	Date of contract	Date of expiration	Character of service	Amounts paid or accrued for each class of service	Distribution of accruals or payment		
						To fixed capital	To operating exp.	To other accounts
	a	b	c	d	e	f	g	h
1.	Unitil Service Corp.	12/1/2008	N/A	Administrative	6,869,880	2,112,448	4,719,166	38,266
2.								
3.								
4.								
5.								
6.								
7.								
8.								
9.								
10.								
11.								
12.								
13.								
14.								
15.								
16.								
17.								
18.								
19.								
20.								
21.								
22.								
23.				Total	\$6,869,880	\$2,112,448	\$4,719,166	\$38,266
24.	Have copies of all such contracts or agreements been filed with the Commissic YES							
Distribution of total charges in column (g) to operating expense accounts								
Account No.								Amount
	j							k
25.	1722	Purchased and Made Costs-Other						\$248,971
26.	1761	Operation and Distribution Lines						667,121
27.	1780	Customers' Orders, Meter Reading and Collecting						981,667
28.	1794	Supervision Fees and Special Services						2,538,512
29.	1801	Miscellaneous General Expense						282,895
30.								
31.								
32.								
33.								
34.								
35.								
36.								
37.								
38.								
39.								
40.								
41.								
42.								
43.								
44.								
45.								
46.								
47.								
48.		Total						\$4,719,166

TABLE 12.						
NON-OPERATING PROPERTY						
Account 110						
	Description of property and use for which held	Balance				
		Beginning of year	End of year			
	a	b	c			
1.	Maine Division - Non-Utility	2,505,729	2,532,203			
2.						
3.						
4.						
5.						
6.						
7.						
8.						
9.						
10.						
11.						
12.						
13.						
14.						
15.						
16.						
17.	Totals	\$2,505,729	\$2,532,203			

  

TABLE 13.												
PROPERTY ABANDONED												
Account 141												
	Description	Date of abandonment	Balance at beginning of year	Debit during year	Credit during year	Balance at end of year						
	d	e	f	g	h	i						
18.	A/P Unclaimed Checks (Maine and NH Combined)	various	0	2,380	2,380	0						
19.												
20.												
21.												
22.												
23.												
24.												
25.												
26.												
27.												
28.												
29.												
							Totals		\$ -	2,380	2,380	\$ -

  

TABLE 14.						
LAND FOR FUTURE DEVELOPMENT						
Account 307.8						
	Description and use for which held	Date Acquired	Balance at beginning of year	Debit during year	Credit during year	Balance at end of year
	j	k	l	m	n	o
30.	NONE					
31.						
32.						
33.						
34.						
35.						
36.						
37.						
38.						
39.						
40.						
41.						
42.						
43.						
44.	Totals					

TABLE 15.

**INVESTMENTS IN AFFILIATES**  
Account 111

	Name of issuing company	Description of investment	Par or face value	Div. or int. rate	Date of issue	Maturity date	Cost to respondent	Book value at end of year
	a	b	c	d	e	f	g	h
1.		NONE						
2.								
3.								
4.								
5.								
6.								
7.								
8.								
9.								
10.								
11.								
12.								
13.								
14.								
15.								
16.								
17.								
18.			Totals					0

TABLE 16.

**MISCELLANEOUS INVESTMENTS**  
Account 112

	Name of issuing company	Description of investment	Par or face value	Div. or int. rate	Date of issue	Maturity date	Cost to respondent	Book value at end of year
	i	j	k	l	m	n	o	p
19.		NONE						
20.								
21.								
22.								
23.								
24.								
25.								
26.								
27.								
28.								
29.								
30.								
31.								
32.								
33.								
34.			Totals					\$0

TABLE 17.							
FUNDS Accounts 113-114-115							
	Account Number	Fund and how invested	Balance at beginning of year	Additions during year		Withdrawals during year	Balance at end of year
				Income from investment	Other additions		
		a	b	c	d	e	f
1	113	Sinking Funds:					
2		NONE					
3							
4							
5							
6		Totals					
7							
8	114	Miscellaneous Special Funds:					
9		NONE					
10							
11							
12							
13							
14		Totals					
15							
16							
17	115	Depreciation Funds:					
18		NONE					
19							
20							
21							
22							
23		Totals					

TABLE 18.					
PREPAYMENTS Account 132					
	Items	Balance at beginning of year	Debits during year	Credits during year	Balance at end of year
	g	h	i	j	k
24	Insurance	\$33,276	\$338,153	\$337,240	\$34,189
25	PUC Assessment	0	493,428	493,428	0
26	Pension	305,901	478,738	322,656	461,983
27	Property Tax	468,771	3,886,815	3,900,300	455,286
28	Miscellaneous	245,052	209,669	313,372	141,349
29	Total - NH Division	1,053,000	5,406,803	5,366,996	1,092,807
30	Total - ME Division	966,833	5,670,788	5,428,199	1,209,423
		\$2,019,833	\$11,077,591	\$10,795,195	\$2,302,229

TABLE 19.				
REACQUIRED SECURITIES Account 152 Do NOT include any securities held in sinking or other reserve funds.				
	Description of security	Date acquired	Cost	Par or face value
	l	m	n	o
31				
32	NONE			
33				
34				
35				
36				
37				
38				
39				
40				
41				
42				
		Totals		

TABLE 20.					
MATERIALS AND SUPPLIES Account 131					
	Classification	Beginning of year	End of year	Increase or decrease *	
	a	b	c	d	
1.	Fuel Oil, Propane, LNG and Natural Gas *	\$13,320,736	\$9,369,940	(\$3,950,796)	
2.					
3.					
4.	General Supplies for: Utility Operations - NH	1,232,018	1,574,017	341,999	
5.	Utility Operations - ME	415,678	631,437	215,759	
6.					
7.					
8.					
9.					
10.	* (See Page 107A for divisional breakdown)				
11.					
12.	Totals	\$14,968,432	\$11,575,394	(\$3,393,038)	
TABLE 21.					
ACCOUNTS RECEIVABLE Account 125					
	Class of Accounts	Beginning of year	End of year	Increase or decrease *	
	e	f	g	h	
14.	Electric Department				
15.	Amounts due from sale of energy				
16.	Amounts due from sale of appliances and job work				
17.	Amounts due from other sources				
18.	Totals-Electric Department				
19.	Gas Department				
20.	Amounts due from sale of gas	\$4,298,753	\$5,109,258	\$810,505	
21.	Amounts due from sale of appliances				
22.	Amounts due from other sources	3,517,628	1,695,437	(1,822,191)	
23.	New Hampshire - Totals-Gas Department	7,816,381	6,804,695	(1,011,686)	
24.	Maine Division	9,709,658	12,269,499	2,559,841	
25.					
26.					
27.					
28.	Total	\$17,526,039	\$19,074,194	\$1,548,155	
TABLE 22.					
RECEIVABLES FROM AFFILIATED COMPANIES Account 126					
	Name of affiliates	Balance at beginning of year	Debits during the year	Credits during the year	Balance at end of year
	i	j	k	l	m
29.	Unitil Service Corp.	\$ 879,618	\$ 2,429,509	\$ 2,597,489	\$711,638
30.	Unitil Corp.	-	40,143,287	40,000,000	143,287
31.					0
32.					
33.					
34.					
35.					
36.					
37.					
38.					
39.					
40.	Totals	\$879,618	\$42,572,796	\$42,597,489	\$854,925

FOR YEAR ENDED DECEMBER 31, 2012

Account #	Description	/-----New Hampshire-----/			/-----Maine-----/			/-----Total-----/		
		Beginning of Year	End of Year	Change	Beginning of Year	End of Year	Change	Beginning of Year	End of Year	Change
Gas Inventories:										
164-16	Inventory - Natural Gas	\$ 831,440	\$ 647,980	\$ (183,460)				\$ 831,440	\$ 647,980	\$ (183,460)
164-52	Inventory - LNG				60,981	69,986	9,005	60,981	69,986	9,005
174-25	Inventory Exchange Gas - W10	12,428,315	8,651,974	(3,776,341)				12,428,315	8,651,974	(3,776,341)
	Subtotal	13,259,755	9,299,954	(183,460)	60,981	69,986	9,005	13,320,736	9,369,940	(3,950,796)
BALANCE PER PAGE 107, TABLE 20, LINE 1		\$13,259,755	\$9,299,954	(\$183,460)	\$60,981	\$69,986	\$9,005	\$13,320,736	\$9,369,940	(\$3,950,796)
Materials/Supplies & Stores:										
154-01	Materials & Supplies	1,010,473	1,308,800	298,327	322,506	545,551	223,045	1,332,979	1,854,351	521,372
154-02	Materials & Supplies - Transfers	0	174,399	174,399	0	0	0	0	174,399	174,399
163	Stores Expense	221,545	90,818	(130,727)	93,172	85,886	(7,286)	314,717	176,704	(138,013)
	Subtotal	\$1,232,018	\$1,574,017	\$341,999	\$415,678	\$631,437	\$ 215,759	\$ 1,647,696	\$ 2,205,454	\$ 557,758
BALANCE PER PAGE 107, TABLE 20, LINE 12		\$14,491,773	\$10,873,971	\$158,539	\$476,659	\$701,423	\$224,764	\$14,968,432	\$11,575,394	(\$3,393,038)

TABLE 23.

## UNAMORTIZED DEBT DISCOUNT AND EXPENSE

Account 140

If any credits represent charges to fixed capital accounts, or if rate of amortization of any item has been changed during the year, explain in note below this table.

	Description of item	Balance at beginning of year	Debits during the year	Credits during the year	Balance at end of year
	a	b	c	d	e
1					
2	Unamortized Debt Issuance Costs	876,233	0	78,013	798,220
3	Debt Redemption Premium - NH	3,226	0	3,226	0
4	Debt Redemption Premium - Maine	56,581		37,721	18,860
5					
6					
7					
8					
9					
10	Totals	\$936,040	\$0	\$118,960	\$817,080
11	Explanatory notes:				
12					
13					
14					
15					
16					
17					
18					

TABLE 24.

## DIVIDENDS DECLARED DURING THE YEAR

	Description of securities	Number of shares or par value of stock on which dividend was declared	Dividend rate		Amount of dividend	Date	
			Regular	Extra		Declared	Payable
		f	g	h	i	j	k
19							
20	Common Stock	100	\$14,826		\$1,482,600	03/22/12	04/15/12
21	Common Stock	100	\$14,826		\$1,482,600	06/06/12	07/15/12
22	Common Stock	100	\$12,219		\$1,221,900	09/15/12	10/15/12
23							
24							
25							
26							
27							
28							
29							
30							
45	Totals				\$4,187,100		

TABLE 25.

**CAPITAL STOCK**  
Account 200-201

	Description a	Par value per share b	Number of shares				Total amount capital stock outstanding g	Number of stock-holders h	Dividends declared	
			Author-ized c	Issued d	Re-acquired e	Out-standing f			Rate i	Amount j
1	Common:									
2	Common Stock - Qtr 1	\$10	200	100		100	\$1,000	1	\$1,482,600	
3	Common Stock - Qtr 2	\$10	200	100		100	\$1,000	1	\$1,482,600	
4	Common Stock - Qtr 3	\$10	200	100		100	\$1,000	1	\$1,221,900	
5	Common Stock - Qtr 4	\$10	200	100		100	\$1,000	1	-	
6	Preferred:									
7										
8										
9										
10										
11	Totals		200	100		100	\$1,000	1	\$4,187,100	

TABLE 26.

**LONG TERM DEBT**

	Description (Group as bonds, notes, certificates, etc.) k	Date of		Interest		Total amount authorized p	Amount actually issued q	Amount actually outstanding r	Interest	
		Issue l	Maturity m	Rate n	Due Date o				* Accrued during year s	Paid during year t
12	6.95% Note	12/3/2008	12/3/2018	6.95%	6/3 & 12/3	\$ 30,000,000	\$ 30,000,000	\$ 30,000,000	\$ 2,085,000	\$ 2,085,000
13										
14	7.72% Note	12/3/2008	12/3/2038	7.72%	6/3 & 12/3	\$ 50,000,000	\$ 50,000,000	\$ 50,000,000	\$ 3,860,000	\$ 3,860,000
15										
16	5.29% Note	3/2/2010	3/2/2020	5.29%	3/2 & 9/2	\$ 25,000,000	\$ 25,000,000	\$ 25,000,000	\$ 1,322,500	\$ 1,322,500
17										
18										
19										
20										
21										
22										
23										
24										
25	NH \$ 3,365,579									
26	ME \$ 3,901,921									
27	* <u>\$7,267,500</u>									
28										
29	* Interest Expense									
30										
31	Totals					\$105,000,000	\$105,000,000	\$105,000,000	\$7,267,500	\$7,267,500

**TABLE 27.**

**NOTES PAYABLE**  
Account 220

	Payee	Date of Issuance	Date of Maturity	Balance at beginning of year	Credits during year	Debits during year	Balance at end of year	Interest	
								Accrued during year	
	a	b	c	d	e	f	g	h	
1	NONE								
2									
3									
4									
5									
6									
7									
8									
9									
24	Totals			\$0	\$0	\$0	\$0		

**TABLE 28.**

**PAYABLES TO AFFILIATED COMPANIES**  
Account 223

	Payee	Balance at beginning of year	Credits during year	Debits during year	Balance at end of year	Interest	
						Accrued during year	Paid during year
	i	k	l	m	n	o	p
25							
26	Granite State Gas Transmission, Inc.	272,158	4,024,607	3,973,125	323,640		
27	Unitil Corp. & Money Pool Borrowings	56,261,950	149,996,621	173,466,963	32,791,608	*	355,384
28	Unitil Service Corp	1,287,364	15,485,617	15,580,590	1,192,391		406,236
29	Unitil Service Corp - vendor bill backs	295,709	38,084,949	37,851,322	529,336		
30					-		
31					-		
32					-		
33					-		
34					-		
35	* New Hampshire	\$ 164,578			-		
36	* Maine	\$ 190,806			-		
37	Totals	\$ 355,384	207,591,794	230,872,000	34,836,976	355,384	406,236

TABLE 29.			
<b>DEPRECIATION RESERVE</b>			
Account 250			
		Debits	Credits
	a	b	c
1.	Balance at beginning of year		\$72,247,985
2.	Transfers from Depreciation (Account 403)		9,379,040
3.	Other credits: Cost of removal - 12/31/11		23,026,740
4.	Non-Utility Credits (Water Heaters/Maine)		1,529
5.	Debits on account of fixed capital retirements	2,948,226	
6.	Net costs of removal	1,006,922	
7.	Other debits : Accum Deprec - Cost of Removal	24,637,441	
8.			
9.	Balance at end of year <span style="float: right;">Totals</span>		\$76,062,705
10.	SEE PAGE 111A		
11.			
12.			
13.			
14.			
15.			
16.			
17.			

TABLE 30.				
<b>ANNUAL DEPRECIATION CHARGE</b>				
Indicate basis upon which charges were determined and the method by which the total charge for the year was derived. Show separately the rates used and the total depreciation for each different class of property.				
	Class of property	Basis	Rate	Amount
	d	e	f	g
18.	Production Plant	507,366	0.0000	New Hampshire
19.				\$0
20.	Distribution Plant	130,012,923	0.0295	3,834,955
21.				
22.	General Plant Equipment (Other)	5,383,610	0.0545	293,455
23.				
24.	General Plant Equipment (Office Building)	2,823,050	-0.0267	(75,361)
25.				
26.	Subtotal	138,726,949	0.0292	4,053,049
27.				
28.				
29.				
30.	Note regarding depreciation expense:			
31.				
32.	\$ 4,053,049	Depreciation expense per page 200, line 1503, column c		
33.	\$ 4,053,049	Depreciation expense per page 111, line 27, column g		
34.	-	difference		
35.				
36.				
37.				
38.				
39.				
40.				
41.				
42.				
43.				
44.				
45.				
46.				
47.				
48.				
49.	Total	\$138,726,949		\$4,053,049

**Northern Utilities, Inc.**  
Reserve for Depreciation  
As of December 31, 2012

	New Hampshire Division			Maine Division				Northern Utilities
	Utility	Propane Div (Non-Utility)	N.H. Total	Utility	Propane Div (Non-Utility)	Water Heaters (Non-Utility)	Maine Total	TOTAL
1. Beginning Balance	\$37,696,486	\$0	\$37,696,486	\$31,731,992		\$2,125,133	\$33,857,125	\$71,553,611
2. Transfers from Utility Depreciation	\$0		\$0	\$0		\$0	\$0	\$0
3. Transfers from Vehicle clearing	\$0		\$0	\$0		\$0	\$0	\$0
4. Depreciation	\$4,053,049		\$4,053,049	\$5,141,465		\$184,526	\$5,325,991	\$9,379,040
5. Retirements	(\$971,688)		(\$971,688)	(\$1,909,426)		(\$67,112)	(\$1,976,538)	(\$2,948,226)
6. Cost of Removal	(\$226,681)		(\$226,681)	(\$779,215)		(\$2,037)	(\$781,252)	(\$1,007,933)
7. Salvage	\$1,011		\$1,011	\$0		\$1,529	\$1,529	\$2,540
8. Reserve Adjustment: Accum Deprec - Cost of Removal	(\$482,262)		(\$482,262)	(\$434,065)		\$0	(\$434,065)	(\$916,327)
9. Ending Balance	\$40,069,915	\$0	\$40,069,915	\$33,750,751	\$0	\$2,242,039	\$35,992,790	\$76,062,705

No. of Account	Title of Account a	Balance at beginning of year b	Debits during year c	Credits during year		Balance at end of year f
				from revenue d	other credits e *	
	See Schedule 112 for detail					
	Subtotal - NH accounts	\$ 0	0		0	0
	Totals	\$ (9,159,331)	0		0	(8,272,104)

Items g	Balance at beginning of year h	Debits during year i	Credits during year j	Balance at end of year k
Totals	-	-	-	\$ -

Class of tax	Total Amount m * See Note A *	Apportionment			
		Gas Fixed Capital acct. n	Gas dept. o	Gas department p	Other Income department q * see Note B *
Federal:					
Income Tax	\$ (4,636)			(4,636)	\$ 27,341
Deferred Income Tax	768,400			768,400	
Payroll Taxes (FICA & FUTA)	154,123			154,123	0
Excise	0			0	
State:					
Business Enterprise/Profits Tax	21,354			21,354	7,470
Deferred Income Tax	304,867			304,867	
Fuel Tax	0			0	
Unemployment	8,771			8,771	0
State Income Tax	0			0	
Allocated Payroll Taxes:				0	
Local:					
Property Tax	2,372,742			2,372,742	
Totals	\$ 3,625,622	0		3,625,622	\$ 34,812

Note A: columns n, o and p show Operating taxes, the total of which is reflected in column M and ties to page 200, line 5  
 Note B: column q shows non-operating taxes, which are not included in column m totals; these are on line 33 of page 200

Page 112, Table 31 - Misc Reserves:

	Account Number	December 2011	YTD Debits	YTD Credits	December 2012
<b>New Hampshire only:</b>					
Amortization Reserve:					
ACCUMULATED AMORTIZATION - PAA - NH	1150000	(\$2,900,854)	\$1,019,219	\$78,401	(\$3,841,672)
ACCUM AMORT COMPUTER SW	1110500	644,650	0	393,580	1,038,230
Total Amortization Reserve - NH		(2,256,204)	1,019,219	471,981	(2,803,442)
Uncollectible Accounts Reserve:					
AFDA - (BEG BAL) - DISTRIBUTION	1440000	19,806	0	0	19,806
R-5 NU CONVERTED WRITE OFFS - DISTR	1440005	(537)	16,378	12,727	(4,188)
ALLOW FOR DOUBTFUL ACCTS - NON-DIST	1440027	204,571	143,577	82,068	143,062
ALLOW FOR DOUBTFUL ACCTS - NH - DISTR	1440100	179,202	97,365	221,089	302,926
AFDA - COM - NON CLASS SPECIFIC - DIST	1440200	(21,962)	21,324	407	(42,879)
ALLOW FOR DBTFL ACCTS - (BEG BAL) - NON DIST-NH	1440400	38,357	0	0	38,357
R-5 NU CONVERTED WRITE OFFS - NON DIST	1440405	1,339	12,789	12,789	1,339
ALLOW FOR DOUBTFUL ACCTS - RECOVERIES - DIST	1440500	38,412	93,958	142,123	86,577
AFDA - RECOVERIES - CGA - NON DIST	1440501	10,520	81,531	81,531	10,520
ALLOW FOR DBTFL ACCTS - CGA - NON DIST	1440700	158,968	72,789	355,418	441,597
ALLOW FOR DOUBTFUL A/CS-W/O-R5-DISTR-PEAK	1440205	(95,004)	75,464	3,683	(166,785)
ALLOW FOR DOUBTFUL A/CS-W/O-R6-DISTR-PEAK	1440206	(4,663)	4,890	162	(9,391)
ALLOW FOR DOUBTFUL A/CS-W/O-R10-DISTR-PEAK	1440210	(6,291)	5,711	382	(11,620)
ALLOW FOR DOUBTFUL A/CS-W/O-R11-DISTR-PEAK	1440211	(137)	9	0	(146)
ALLOW FOR DOUBTFUL A/CS-W/O-G40-DISTR-PEAK	1440240	(10,794)	7,249	1,056	(16,987)
ALLOW FOR DOUBTFUL A/CS-W/O-G41-DISTR-PEAK	1440241	(987)	1,004	0	(1,991)
ALLOW FOR DOUBTFUL A/CS-W/O-G50-DISTR-PEAK	1440250	(1,983)	1,905	33	(3,855)
ALLOW FOR DOUBTFUL A/CS-W/O-G51-DISTR-PEAK	1440251	(1,516)	3,175	830	(3,861)
ALLOW FOR DOUBTFUL A/CS-W/O-R5-NON DIST-PEAK	1440405	(244,503)	174,692	8,298	(410,897)
ALLOW FOR DOUBTFUL A/CS-W/O-R6-NON DIST-PEAK	1440406	(8,347)	7,815	250	(15,912)
ALLOW FOR DOUBTFUL A/CS-W/O-R10-NON DIST-PEAK	1440410	(47,019)	33,932	1,837	(79,114)
ALLOW FOR DOUBTFUL A/CS-W/O-R11-NON DIST-PEAK	1440411	(443)	15	0	(458)
ALLOW FOR DOUBTFUL A/CS-W/O-G40-NON DIST-PEAK	1440440	(36,150)	23,352	4,372	(55,130)
ALLOW FOR DOUBTFUL A/CS-W/O-G41-NON DIST-PEAK	1440441	(4,303)	4,636	0	(8,939)
ALLOW FOR DOUBTFUL A/CS-W/O-G50-NON DIST-PEAK	1440450	(5,289)	6,319	117	(11,491)
ALLOW FOR DOUBTFUL A/CS-W/O-G51-NON DIST-PEAK	1440451	(6,042)	11,568	3,123	(14,487)
R-5 NU CONVERTED W/OFFS-NON DIST-WINTER-NH	1440463	(7,296)	5,973	1,508	(11,761)
AFDA-SUPPLIER REFUND-NON DIST-WINTER-NH	1440464	0	2	0	(2)
AFDA-RECOVERIES-NON DIST-WINTER-NH	1440502	35,619	9,350	59,298	85,567
ALLOW FOR DOUBTFUL A/CS-W/O-R5-DISTR-OFF PEAK	1440205	(30,038)	32,644	893	(61,789)
ALLOW FOR DOUBTFUL A/CS-W/O-R6-DISTR-OFF PEAK	1440206	(2,899)	3,678	140	(6,437)
ALLOW FOR DOUBTFUL A/CS-W/O-R10-DISTR-OFF PEAK	1440210	(2,803)	3,230	163	(5,870)
ALLOW FOR DOUBTFUL A/CS-W/O-R11-DISTR-OFF PEAK	1440211	(68)	16	0	(84)
ALLOW FOR DOUBTFUL A/CS-W/O-G40-DISTR-OFF PEAK	1440240	(2,654)	3,003	0	(5,657)
ALLOW FOR DOUBTFUL A/CS-W/O-G41-DISTR-OFF PEAK	1440241	(134)	914	0	(1,048)
ALLOW FOR DOUBTFUL A/CS-W/O-G50-DISTR-OFF PEAK	1440250	(2,492)	1,209	100	(3,601)
ALLOW FOR DOUBTFUL A/CS-W/O-G51-DISTR-OFF PEAK	1440251	(811)	1,484	0	(2,295)
ALLOW FOR DOUBTFUL A/CS-W/O-R5-NON DIST-OFF PEAK	1440405	(22,146)	14,955	445	(36,656)
ALLOW FOR DOUBTFUL A/CS-W/O-R6-NON DIST-OFF PEAK	1440406	(1,593)	1,393	70	(2,916)
ALLOW FOR DOUBTFUL A/CS-W/O-R10-NON DIST-OFF PEAK	1440410	(5,660)	3,942	213	(9,389)
ALLOW FOR DOUBTFUL A/CS-W/O-R11-NON DIST-OFF PEAK	1440411	(49)	12	0	(61)
ALLOW FOR DOUBTFUL A/CS-W/O-G40-NON DIST-OFF PEAK	1440440	(1,895)	1,390	0	(3,285)
ALLOW FOR DOUBTFUL A/CS-W/O-G41-NON DIST-OFF PEAK	1440441	(63)	1,243	0	(1,306)
ALLOW FOR DOUBTFUL A/CS-W/O-G50-NON DIST-OFF PEAK	1440450	(4,205)	799	64	(4,940)
ALLOW FOR DOUBTFUL A/CS-W/O-G51-NON DIST-OFF PEAK	1440451	(1,219)	2,488	0	(3,707)
R-5 NU CONVERTED W/OFFS-NON DIST-SUMMER-NH	1440463	4,630	4,931	377	76
AFDA-RECOVERIES-NON DIST-SUMMER-NH	1440503	10,666	2,039	10,844	19,471
ALLOW FOR DOUBTFUL A/CS-W/O-R5-DISTR-NO SEASON	1440205	(10,123)	7,732	340	(17,515)
ALLOW FOR DOUBTFUL A/CS-W/O-R6-DISTR-NO SEASON	1440206	(419)	417	12	(824)
ALLOW FOR DOUBTFUL A/CS-W/O-R10-DISTR-NO SEASON	1440210	(1,798)	1,524	74	(3,248)
ALLOW FOR DOUBTFUL A/CS-W/O-R11-DISTR-NO SEASON	1440211	(20)	2	0	(22)
ALLOW FOR DOUBTFUL A/CS-W/O-G40-DISTR-NO SEASON	1440240	(791)	544	83	(1,252)
ALLOW FOR DOUBTFUL A/CS-W/O-G41-DISTR-NO SEASON	1440241	(95)	222	0	(317)
ALLOW FOR DOUBTFUL A/CS-W/O-G50-DISTR-NO SEASON	1440250	(277)	174	2	(449)
ALLOW FOR DOUBTFUL A/CS-W/O-G51-DISTR-NO SEASON	1440251	(216)	377	75	(518)
AFDA-WO-SUP REF-R5-NON DIST-NO SEASON	1440405	0	1	0	(1)
AFDA-WO-SUPP REFUND-NONDIST-NO SEASON	1440464	0	0	1	1
Total Uncollectible Accounts Reserve - NH		106,356	1,007,135	1,006,997	106,218

Page 112, Table 31 - Misc Reserves:

	Account Number	December 2011	YTD Debits	YTD Credits	December 2012	
<b>New Hampshire only:</b>						
	Casualty and Insurance Reserve - NH	2423110	10,774	21,803	22,250	11,221
Miscellaneous Reserves:						
	UNAMORTIZED ITC - NH	2550100	28,882	12,840	0	16,042
	ACCUM DEF FIT NONCURR-RL 18811	2830021	4,786	4,786	0	-
	ACC DEF FIT-NONCURRENT 27811	2830023	(6,798)	0	3,995	(2,803)
	ACCUM DEF SIT NONCURRENT-RL	2830041	1,270	1,270	0	-
	ACC DEF SIT-NONCURRENT 27810	2830043	(1,898)	0	1,091	(807)
	DEF FIT - ACCEL DEPR - NH	2830131	(1,681,502)	3,227,871	5,725,885	816,512
	DEF FIT - SFAS 106 OPEB - NH	2830134	(229,086)	272,699	72,091	(429,694)
	DEF FIT - PENSION FAS 87 - NH	2830135	(113,798)	9,376	355,020	231,846
	DEF FIT - BAD DEBT - NH	2830138	(33,087)	35,444	35,487	(33,044)
	DEF FIT - ACCRUED REVENUE - NH	2830139	2,755,905	3,643,580	2,134,739	1,247,064
	DEF FIT - PREPAID PROPERTY TAX - NH	2830141	145,835	465,307	461,112	141,640
	DEF FIT - DEF RATE CASE COSTS - NH	2830142	10,686	222,201	243,024	31,509
	DEF FIT - REMEDIATION - NH	2830143	268,475	33,468	19,193	254,200
	DEF FIT - TRANSITION COSTS - NH	2830151	760,643	264,837	0	495,806
	DEF FIT - TRANSACTION COSTS -	2830152	(300,787)	99,237	0	(400,024)
	DEF FIT FASB 158 ADJ - PBOP	2830159	(947,480)	1,075,847	765,378	(1,257,949)
	DEF FIT - PENSION FAS 158	2830160	(913,864)	1,817,766	1,663,100	(1,068,530)
	DEF FIT - SFAS 158 SERP	2830163	(97,122)	551,350	450,231	(198,241)
	DEF FIT - INSURANCE CLAIM RESE	2830164	(3,352)	4,771	4,632	(3,491)
	DEF SIT- ACCEL DEPR - NH	2830231	(1,278,743)	492,520	1,268,869	(502,394)
	DEF SIT- SFAS 106 OPEB - NH	2830234	(62,592)	74,508	19,697	(117,403)
	DEF SIT- PENSION FAS 87 - NH	2830235	(31,092)	2,562	97,000	63,346
	DEF SIT- BAD DEBT - NH	2830238	(9,040)	9,684	9,696	(9,028)
	DEF SIT- ACCRUED REVENUE - NH	2830239	752,979	995,513	583,262	340,728
	DEF SIT- PREPAID PROPERTY TAXES - NH	2830241	39,847	127,133	125,987	38,701
	DEF SIT- DEF RATE CASE COSTS - NH	2830242	2,920	60,711	66,399	8,608
	DEF SIT- REMEDIATION - NH	2830243	73,354	9,144	5,244	69,454
	DEFSIT - TRANSITION COSTS - NH	2830251	207,826	72,360	0	135,466
	DEF SIT - TRANSACTION COSTS -	2830252	(82,184)	27,114	0	(109,298)
	DEF SIT FASB 158 ADJ - PBOP	2830259	(258,875)	293,953	209,125	(343,703)
	DEF SIT- PENSION FAS 158	2830260	(249,108)	494,215	451,985	(291,338)
	DEF SIT - SFAS 158 SERP	2830263	(26,536)	150,645	123,016	(54,165)
	DEF SIT - INSURANCE CLAIM RESE	2830264	(916)	1,304	1,266	(954)
	<b>Total Misc Reserves - NH</b>		<b>(1,274,452)</b>	<b>14,554,016</b>	<b>14,896,524</b>	<b>(931,944)</b>
<b>* MAINE *</b>						
	Total Amortization Reserve - Maine		(3,296,366)	1,380,948	503,839	(4,173,475)
	Total Uncollectible Reserves - Maine		314,095	1,630,090	1,835,753	519,758
	Total Casualty and Insurance Reserves - Maine		16,051	77,765	68,751	7,037
	Total Misc. Reserves - Maine		(2,779,585)	16,595,905	18,368,013	(1,007,477)
	<b>GRAND TOTAL - Amortization Reserve</b>		<b>(\$5,552,570)</b>	<b>\$2,400,167</b>	<b>\$975,820</b>	<b>(\$6,976,917)</b>
	<b>GRAND TOTAL - Uncollectible Accounts Reserve</b>		<b>\$420,451</b>	<b>\$2,637,225</b>	<b>\$2,842,750</b>	<b>\$625,976</b>
	<b>GRAND TOTAL - Casualty and Insurance Reserve</b>		<b>\$26,825</b>	<b>\$99,568</b>	<b>\$91,001</b>	<b>\$18,258</b>
	<b>GRAND TOTAL - Misc. Reserves</b>		<b>(\$4,054,037)</b>	<b>\$31,149,921</b>	<b>\$33,264,537</b>	<b>(\$1,939,421)</b>



TABLE 34. CAPITAL SURPLUS Account 270				
	Items	Debits	Credits	
	a	b	c	
1	Balance at beginning of year		\$	-
2				
3				
4				
5				
6				
7				
8				
9	Miscellaneous debits:			
10				
11				
12				
13				
14	Balance at end of year			-

TABLE 35. EARNED SURPLUS Account 271				
	Account Number	Items	Debits	Credits
	d	e	f	g
15		Balance at beginning of year		(448,303)
16	501	Balance transferred from income		5,707,640
17	502	Miscellaneous credits (Explain below):		
18				
19				
20	511	Miscellaneous debits (Explain below):		
21	512	Dividends	4,187,100	
22	513			
23				
24				
25				
26		Balance at end of year	Totals	1,072,237

Explanatory Notes:				
27				
28				
29		* Note 1:		
30		NH Division Income	\$1,659,455	
31		ME Division Income	\$4,048,185	
32		Total Northern	<u>\$5,707,640</u>	
33				
34				
35				
36				

TABLE 36. MISCELLANEOUS SUSPENSE Account 146					
	Items	Balance at beginning of year	Debits during year	Credits during year	Balance at end of year
	h	i	j	k	l
37					
38					
39	See detail on Page 113A				
40					
41					
42					
43	Totals	\$43,533,577	\$0	\$0	\$42,834,187

account number	Description	Balance at beginning of year i	Debits during year j	Credits during year k	Balance at end of year l
<b>New Hampshire division:</b>					
1820027	REG ASSET - NON-DIST BAD DEBT - NH	\$450,170	\$82,068	\$444,783	\$87,455
1820127	REG ASSET-NON DIST BAD DEBT-NH-2 YR RECOVERY	0	301,206	100,402	200,804
1820328	REG ASSET - RATE CASE - NH	263,666	370,662	634,328	0
1820409	REG ASSET - PBOP FAS 15	1,643,614	1,002,279	497,550	2,148,343
1820410	REG ASSET - PENSION FAS	1,618,243	2,833,420	2,396,950	2,054,713
1820411	REG ASSET -SERP	14,184	185,243	58,839	140,588
1821100	REG ASSET - WORK CAP - PEAK COMM - NH	(27,932)	46,980	21,670	(2,622)
1821600	REG ASSET - DEF BAD DEBT - NH	5,199	557,175	568,637	(6,263)
1822100	REG ASSET - WORK CAP - OFF PEAK COMM - NH	(791)	4,392	2,400	1,201
1822200	REG ASSET - OFF PEAK BAD DEBT - NH	(3,185)	53,103	66,925	(17,007)
1822900	REG ASSET - ERC COSTS - NH	58,853	256,831	182,681	133,003
1823600	REG ASSET - ERC - PRIOR YEAR LAYERS - NH	555,897	159,020	235,688	479,229
1824200	REG ASSET-ERC COSTS-NH	0	1,350,000	0	1,350,000
1824400	REG ASSET - PRICE RISK - NC - NH	319,833	583,455	890,177	13,111
1825000	REG ASSET - SFAS109 - N	14,905	0	14,905	0
1828100	REG ASSET - PNGTS RATE CASE - NH	287,918	639,470	826,107	101,281
1828110	REG ASSET - PNGTS 2010 RATE CASE - NH	64,696	87,227	151,922	1
1829900	REG ASSET - RLIAP - NH	(30,619)	210,420	138,090	41,711
	FERC 182	<b>\$ 5,234,651</b>	<b>\$ 8,722,951</b>	<b>\$ 7,232,054</b>	<b>\$ 6,725,548</b>
1830000	PREL SURVEY & INVESTIGATION-NH	2,675	30,530	3,105	30,100
	FERC 183	<b>\$ 2,675</b>	<b>\$ 30,530</b>	<b>\$ 3,105</b>	<b>\$ 30,100</b>
1840400	GAS EXEMPT STOCK - NH	188,565	327,050	414,265	101,350
	FERC 184	<b>188,565</b>	<b>327,050</b>	<b>414,265</b>	<b>101,350</b>
1863000/90	TRANSITION COSTS - NH (net)	1,863,079	22,447	291,808	1,593,718
1863001/91	TRANSACTIONS COSTS - NH (net)	2,206,337	26,582	345,571	1,887,348
1865000	PLANT AND M&S ACCRUALS - NH	0	2,043,000	2,025,500	17,500
	FERC 186	<b>4,069,416</b>	<b>2,092,029</b>	<b>2,662,879</b>	<b>3,498,566</b>
1911000	UNRECOVERED GAS COSTS - OFF PEAK COMM - NH	(457,692)	2,821,134	2,425,306	(61,864)
1912000	UNRECOVERED GAS COSTS - PEAK COMM - NH	9,518,794	26,557,200	32,145,165	3,930,829
1914000	DEFERRED HEDGING COSTS - NH	494,754	2,433,520	2,571,956	356,318
	FERC 191	<b>9,555,856</b>	<b>31,811,854</b>	<b>37,142,427</b>	<b>4,225,283</b>
1828100	NU CAPITAL PROJECTS - ALLOCATED	3,110	188,101	188,276	2,934
	OTHER	<b>3,110</b>	<b>188,101</b>	<b>188,276</b>	<b>2,934</b>
	Total - New Hampshire	19,054,273	43,172,515	47,643,006	14,583,781
	Total - Maine	24,479,304	59,236,489	55,465,388	28,250,406
	Grand Total	<b>\$ 43,533,577</b>	<b>\$ 102,409,004</b>	<b>\$ 103,108,394</b>	<b>\$ 42,834,187</b>

TABLE 40.

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## INCOME STATEMENT

	Account Number	Items	Amount	Totals	Increase or (decrease)
	a	b	c	d	e
1	1501	Operating Revenues - Gas	\$53,819,548	\$ 53,819,548	(9,703,607)
2	1701-1812	Operation and Maintenance - Gas	40,948,824		(11,024,553)
3	1503	Depreciation - Gas	4,053,049		696,967
4	1504	Amortization - Gas	259,404		107,514
5	1507	Taxes - Gas	3,625,622		423,747
6		Total Revenue Deductions		48,886,899	(9,796,325)
7		Gas Operating Income		4,932,649	92,718
8	1508.1	Rent for Lease of Gas Plant	-		0
9	1508.2	Rent from Lease of Gas Plant	-		0
10	1508.3	Joint Facility Rents	-		0
11	1508.4	Rent from Gas Appliances	35,936		24,710
12	1508.8	Miscellaneous Rents	173,472		173,472
13	1509	Miscellaneous Other Revenues	389,714		397,529
14	1508	Operating Rents - Net		599,122	595,711
15		Net Gas Operating Income		5,531,771	688,429
16	1509	Operating Income - Other Utility Operations	-	-	0
17		Net Utility Operating Income		5,531,771	688,429
18	1522	Revenues from Non-Operating Property	272,691		54,939
19	1523	Dividend Income			0
20	1524	Interest Income	115,045		(16,754)
21	1525	Income from Special Funds			0
22	1526	Miscellaneous Non-Operating Revenues	(90,643)		(67,574)
23		Non-Operating Property Revenues	-	297,093	(29,389)
24	1527	Non-Operating Revenue Deductions		34,812	(123,484)
25		Non-Operating Property Income		262,281	94,095
26		Gross Income		5,794,052	782,524
27	1530	Interest on Long-Term Debt	3,365,579		(37,065)
28	1531	Amortization of Debt Discount and Expense	39,354		(36,175)
29	1533	Taxes Assumed on Interest			0
30	1535	Miscellaneous Interest Deductions	598,958		269,024
31	1536	Interest Charges to Property - Credit	(75,819)		(4,575)
32	1537	Miscellaneous Amortization			0
33	1538	Miscellaneous Deductions from Income	206,525		128,516
34	1540	Contractual Appropriations of Income			0
35		Deductions from Gross Income		4,134,597	319,725
36		Income Balance Transferred to Earned Surplus N.H.		1,659,455	462,799
37		Income Balance Transferred to Earned Surplus ME.		4,048,185	3,790,310
38		TOTAL		5,707,640	4,253,109

TABLE 41.						
OPERATING REVENUES - GAS						
Account 1600-1610						
	Account Number	Title of Account	Revenue received	MMBTU'S sold	Revenue per MMBTU	Number of Customers
	a	b	c	d	e	f
<b>GAS SERVICE REVENUES:</b>						
1	1600	Residential Non-Heat Sales	\$ 665,174	34,726	\$ 19.1549	1,452
2	1600	Residential Heat Sales	22,944,268	1,437,629	15.9598	21,552
3		Total Residential Sales Revenue	23,609,442	1,472,355	16.0352	23,004
4	1602	Commercial/Industrial Low Annual Use	11,877,842	826,122	14.3778	5,181
5	1602	Commercial /Industrial Medium Annual/High Winter Use Sales	6,032,782	462,360	13.0478	366
6	1602	Commercial/Industrial High Annual/High Winter Use Sales	751,472	63,149	11.9000	9
7	1602	Commercial Industrial Medium Annual/Low Winter Use Sales	1,763,678	180,509	9.7706	158
8	1602	Commercial/Industrial High Annual/Low Winter Use Sales	150,294	16,728	8.9846	8
9		Total Commercial/Industrial Sales Revenue	20,576,068	1,548,868	13.2846	5,722
10	1608	Interruptible Sales Revenue	-	-	-	-
11		Total Sales Revenue Billed	44,185,510	3,021,223	14.6250	28,726
12						0
13		Total Sales Revenue	44,185,510	3,021,223	14.6250	28,726
<b>TRANSPORTATION REVENUE</b>						
14	1602	Commercial/Industrial Low Annual Use	734,454	206,010	3.5651	476
15	1602	Commercial /Industrial Medium Annual/High Winter Use Sales	1,556,458	558,245	2.7881	179
16	1602	Commercial/Industrial High Annual/High Winter Use Sales	783,313	351,215	2.2303	16
17	1602	Commercial Industrial Medium Annual/Low Winter Use Sales	550,248	225,582	2.4392	102
18	1602	Commercial/Industrial High Annual/Low Winter Use Sales	2,029,697	1,252,195	1.6209	24
19	1602	Special Contracts	921,208	1,003,139	0.9183	2
20		Total Transportation Billed	6,575,378	3,596,386	1.8283	799
21						
22		Total Transportation Revenue	6,575,378	3,596,386	1.8283	799
<b>OTHER GAS REVENUES:</b>						
23	1609	Forfeited Discounts and Penalties	114,640	-		
24	1610	Miscellaneous / flowthru / bundled revenues	2,727,614	107,195		
25	1610	Unbilled Sales	216,406	123,874		0
26		Total Other Gas Revenues	3,058,660	231,069		
27		TOTAL OPERATING REVENUE - GAS	\$ 53,819,548	6,848,678		29,525

TABLE 42-S				
SUMMARY OF OPERATING EXPENSES - GAS				
	Account Number	Title of Account	Totals for year	Increase or (decrease)
	g	h	i	j
<b>Operation and Maintenance:</b>				
28	1700-1737	Production Expense	646,660	(47,341)
29	1738	Purchased Gas	29,422,879	(11,415,349)
30	1756-1772	Distribution Expenses	2,831,866	(273,591)
31	1779-1784	Customers' Accounting and Collecting Expenses	1,843,377	(31,723)
32	1785-1789	Sales and New Business Expenses	142,617	15,028
33	1790-1812	Administration and General Expenses	6,061,425	728,423
34		Total Operation and Maintenance	40,948,824	(11,024,553)
<b>Other Operating Expenses:</b>				
35	1503	Depreciation - Gas	4,053,049	696,967
36	1504	Amortization - Gas	259,404	107,514
37	1507	Taxes - Gas	3,625,622	423,747
38		Total Other Operating Expenses	7,938,075	1,228,228
39		Total Revenue Deductions	48,886,899	(9,796,325)

TABLE 42. (Sheet 1 of 2)

**OPERATION AND MAINTENANCE - GAS**  
Accounts 1700-1812

	Account Number	Title of Account	Amount Class "A"	Amount Class "B"	Increase or (decrease)
	a	b	c	d	e
		<b>Production</b>			
1	1701	Superintendence			
2	1702	Boiler and Other Power Labor			
3	1703	Gas Generation Labor			
4	1705	Purification Labor			
5	1707	Other Production Labor			
6		Total Superintendence and Operating Labor	0	0	0
7	1711	Boiler Fuel			
8	1712	Coal Gas Fuel			
9	1713	Coal Carbonized			
10	1715	Water Gas Generator Fuel			
11		Total Fuel	0	0	0
12	1717	Oil and Enriching Materials			
13	1718	Liquefied Petroleum Gas			
14	1719	Oil for Oil Gas			
15	1720	Raw Materials for Other Gas Processes			
16	1722	Other Production Supplies and Expenses	\$646,660		(\$47,341)
17		Total Production Materials and Expenses	646,660	0	(47,341)
18	1723	Maintenance of Production Plant			
19	1724	Maintenance of Structures			0
20	1725	Maintenance of Power Equipment	-		0
21	1726	Maintenance of Generating Equipment			
22	1727	Maintenance of Reforming, Purification & Misc. Equip.			
23		Total Maintenance of Production Plant	0		0
24	1730	Steam Purchased or Transferred			
25	1735	Production Rents			
26	1736	Residuals Produced			
27	1737	Residuals Expense			
28		Residuals Net	0	0	0
29		Production Expense	646,660	0	(47,341)
30		Purchased Gas and Made Gas: Natural Gas	29,422,879		(11,415,349)
31		Propane Gas			0
32		Liquid Natural Gas			0
33		Other			0
34		Deferred Gas Costs			0
35	1738	Total Purchased and Made Costs	29,422,879	0	(11,415,349)
36		Total Production Expense	\$30,069,539	\$0	(\$11,462,690)
		<b>Distribution</b>			
37	1756	Superintendence	24,751		(\$9,737)
38	1761	Operation and Distribution Lines	680,067		(116,104)
39	1762.1	Meter Operating Labor and Expense	1,100,170		34,940
40	1762.2	Other Expense on Customers' Premises			0
41		Total Distribution Operation	1,804,988		(90,901)
42	1765	Maintenance of Structures	13,831		8,050
43	1768	Maintenance of Distribution Lines	257,365		(125,336)
44	1771	Maintenance of Services	689,377		(56,281)
45	1772	Maintenance of Customers' Meters	66,305		(9,123)
46		Total Distribution Maintenance	1,026,878	0	(182,690)
47		Total Distribution Expense	\$2,831,866	\$0	(\$273,591)

N.H.P.U.C. Report of: Northern Utilities, Inc.

For the Year Ended: December 31, 2012

TABLE 42. (Sheet 2 of 2)

**OPERATION AND MAINTENANCE - GAS**  
Accounts 1700-1812

	Account Number	Title of Account	Amount Class "A"	Amount Class "B"	Increase or (decrease)
	a	b	c	d	e
		<b>Customers' Accounting and Collecting</b>			
1	1780	Customers' Orders, Meter Reading and Collecting	\$1,496,877		\$164,518
2	1781	Customers' Billing and Accounting			0
3	1783	Uncollectible Accounts - Gas	346,500		(196,241)
4		Total Customers' Accounting and Collecting Expense	\$1,843,377		(\$31,723)
		<b>Sales and New Business</b>			
5	1786	Salaries and Commissions			\$0
6	1787	Demonstrations, Advertising and Other Expense	142,617		15,028
7	1788	Sales and New Business Rents			0
8		Appliance and Job Work Sales			0
9		Total Sales and New Business Expense	\$142,617	\$0	\$15,028
		<b>Administrative and General</b>			
10	1791	General Office Salaries	\$17,731		(\$3,892)
11	1793	General Office Supplies and Expense	346,975		90,505
12	1794	Supervision Fees and Special Services	2,485,200		443,812
13	1797	Regulatory Commission Expense	325,143		(132,062)
14	1798	Insurance	134,100		(15,571)
15	1799	Injuries and Damages	61,111		13,591
16	1800	Employees Welfare and Relief	1,394,825		(43,677)
17	1801	Miscellaneous General Expense	1,140,113		331,567
18	1802	Maintenance of General Property	141,738		44,383
19	1803	General Rents	14,489		(233)
20	1807	Miscellaneous Expense Transferred	0		0
21		Total Administrative and General Expense	6,061,425	\$0	\$728,423
22		<b>Total Operation and Maintenance</b>	<b>\$40,948,824</b>	<b>\$0</b>	<b>(\$11,024,553)</b>

TABLE 43.  
ANALYSIS OF SALES AND NEW BUSINESS EXPENSE

	Account Number	Items	Total	Appliance Sales	Job Work Sales	New Business
	a	b	c	d	e	f
1.	1789.1	Appliance and Job Work Sales				
2.		Gross Sales	0			
3.		Discounts and Allowances	0			
4.		Merchandise Returns	0			
5.	1789.21	Cost of Appliances and Job Work Sold				
6.		Cost of Appliances and Job Materials	0			
7.		Transportation	0			
8.		Installation and Job Labor	0			
9.		Merchandise Store Expense	0			
10.		Servicing	0			
11.		Reconditioning	0			
12.		Income Taxes	0			
13.		Finance Expenses	0			
14.		Other Expenses	0			
15.		Total Cost of Appliances and Job Work Sold	0			
16.		Gross Profit - Appliance and Job Work Sales	0			
17.	1789.24	Uncollectible Items	0			
18.	1786	Salaries and Commissions	0			0
19.	1787	Demonstrations, Advertising and Other Expenses	142,617			142,617
20.		Demonstration	0			
22.		Other Expenses	0			
23.	1788	Sales and New Business Rents				0
24.	2789	Installation Allowances				
25.		Total Other Sales and New Business Expenses	142,617	0	0	142,617
26.		Net Sales and New Business Expense	\$142,617	\$0	\$0	\$142,617

TABLE 44.  
DONATIONS AND GIFTS

List each class of recipient, such as Red Cross units, hospitals, Community Chests, service clubs or Y.M.C.A., the purpose of the transaction, the total amount for each class, and the classification number of the account to which charged

	Class of Recipient	Purpose	Chgd. to acct. no.	Amount
	g	h	i	j
27				
28	Arbor Day Foundation	Donation	1538	\$ 85
29	Foundation for Entrepreneurial Research & Development	Donation	1538	500
30	NH Catholic Charities	Donation	1538	7,500
31	Seacoast Science Center	Donation	1538	750
32	Rensselaer Polytechnic Institute	Scholarship	1538	5,000
33	End 68 Hours of Hunger	Donation	1538	1,000
34	United Way of the Greater Seacoast - General Donation	Donation	1538	5,000
35	Wildcat Sports Properties	Donation	1538	6,549
36	American Red Cross	Sponsorship	1538	5,000
37	Wildcat Sports Properties	Sponsorship	1538	12,599
38	Dover Youth Softball	Sponsorship	1538	300
39	NHPTV	Sponsorship	1538	1,050
40	Seacoast School of Technology	Sponsorship	1538	250
41	Touch the Future	Sponsorship	1538	5,000
42	UNH Physics Department	Sponsorship	1538	500
43	The Richie McFarland Fund	Sponsorship	1538	500
44	Children's Museum of NH	Sponsorship	1538	10,000
45	Leadership Seacoast	Sponsorship	1538	250
46	United Way of the Greater Seacoast - Day of Caring	Sponsorship	1538	750
47	Kittery PTA	Sponsorship	1538	200
48				
49				
50				
51				
52				
53				
54				
			TOTAL	\$ 62,782

TABLE	47.	DETAILS OF FUEL ACCOUNTS		
		#164-16-00 Inventory Natural Gas		
	Items	MMBTU	Cost	Average per MMBTU
1	On hand beginning of year	190,875	\$ 831,440	\$ 4.3559
2	Received during year	291,259	\$ 863,776	2.9657
3	Total - Available	482,134	\$ 1,695,216	3.5161
4	Used during year	267,310	\$ 1,011,097	3.7825
5	Adjustments	(1,763)	\$ 36,139	
6	Total - Used	265,547	\$ 1,047,236	3.9437
7	On hand at end of year	216,587	\$ 647,980	\$2.9918

		#164-52-00 Inventory LNG		
	Items	MMBTU	Cost	Average per MMBTU
8	On hand beginning of year	9,266	\$ 60,981	\$ 6.5812
9	Received during year	37,585	\$ 187,630	4.9922
10	Total - Available	46,851	\$ 248,611	5.3064
11	Used during year	15,333	\$ 95,759	6.2453
12	Used during year - Fuel loss/boil off	19,638	\$ 102,681	5.2287
13				
14	Adjustments	1,031	\$ (19,816)	
15	Total - Used	36,002	\$ 178,624	\$4.9615
16	On hand at end of year	10,849	\$69,987	

		#174-25-00 Inventory Exchange Gas - W10		
	Items	MMBTU	Cost	Average per MMBTU
17	On hand beginning of year	2,829,582	\$ 12,428,315	\$ 4.3923
18	Received during year	2,052,839	\$ 5,622,139	2.7387
19	Total - Available	4,882,421	\$ 18,050,454	3.6970
20	Used during year	2,333,118	\$ 9,398,480	4.0283
21				
22				
23	Adjustments	0		
24	Total - Used	2,333,118	\$ 9,398,480	\$4.0283
25	On hand at end of year	2,549,303	\$ 8,651,974	

TABLE	48.	MATERIALS AND SUPPLIES			
	Items	Beginning of Year	Debits	Credits	End of Year
		p	q	r	s
26	Inventory - Natural Gas	\$831,439	2,026,464	2,209,923	\$647,980
27	Inventory Exchange Gas - W10	12,428,315	9,773,966	13,550,307	8,651,974
28	Inventory - LNG	60,981	421,981	412,975	69,987
29	General supplies - Gas operations	1,332,978	3,502,954	2,807,183	2,028,749
30	Stores Expense	314,719	2,894,312	3,032,327	176,704
31					
32	TOTALS	\$14,968,432	\$18,619,677	\$22,012,715	\$11,575,394

TABLE 50.						
SUMMARY OF GAS PLANT OPERATIONS						
1.	Name of Plant:					
2.	Type of gas:	Natural Gas	Propane	LNG		
3.	Made or purchased:	Purchased	Made	Made		
		MMBtu's	MMBtu's	MMBtu's		Totals
4.	January	631,895	0	0		631,895
5.	February	457,261	0	0		457,261
6.	March	335,671	0	0		335,671
7.	April	261,522	0	0		261,522
8.	May	139,444	0	0		139,444
9.	June	101,946	0	0		101,946
10.	July	65,485	0	0		65,485
11.	August	81,894	0	0		81,894
12.	September	89,449	0	0		89,449
13.	October	156,336	0	0		156,336
14.	November	367,324	0	0		367,324
15.	December	384,733	0	0		384,733
16.	Totals	3,072,960	0	0		3,072,960
17.	Type of Gas	Made or Pur.	Oil Used	Coal and Coke Used		
		MMBtu	Gals. per/therm	Tons lb./therm	Gallons	per/therm
18.	Propane Air	0				
19.	LNG	0				
20.	Natural	3,072,960				
			Total Cost	\$29,422,879	Cost per MMBtu	\$9.5748
21.	Gallons of Water Gas Tar Recovered:		Gallons/Therm Gas Made:			
23.	Made or purchased	MMBTU				MMBTU
24.		3,072,960	Sold to Public (Table 41 & 52)			3,021,223
25.			Used by Company			2,012
26.			Total sold or used			3,023,235
27.						
28.	Transportation	3,628,977	Transportation (Table 41 & 52)			3,596,386
29.	Unaccounted for	(82,316)				
30.						
31.	Total Gas Available for Delivery	6,619,621	Total gas Delivered			6,619,621
TABLE 52.						
REVENUE BY RATES						
	Rate designation	Revenue account classification number	Number of customers billings	MMBtu's	Total revenue from rate	Average revenue per MMBtu
32.	Gas Service Revenues:					
33.	Residential Non-Heat Sales	1600	12	34,726	665,174	\$19.1549
34.	Residential Heat Sales	1600	12	1,437,629	22,944,268	\$15.9598
35.	C&I Low Annual Use	1602	12	826,122	11,877,842	\$14.3778
36.	C&I Medium Annual/High Winter Use Sales	1602	12	462,360	6,032,782	\$13.0478
37.	C&I High Annual/High Winter Use Sales	1602	12	63,149	751,472	\$11.9000
38.	C&I Medium Annual/Low Winter Use Sales	1602	12	180,509	1,763,678	\$9.7706
39.	C&I High Annual/Low Winter Use Sales	1602	12	16,728	150,294	\$8.9846
40.	Interruptible Sales Revenue	1608	12	0	0	\$0.0000
41.	Unbilled Sales	1608	12	0	0	
42.	Transportation Revenues:					
43.	C&I Low Annual Use	1602	12	206,010	734,454	\$3.5651
44.	C&I Medium Annual/High Winter Use Sales	1602	12	558,245	1,556,458	\$2.7881
45.	C&I High Annual/High Winter Use Sales	1602	12	351,215	783,313	\$2.2303
46.	C&I Medium Annual/Low Winter Use Sales	1602	12	225,582	550,248	\$2.4392
47.	C&I High Annual/Low Winter Use Sales	1602	12	1,252,195	2,029,697	\$1.6209
48.	Special Contracts	1602	12	1,003,139	921,208	\$0.9183
49.	Unbilled Revenue	1608	12	0	0	\$0.0000
50.						
51.	Other Gas Revenue:					
52.	Forfeited Discounts	1609			114,640	
53.	Miscellaneous Gas Revenues	1610		107,195	2,727,614	
54.	Unbilled Revenues	1610		123,874	216,406	\$1.7470
55.						
56.						
57.	Total			6,848,678	\$53,819,548	\$7.8584

To: Ms. Denise R. McKeen  
New Hampshire Public Utilities Commission  
21 S. Fruit Street, Suite 10  
Concord, NH 03301-2429

From: Northern Utilities, Inc.  
Wilfred Nadeau

Date: 03/06/13

Enclosed is the Annual PUC Report for Northern Utilities, Inc. for the year ended December 31, 2012. A copy of this report was filed electronically on 03/06/13.

Please contact me if you have any questions.

Thank you,

A handwritten signature in blue ink that reads "Fred Nadeau". The signature is fluid and cursive, with a long horizontal stroke at the end.

Wilfred Nadeau

Unitil Service Corp.  
Senior General Accountant  
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