

# **Our Service Area**



۰.

ć

## **RATE INCREASE APPROVED FEBRUARY 26**

As this report went to press, the New York State Public Service Commission authorized Niagara Mohawk to increase its gas and electric rates on an annual basis by approximately \$92,200,000, inclusive of the temporary rate increase of \$36,000,000 effective September 1974.

The new rates became effective March 11.

5 . .. . . . τ. •

# 1974 Highlights

| ,   | 1974            | 1973            | % Change |
|---|-----------------|-----------------|----------|
| Total operating revenues                    | \$830,810,000   | \$671,357,000   | 24       |
| Income available for common stockholders*   | \$71,425,000    | \$56,787,000    | 26       |
| Earnings per common share*                  | \$1.70          | \$1.57          | 8        |
| Dividends per common share                  | \$1.18          | \$1.15          | 3        |
| Utility plant (gross)                       | \$2,949,042,000 | \$2,677,978,000 | 10       |
| Gross additions to utility plant            | \$295,347,000   | \$286,313,000   | 3        |
| Kilowatt-hour sales to customers            | 30,914,000,000  | 32,074,000,000  | (4)      |
| Electric customers at end of year           | 1,298,000       | 1,286,000       | 1        |
| Electric peak load (kilowatts)              | 5,789,000       | 6,168,000       | (6)      |
| Natural gas sales to customers (cubic feet) | 99,938,000,000  | 97,502,000,000  | 2        |
| Gas customers at end of year                | 419,000         | 416,000         | 1        |
| Maximum day gas sendout (cubic feet)        | 697,777,000     | 717,472,000     | (3)      |



\*Reflects fuel deferral accounting-see financial statements.

#### Contents

1970

2 Letter to Shareowners

**GROSS UTILITY PLANT** 

**Billions of dollars** 

3

2.5

2

10

1974

3 The Year in Review

1971

- 4 Effects on Construction
- 5 Conserving Energy
- 5 Fighting Inflation
- 6 The Company and Its People

1972

1973

- 7 Financial Summary
- 10 Financial Statements
- 17 Electric and Gas Statistics
- 20 Directors
- 21 Officers
- 21 Shareowner Information

# To the Shareowners:

For our Company—and most other utilities—1974 was a very disturbing year. Total electric sales were off 4% while gas sales increased only 2%, all due primarily to energy conservation and general economic conditions.

Although the combined effects of spiraling inflation and economic recession make any long-range business outlook difficult to predict, awakened interest in the importance of national energy independence has intensified recognition of the need for a strong, financially viable utility industry. Also, federal and state regulators are evidencing greater awareness of our problems.

Since October 1973, we have seen astounding increases in costs of fuel to generate electricity. Our coal costs at year end were up 128% and residual oil was up 150%. These are costs we cannot effectively control. And our business has suffered the severe impact of inflation as all our costs of doing business—supplies, equipment, wages, taxes and capital—increased dramatically.

Against this background, resolute efforts were made to improve earnings and successfully cope with changing conditions. On April 1, 1974 we filed with the New York State Public Service Commission for combined electric and gas rate increases totaling about \$93,100,000 annually, or about 14% of 1973 revenues. Interim electric rate relief of \$36,000,000 obtained in September was an important factor in 1974's improved earnings. We expect a favorable decision on new permanent rates before February 28, 1975, the end of the maximum rate suspension period.

Our construction budgets for 1974-75 were reduced by a total of \$205.000.000, chiefly by rescheduling completion of new generating plants and related transmission lines, described on page 4. Decisions on postponements were made with extreme care, giving top priority to continuing quality service to customers. The construction deferrals reflect lower anticipated growth in the next few years. Despite energy conservation efforts, we believe the use of electricity will increase modestly in the years ahead as households increase, living standards improve and new uses for electric power develop, particularly in the environmental field.

During the year, extensive costcutting and control programs were implemented, including tightened work rules. Every aspect of our operations is under constant review in the search for further economies. No potential savings, however small, are being overlooked. We expect to render adequate service to our customers in 1975 with noticeably fewer personnel.

Although our diverse generation mix of hydro, nuclear and fossilfueled sources continues to be a great asset, excessively high fossilfuel prices, combined with stockpiling for winter operations, resulted in a record fuel investment at the year end.

We support the overall concept of energy conservation for the general well-being of the nation. Our consumer representatives work closely with customers, particularly large industries, to promote more efficient energy use and reduce waste. This is especially important in our natural gas business, where a nationwide John G. Haehl, Jr.



shortage still exists, limiting sales growth. A curtailment by our wholesale gas supplier, effective February 1, 1975, amounts to about 1.9% of our annual sendout. At present, this affects only commercial and industrial customers, including those who have facilities to use an alternate fuel. Along with other New York State gas utilities, effective May 31, 1975, we will not accept new gas customers.

Financing in 1974 reflected a great increase in the cost of money, as well as reduced investor confidence in utility securities. Issuance of \$125,000,000 of seven-year bonds in October at an unprecedented interest rate of 12.6% and an earlier sale of 3.300.000 shares of common stock at a price of \$9.75 indicate financing difficulties we experienced during the year. Security offerings proposed in October and December were deferred due to unfavorable marketing conditions. We believe similar offerings in 1975, including refinancing over \$100,000,000 in 234% bonds, will be more successful, based in part on improved 1974 earnings and granting of additional rate relief.

# The Year in Review

Historically, the cost of energy has been kept low, encouraging its everincreasing use. But today the picture has changed. It's obvious that consumers will pay more for satisfactory electric and gas service in the future. But we will strive to keep the price of our services reasonable compared with the overall cost of living.

In the foreseeable future, our important concerns are cash and earnings. As indicated elsewhere in this report, earnings per common share for the year were \$1.70, compared to \$1.57 in 1973, based on fewer shares and a change to fuel deferral accounting. We are employing every available method, including strong internal cost controls, deferred construction and prompt rate relief, to improve our cash flow and earnings.

Your interest and support during these trying times are greatly appreciated.

G. Hall

John G. Haehl, Jr. President and Chiel Executive Ollicer

February 3, 1975

AVERAGE COST OF FUEL BURNED Dollars 30



Revenues reached \$830,810,000—up 24% over last year—attributable in large part to fuel adjustment clauses and an electric rate relief grant of \$34,748,000, effective February 1974, and an interim electric rate increase of \$36,000,000 annually, effective September.

Total electric sales for the year decreased 4% compared with 1973. Approximately 12,000 customers were added to our lines, raising the total at the year end to 1,298,000. The average price per kilowatt-hour paid by residential customers rose from 2.57 to 2.87 cents.

Listed below are changes in major classifications of electric service.

|  | % of<br>total        | % increase<br>(decrease)<br>over 1973 |                    |  |
|--|----------------------|---------------------------------------|--------------------|--|
| Class of service                           | electric<br>revenues | Electric<br>revenues                  | Kilowall-<br>hours |  |
| Residential                                | 31%                  | 11%                                   | -%                 |  |
| Commercial                                 | 30                   | 27                                    | (1)                |  |
| Industrial                                 | 24                   | 37                                    | (2)                |  |
| Municipal<br>service                       | 2                    | <b>`</b> 15                           | (3)                |  |
| Total to ultimat<br>consumers              | te<br>87             | 23                                    | (1)                |  |
| Other electric<br>systems<br>Miscellaneous | 10<br>3              | 52<br>24                              | (19)               |  |
|  | 100%                 | 26%                                   | (4)%               |  |

#### ELECTRICITY GENERATED AND PURCHASED BY TYPE OF FUEL



Natural gas sales increased 2%. Average annual cost per thousand cubic feet of gas for residential customers was \$1.76, up 17 cents over 1973, due primarily to cost increases by our supplier.

Changes in major classes of gas service appear below.

|                               | % of<br>total   | % increase<br>(decrease)<br>from 1973 |               |  |
|-------------------------------|-----------------|---------------------------------------|---------------|--|
| Class of service              | gas<br>revenues | Gas<br>revenues                       | Cubic<br>feet |  |
| Residential                   | 62%             | 14%                                   | 3%            |  |
| Commercial                    | 24              | 21                                    | 1             |  |
| Industrial                    | 11              | 21                                    | 2             |  |
| Total to ultimat<br>consumers | e<br>97         | 17                                    | 3             |  |
| Other gas<br>systems          | 2               | 22                                    | 1             |  |
| Miscellaneous                 | 1               | (3)                                   |               |  |
|                               | 100%            | 17%                                   | 2%            |  |

Because of a 1.9% curtailment of gas deliveries imposed by our wholesale supplier, Consolidated Gas Supply Corporation, restrictions have been placed on gas used by certain industrial and commercial customers and on the addition of any new loads in 1975. These restrictions will remain in effect indefinitely.

Under a new plan as directed by the Public Service Commission, effective February 1, 1975 the Company has contracted with large gas customers with alternate fuel to switch to oil or propane and give up a corresponding amount of gas for distribution among our customers. Niagara Mohawk will reduce the economic penalty of the fuel change by paying these cooperating customers the difference between the cost of the gas and the higher cost of the alternate fuel. The Company then recovers the amount paid these customers through application of our gas adjustment clause, which spreads the cost equally over all gas

Oil-fired 850,000-kilowatt Unit #5 at Oswego Steam Station is targeted for commercial operation in May 1975, more than doubling station capacity. Steelwork for Unit #6 is at right.

sold in our system. The added cost is expected to average approximately \$4 per year for residential customers who heat with gas and about \$1.10 a year for those without gas heating. This temporary arrangement is intended to help protect the economy and jobs in our service area.

On May 30, 1974 residents of the Town and Village of Massena voted in a referendum to approve a bond issue for creation of a municipal electric system through a takeover of our facilities. There are widely differing views regarding the cost of such a takeover, including payment of damages to our Company. We will make certain our security holders are properly compensated for all costs related to the possible separation of our Massena facilities from our carefully integrated system.

The Massena referendum awakened interest in public power in Niagara and Erie counties, where special task forces were appointed to study possibilities of similar action. Company representatives made strong presentations underscoring the high costs and other disadvantages of such a move. Final reports by the task forces to the legislatures are awaited.

#### **Effects on Construction**

The decline in electric load growth experienced in 1974 has significantly affected the Company's long-term construction program.

However, we regard this decline as a temporary leveling of our long-range growth. Energy conservation has its limits—overall consumption will resume an upward curve in future years. Our customers can only conserve so much. We believe electrical usage will expand in near-future years. Improvements in living standards, increases in households, added energy for pollu-



tion controls and many other elements will all contribute to this trend.

Negative sales results and sharp rises in interest rates on money needed for construction caused deferrals of \$42,000,000 from the 1974 and \$163,000,000 from the 1975 construction budgets.

Construction of major generating units was rescheduled as shown in the table below.

#### **Construction Deferrals.**

Unforeseen delays in regulatory proceedings were a further influence in rescheduling the No. 2 nuclear unit at Nine Mile Point. Although the Atomic Safety and Licensing Board of the U. S. Atomic Energy Commission (now the Nuclear Regulatory Commission) issued a construction permit in June 1974, a review of the Board's findings was conducted by the Licensing Appeals Board and we are still awaiting a decision.

| Unit                  | Capacity<br>(kilowatts) | Fuel    | Formerly planned<br>for service | Now planned<br>for service |
|-----------------------|-------------------------|---------|---------------------------------|----------------------------|
| Oswego No. 6          | 850,000                 | Oil     | 1976                            | 1978                       |
| Nine Mile Point No. 2 | 1,100,000               | Nuclear | <sup>.</sup> 1979               | 1981                       |
| Lake Erie No. 1       | 850,000                 | Coal    | 1982                            | 1985                       |
| Lake Erie No. 2       | 850,000                 | Coal    | 1984                            | 1987                       |

Progress on other major construction projects moved ahead as previously planned. Unit No. 5 at Oswego Steam Station will soon be the newest addition to our generation complex. This oil-fired 850,000kilowatt power-producer is presently under test, with commercial operation now scheduled for May 1975.

Two 600,000-kilowatt, oil-fired units at Roseton Generating Station near Newburgh, N.Y. went into commercial operation in September and December, Roseton's capacity and ownership are shared on a 40% basis each by Niagara Mohawk and Consolidated Edison Company of New York, Inc., and 20% by Central Hudson Gas and Electric Corporation. The station is located in Central Hudson's service area and Central Hudson manages its operation.

The 821,000-kilowatt James A. FitzPatrick Nuclear Plant, recently completed by the Power Authority of the State of New York (PASNY), is scheduled to begin commercial service in spring 1975. Our initial power allocations from this new nuclear development are 269,000 kilowatts (winter) and 107,000 kilowatts (summer). Under contract with PASNY, Niagara Mohawk will operate the FitzPatrick plant, thereby coordinating all nuclear facilities at Nine Mile Point.

In May 1974, following a study of several years, Niagara Mohawk and New York State's six other major investor-owned utilities formed Empire State Power Resources, Inc. (ESPRI) to construct and operate vital generating facilities planned for 1981 through 1991. Application for approval of ESPRI has been filed with the Public Service Commission.

Our long-standing pledge to preserve environmental quality is evident throughout our operations. Approximately \$18,700,000 was spent for environmental programs in 1974 and \$10,300,000 is so earmarked for 1975. The Company financed pollution controls at Huntley and at Oswego Steam stations through \$46,600,000 of tax-exempt 8% revenue bonds issued in 1974 by the New York State Atomic and Space Development Authority (ASDA).

Our research and development programs, mainly seeking new energy sources and environmental enhancement, are making gains independently and jointly with other utilities and organizations. Two prominent R & D groups in which we participate are the nationwide Electric Power Research Institute (EPRI) and the Empire State Electric Energy Research Corporation (ESEERCO).

#### **Conserving Energy**

As concern deepens over scarcity of basic fuels and rising energy costs, the need to achieve greater efficiency and to curb waste grows more crucial.

In this regard, members of our **Consumer Relations Department are**  serving as energy consultants, helping customers find the most effective and thrifty ways of using electricity and natural gas. We are continuing a campaign to inform and educate the public on the urgent necessity to conserve energy.

Electric load and demand studies have also been intensified toward further accuracy in forecasting future system electric loads.

#### **Fighting Inflation**

Greater productivity, concentrating on the best possible use of talent, resources and materials, is our strongest strategy against inflation.

To this end, our Corporate Planning Department is constantly seeking improved alternatives to present Company policies and procedures. Together with an independent consulting firm, we have begun management studies for more effective planning methods and work flow. focusing upon the number of employees and skills needed for various jobs. Independent, in-house capability for making these reviews is under development by training employees in management techniques.

#### **KILOWATT-HOUR SALES** BY TYPE OF CUSTOMER



PRICE INCREASES, 1967-1974 Percent increase



Based on monthly bills for residential cus-tomers using 500 kwh, including fuel adjust-ment chargo and PASNY credit

80

New electronic data processing center at our corporate headquarters in Syracuse adds to efficiency and speed of programming for accounting, engineering and operating department functions.



Many innovations and changes are bringing desirable results. For example, computer tasks previously assigned to outside firms are now performed with our own computers, including stockholder records and consumer, employee and inventory information systems, all at annual savings. Other productive gains were achieved by tightening work practices and placing added controls over equipment, tools and materials.

Engineers and corporate planners are making advanced determinations of facilities to meet future energy needs, starting with forecasts of energy use on a yearly basis and during periods of peak demand. Working together they examine the Company's construction budget to review need for new projects and make sure suitable alternatives are considered.

The Company and Its People Niagara Mohawk's 24,000-squaremile electric service territory encompasses half of New York State and extends from Lake Erie to the borders of New England, Canada and Pennsylvania. Power from this vast system serves the electric needs of 1.284.000 customers in 37 of the state's 62 counties. Thirty-one cities and 639 towns and villages are supplied electricity from six steam stations (one nuclear-fueled), 78 hydroelectric stations and 20 combustion turbine and diesel units. Two Canadian subsidiaries serve 14.000 electric customers in the Province of Ontario.

Mutual reliability and economic exchange of energy are enhanced by the operation of the New York Power Pool and interconnection of our transmission facilities with those of neighboring northeastern electric systems, including Canada.

Natural gas service is provided to 419,000 customers in 15 counties in central, eastern and northern New York, nearly all within our electric service area. Gas customers reside in 21 cities and 169 municipalities. Niagara Mohawk had 9,800 employees at the end of 1974. Consistent with our program for greater operating economy, overtime costs were reduced by \$5,500,000. Threehundred employees, including 150 temporary positions, were removed from the payroll in 1974. Early in 1975, about 975 jobs were being eliminated, including those of 337 employees in a voluntary one-time early retirement plan. The Company has also discontinued hiring temporary help during the summer months.

Total payroll for 1974 was \$151,845,000, of which \$106,706,000 was charged to operations and the balance principally to new construction. These figures were \$142,590,000 and \$98,134,000 for 1973.

Some, 5,980, or 80% of all eligible employees subscribe to the Company's Savings Fund Plan, allocating from 2% to 6% of their wages toward the purchase of Niagara Mohawk common stock or U.S. Government securities. Ninety-nine percent of those participating are investing in common stock. The Plan holds 2,717,372 shares, or 6% of the total outstanding. The Company contributed about \$2,154,000 in 1974, half the amount invested by employees. All shares of common stock for the Plan are purchased in the open market.

The number of shareowners increased by 14,000 in 1974 to a total 196,000. Some 186,000 own common stock and 10,000 hold preferred shares. Stockholders live in all 50 states and 40 foreign countries. About 36% reside in New York State and hold 46% of the total shares.

# **Financial Summary**

Banks (in trust) and brokers (for their clients) hold about one-quarter of the stock; the balance is owned by individuals, insurance companies, investment firms, foundations and other organizations.

As indicated below, a considerable number of shareowners have less than 100 shares:

| Size of holding<br>(Shares) | Total<br>shareowners | Total shares<br>held |
|-----------------------------|----------------------|----------------------|
| 1 to 99                     | 66,000               | 2,234,000            |
| 100 to 999                  | 116,000              | 24,731,000           |
| 1,000 or more               | 4,000                | 16,586,000           |
| •                           | 186,000              | 43,551,000           |

Approximately 8,800 shareowners participate in our Automatic Dividend Reinvestment Plan. Representing some 4% of the holders of common stock, in 1974 they reinvested \$1,153,000 of dividends and \$589,000 in optional cash payments. A brochure describing the Plan and an authorization form are available by writing the Vice President and Secretary at 300 Erie Boulevard West, Syracuse, N. Y. 13202.

Stock matters and records are managed at our Syracuse office. Inquiries should be sent to Manager, Stockholder Records Department. Transfer agents for our common and preferred stock are listed on the back cover of this report. A ten-year financial summary is available from the Vice President and Secretary upon request.

Interim reports on Company news and earnings accompany quarterly dividend checks and a record of dividend payments is mailed in December for tax-reporting purposes. Information on our annual meeting is mailed in early April. Our consolidated income available for holders of common stock for 1974 was \$1.70 per share, up \$.13 or 8% over \$1.57 in 1973, based on fewer outstanding shares. These figures are restated to reflect the consistent application of a change to fuel deferral accounting initiated early in 1974.

Electric revenues climbed \$47,900,000 in 1972, \$46,400,000 in 1973 and \$136,700,000 in 1974. Principal factors are listed below:

| Electric Revenues                | Increase (decrease) from prior period<br>In millions of dollars |        |         |
|----------------------------------|---|--------|---------|
|                                  | 1972  | 1973   | 1974    |
| Increase in base rates           | \$37.0  | \$ —   | \$ 44.8 |
| Fuel adjustment clause           | 1.9   | 3.2    | 74.7    |
| Sales to other electric systems  |   | 19.0   | 22.6    |
| Sales to ultimate consumers      |   | 20.7   | (9.0)   |
| Miscellaneous operating revenues | <u>    1.6</u>  | 3.5    | 3.6     |
|                                  | \$47.9  | \$46.4 | \$136.7 |
|                                  |   |        |         |

Changes in electric base rates for 1974 are attributable to granted increases of approximately \$34,700,000 annually, effective February 15, 1974 and \$36,000,000, effective September 11, 1974, pending final settlement.

Electric sales to ultimate consumers rose 4.4% in 1972 and 6.1% in 1973; but decreased 1.4% in 1974, principally as a result of economic conditions and voluntary conservation discussed on page 5.

Gas revenues were up \$10,300,000 in 1972, down \$4,600,000 in 1973 and up \$22,800,000 in 1974 as follows:

| Gas Revenues             | Increase (decrease) from priv<br>In millions of dollars |          |        |
|--------------------------|---|----------|--------|
|                          | 1972  | 1973     | 1974   |
| Increase in base rates   | \$ —  | \$ 2.0   | \$ 6.4 |
| Purchased gas adjustment | 7.5   | 1.2      | 14.0   |
| Gas sales                | 2.8   | (7.8)    | 2.4    |
|                          | \$10.3  | \$ (4.6) | \$22.8 |
|                          |   |          |        |

Gas sales rose 3.1% in 1972, declined 7.4% in 1973, principally because of milder weather, and climbed 2.5% in 1974, reflecting the net effects of colder weather and conservation efforts by customers. In April 1974, we requested a gas rate increase intended to yield, as now revised, \$15,600,000 in annual revenue. This is still pending.

Operation and maintenance expenses went up due to higher wage rates, fuel and other costs and through greater wholesale and retail sales of electricity during 1972 and 1973. These expenses rose \$26,800,000 in 1972, \$51,300,000 in 1973 and \$116,200,000 in 1974 as follows:

| <b>Operation and Maintenance Expenses</b> | Increase (decrease) from prior period<br>In millions of dollars |        |         |
|---|---|--------|---------|
|   | 1972  | 1973   | 1974    |
| Fuel costs                                | \$ 5.4  | \$12.0 | \$ 52.8 |
| Purchased power                           | (3.9)   | 25.4   | 30.8    |
| Gas purchased                             | 8.9   | (2.9)  | 16.2    |
| Payroll                                   | 7.1   | 9.2    | 8.6     |
| Other costs                               | 9.3   | 7.6    | 7.8     |
|   | \$26.8  | \$51.3 | \$116.2 |

Fuel and purchased power costs spiraled upward during the past year and produced higher revenues through our fuel adjustment clause. Accounting for such costs was modified in 1974 to defer them until they are included in customer bills. (See Note 3, "Accounting Changes", page 13). In 1973 and 1974, delays in completion of the jointly owned and operated Roseton Generating Station and certain forced outages at other plants caused higher maintenance and purchased power expenses.

Additional securities issued to finance expanding construction requirements, plus sharp rises in the cost of capital, have increased allowance for funds used during construction, interest charges and dividend requirements on preferred stock as follows:

| Costs of Money                                | osts of Money Increase fro |       | period<br>Ilars |
|---|----------------------------|-------|-----------------|
|   | 1972                       | 1973  | 1974            |
| Allowance for funds used during construction. | \$7.6                      | \$5.1 | \$ 8.5          |
| Interest charges                              | 8.2                        | 9.4   | 17.0            |
| Dividend requirements on preferred stock      | 1.1                        | 4.3   | 2.2             |

### The Revenue Dollar-

#### Where it came from

| Our in   | 37¢ | Residential customers | In thousands<br>of dollars<br>\$304,151 | Change<br>from 1973<br>12% |
|----------|-----|-----------------------|---|----------------------------|
|          | 29  | Commercial customers  | 238,737                                 | 26                         |
| R        | 22  | Industrial customers  | 184,832                                 | 35                         |
| <b>9</b> | 12  | All others            | 103,090                                 | 38                         |

#### INCOME (BEFORE INTEREST AND INCOME TAXES) COMPARED TO INTEREST EXPENSE



#### AVERAGE GROSS UTILITY PLANT PER CUSTOMER



#### and where it went

|       | F.O. |
|-------|------|
|       | 8    |
| 100   |      |
|       |      |
|       |      |
|       |      |
| KERDA |      |

| 16¢ | Fuel for production of electricity | \$135,332 | 64% |
|-----|------------------------------------|-----------|-----|
| 15  | Wage, salaries, employee benefits  | 127,195   | 10  |
| 15  | Electricity purchased              | 124,481   | 33  |
| 12  | Interest and other costs-net       | 99,729    | 3   |
| 12  | Income and other taxes             | 98,198    | 9   |
| 10  | Gas purchased                      | 86,907    | 23  |
| 8   | Dividends to shareowners           | 64,526    | 19  |
| 8   | Depreciation                       | 63,055    | 7   |
| 4   | Retained in the business           | 31.387    | 256 |

Federal and Canadian income taxes increased \$3,100,000 in 1972, went down \$13,000,000 in 1973 and \$1,500,000 in 1974. In 1973 and 1974, no net liability for federal income taxes was recorded. Real estate, revenue and other taxes went up \$10,200,000 in 1972, \$4,400,000 in 1973 and \$9,700,000 in 1974, due primarily to property additions, higher tax rates and revenues.

The most significant factors expected to affect income before cumulative effect of an accounting change after December 31, 1974 include the generally declining economy, gas supply curtailment, rate increases, continued higher operating and finance expenses and larger fixed charges due to greater plant investment and refinancing of \$104,000,000 in low-interest-rate mortgage bonds maturing in 1975. In addition, earnings per share of common stock will be affected by the rising average number of common shares outstanding. As a result of these conditions, additional rate relief will be required from time to time in the future.

In 1974, 3,300,000 shares of common stock were sold for \$29,964,000 and \$125,000,000 in mortgage bonds were sold in October at 12.6% interest, a record high for the Company. The proceeds were used to help finance our construction program and refinance \$48,000,000 in 3% bonds maturing in 1974.

Niagara Mohawk's gross utility plant totaled \$2.95 billion at the end of 1974, up \$271,064,000 compared with 1973. The 1975 construction budget is presently estimated at \$160,000,000, down \$163,000,000 from an earlier estimate through deferrals. About \$149,000,000 of the budget is for electric and \$6,000,000 for gas facilities; \$5,000,000 is for general or common plant and other property. Funds will be provided from internal sources, bank loans and long-term financing. We presently estimate 1975-79 construction expenditures at \$1.48 billion, excluding allowance for funds used during construction and certain overheads capitalized.

Our common stock is listed on the New York Stock Exchange. Dividends per share and range of high and low prices quoted on the exchange are as follows:

| 1973:  | Dividends<br>paid<br>per share   | Price range<br>High Low                 |
|--|--|---|
| 1st quarter<br>2nd quarter<br>3rd quarter<br>4th quarter | \$ .28 <sup>1</sup> / <sub>2</sub><br>.28 <sup>1</sup> / <sub>2</sub><br>.28 <sup>1</sup> / <sub>2</sub><br>.29 <sup>1</sup> / <sub>2</sub><br>\$1.15  | 18¼ 15%<br>16¼ 15½<br>15% 14<br>15% 12¾ |
| 1974:  |  |   |
| 1st quarter<br>2nd quarter<br>3rd quarter<br>4th quarter | \$ .29 <sup>1</sup> / <sub>2</sub><br>.29 <sup>1</sup> / <sub>2</sub><br>.29 <sup>1</sup> / <sub>2</sub><br>.29 <sup>1</sup> / <sub>2</sub><br><u>.29<sup>1</sup>/<sub>2</sub></u><br>\$1.18 | 14¾ 13½<br>14 8%<br>9% 8<br>10 7%       |

Niagara Mohawk common stock has suffered along with stock of all utilities. However, by continued belt-tightening of our operations and pursuit of rates commensurate with rising costs, we are hopeful that the market value of our stock will improve. This is management's immediate goal.

Preferred and common stock dividends were paid on March 31, June 30, September 30, and December 31. We estimate that 100% of the 1974 common and 75% of preferred stock dividends are a return of capital and therefore not taxable as dividend income for federal income tax purposes. The remaining percentage is subject to federal income tax.

In 1974, we renewed through Lloyds of London to January 1, 1976 a policy which primarily provides coverage for Niagara Mohawk and subsidiaries against third-party liability, including liability for personal injury and property damages, at an annual premium of \$223,000. The policy also covers any obligations incurred as a result of indemnification of our officers and directors and insures our officers and directors for liability against which they may not be indemnified by Niagara Mohawk or its subsidiaries, except a dishonest act or breach of trust.

# Consolidated Statement of Income and Retained Earnings NIAGARA MOHAWK POWER CORPORATION AND SUBSIDIARIES

|  |                   |                           | In thousands of dolla     |                           |  |
|--|-------------------|---------------------------|---------------------------|---------------------------|--|
| For the year ended December 31,                                    | 1974              | 1973                      | 1972                      | 1971                      | 1970                                   |
| Operating revenues:  | ¢ 071.040         | <b>* 504 550</b>          | 0 400 400                 | A 40 007                  | o (00.000                              |
| ElectricGas  | \$ 671,246        | \$ 534,559                | \$ 488,186                | \$ 440,327                | \$ 403,986                             |
|  | <u> </u>          | <u>136,798</u><br>671,357 | <u>141,395</u><br>629,581 | <u>131,055</u><br>571,382 | 118,214                                |
| Operating expenses:  | 030,010           | 071,007                   | 029,501                   | 5/1,302                   | 522,200                                |
| Operation  | 477,463           | 365,697                   | 321,717                   | 299,186                   | 282,329                                |
| Maintenance  | 55,749            | 51,354                    | 44,050                    | 39,752                    | 35,319                                 |
| Depreciation (Note 2)  | 63,055            | 59,181                    | 57,847                    | 52,802                    | 48,924                                 |
| Federal and Canadian income taxes                                  | ,                 |                           | orgoni                    | 02,002                    | 10,021                                 |
| (Note 9)   | (4,050)           | (2,571)                   | 10,477                    | 7,400                     | 5,400                                  |
| Other taxes  | 102,248           | 92,556                    | 88,112                    | 77,906                    | 67,836                                 |
|  | 694,465           | 566,217                   | 522,203                   | 477,046                   | 439,808                                |
| Operating income   | 136,345           | 105,140                   | 107,378                   | 94,336                    | 82,392                                 |
| Other income and deductions:                                       |                   |                           |                           | -                         |  |
| Allowance for funds used during                                    |                   |                           |                           |                           |  |
| construction   | 27,373            | 18,836                    | 13,711                    | 6,051                     | 8,810                                  |
| Other—net  | 528               | (133)                     |                           | (457)                     | (64)                                   |
|  | 27,901            | 18,703                    | 13,700                    | 5,594                     | 8,746                                  |
| Income before interest charges                                     | 164,246           | 123,843                   | 121,078                   | 99,930                    | 91,138                                 |
| Interest charges:  |                   |                           |                           | <u></u>                   |  |
| Interest on long-term debt   | 66,080            | 54,761                    | 49,872                    | 41 710                    | 37,416                                 |
| Other interest   | 11,659            | 5,979                     | 49,072<br>1,462           | 41,719<br>1,405           | 2,355                                  |
|  | 77,739            | 60,740                    | 51,334                    | 43,124                    | 39,771                                 |
| Income before sumulative effect of                                 |                   |                           |                           |                           |  |
| Income before cumulative effect of accounting change               | 86,507            | 60 100                    | CO 744                    | 50.000                    | F4 007                                 |
| Cumulative effect of accounting change                             | 9,406             | 63,103                    | 69,744                    | 56,806                    | 51,367                                 |
| Net income (Notes 2 and 3)   | 95,913            | 63,103                    | 69,744                    | 56,806                    | 51,367                                 |
| Dividends on preferred stock                                       | 15,082            | 12,872                    | 8,614                     | 7,525                     | 7,525                                  |
| Balance available for common stock                                 | 80,831            | 50,231                    | 61,130                    | 49,281                    | 43,842                                 |
| Dividends on common stock  | 49,444            | 41,409                    | 37,802                    | 37,127                    | 32,545                                 |
| Retained earnings for the year                                     | 31,387            | 8,822                     | 23,328                    | 12,154                    | 11,297                                 |
| Retained earnings at beginning of year                             | 224,317           | 215,495                   | 192,167                   | 180,013                   | 168,716                                |
| Retained earnings at end of year                                   | \$ 255,704        | \$ 224,317                | \$ 215,495                | \$ 192,167                | \$ 180,013                             |
| Average number of shares of  |                   |                           |                           |                           |  |
| common stock outstanding   | 42,032,244        | 36,170,326                | 33,751,148                | 33,537,449                | 29,710,850                             |
| -  | ,,                | 0011101020                | 00,101,110                | 00,001,440                | 20,710,000                             |
| Per average share of common stock:                                 |                   |                           |                           |                           |  |
| Income before cumulative effect of                                 | ¢ 170             | 0 1 00                    | <b>• 1 • 1</b>            | 0 1 17                    | <b>a</b> 4 40                          |
| accounting change<br>Cumulative effect of accounting change        | \$ 1.70<br>\$ .22 | \$ 1.39                   | \$ 1.81                   | \$ 1.47                   | \$ 1.48                                |
| Net income ( <i>Notes 2 and 3</i> )                                | \$ .22<br>\$ 1.92 | \$ 1.39                   | \$ 1.81                   | с 1.47                    | e 140                                  |
| Dividends paid   | \$ 1.18           | \$    1.39<br>\$    1.15  | \$ 1.81<br>\$ 1.12        | \$ 1.47<br>\$ 1.10        | \$ 1.48<br>\$ 1.10                     |
|  | <b>vv</b>         | ψ 1.10                    | Ψ 1.12                    | φ 1.10                    | φ 1.10                                 |
| Pro forma amounts reflecting the con-                              |                   |                           |                           |                           |  |
| sistent application of the change to                               |                   |                           |                           |                           |  |
| fuel deferral accounting (Note 3):<br>Balance available for common |                   |                           |                           |                           |  |
| stock  | \$71,425          | \$56,787                  | \$61,760                  | \$49,635                  | \$45,391                               |
| Earnings per average share of                                      | VI 19720          | <i>400,101</i>            | ,001,700                  | ψησ,000                   | чт,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |
| common stock   | \$ 1.70           | \$ 1.57                   | \$ 1.83                   | \$ 1.48                   | \$ 1.53 <sup>°</sup>                   |
| ( ) Denotes deduction.   |                   | -                         |                           |                           |  |

4

÷

() Denotes deduction.

2 ° 4

¥.

Consolidated Balance Sheet NIAGARA MOHAWK POWER CORPORATION AND SUBSIDIARIES

| NIAGARA MOHAWK POWER CORPORATION AND SUBSIDIARIES   |                            | de el dellere         |
|---|----------------------------|-----------------------|
| At Decemb   | in thousan<br>per 31, 1974 | ds of dollars<br>1973 |
| ASSETS  | 101, 1014                  | 10/0                  |
| Utility plant, at original cost (Page 15)   | \$2,949,042                | \$2,677,978           |
| Less accumulated provision for depreciation (Note 2)  | 670,504                    | 616,452               |
|   | 2,278,538                  | 2,061,526             |
| Other property and investments:   |                            |                       |
| Other physical property   | 16,462                     | 14,929                |
| Construction funds held in escrow (Note 4)  | 18,848                     |                       |
| Investments, at cost which approximates equity  | 724                        | 1,224                 |
|   | 36,034                     | 16,153                |
| Current assets:   | 17 607                     | 13,176                |
| Cash (Note 5)Accounts receivable (less allowance for doubtful accounts of \$600,000                     | 17,607                     | 15,170                |
| and \$300,000, respectively)  | 89,254                     | 69,749                |
| Federal income tax refund claims ( <i>Note 9</i> )  | 22,377                     | 5,400                 |
| Materials and supplies at average cost:   | •                          |                       |
| Coal and oil for production of electricity  | 50,866                     | 17,383                |
| Other   | 27,283                     | 17,159                |
| Prepayments   | 4,527                      | 4,225                 |
|   | 211,914                    | 127,092               |
| Deferred debits:  | 0 475                      | 0.010                 |
| Unamortized debt expense  | 6,175<br>37,799            | 2,818                 |
| Deferred recoverable fuel and purchased power costs ( <i>Note 3</i> )                                   | 5,110                      | 8,629                 |
|   | 49,084                     | 11,447                |
|   | \$2,575,570                | \$2,216,218           |
|   | \$2,575,570                | 92,210,210            |
| LIABILITIES   |                            |                       |
| Stockholders' equity:   | ¢ 070.000                  | \$ 270,000            |
| Cumulative preferred stock ( <i>Page 16</i> )   | \$  270,000<br>1,236       | \$ 270,000<br>1,236   |
| Premium on preferred stock  | 1,200                      | 1,200                 |
| 1.000.000 shares: issued—none   | —                          | —                     |
| 1,000,000 shares; issued—none<br>Common stock—\$8 par value; authorized 65,000,000 (45,000,000 in 1973) |                            |                       |
| shares: issued 43.551.148 shares and 40.251.148 shares.   |                            |                       |
| respectively (Note 6)<br>Premium on common stock (Note 6)   | 348,409                    | 322,009               |
| Premium on common stock ( <i>Note</i> 6)  | 117,197                    | 113,633<br>7,569      |
| Paid-in surplus   | 7,569<br>(5,229)           | . (4,810)             |
| Capital stock expense ( <i>Note 6</i> )Retained earnings ( <i>Page 10</i> )                             | 255,704                    | 224,317               |
|   | 994,886                    | 933,954               |
| Long-term debt (Page 16)  | 1,142,500                  | 1,074,767*            |
| Total capitalization  | 2,137,386                  | 2,008,721             |
| Current liabilities:  |                            |                       |
| Long-term debt due within one year (Page 16)  | 103,867                    | 48,000*               |
| Notes payable and commercial paper (Note 5)   | 166,650                    | 37,350                |
| Accounts payable  | 59,903                     | 50,259                |
| Customers' deposits   | 3,704<br>6,370             | 3,564<br>7,844        |
| Accrued taxes   | 22,113                     | 16,030                |
| Other   | 18,259                     | 16,424                |
|   | 380,866                    | 179,471               |
| Deferred credits:   |                            |                       |
| Unamortized premium on debt   | 979                        | 1,099                 |
| Federal income tax refunds (Note 9)   | 26,866                     |                       |
| Other   | 7,562                      | 7,721                 |
| ,   | 35,407                     | 8,820                 |
| Accumulated deferred federal income taxes (Note 9)  | 21,911                     | 19,206                |
| Construction commitments (Note 7)   |                            |                       |
|   | \$2,575,570                | \$2,216,218           |
| () Denotes deduction  |                            |                       |

.

() Denotes deduction. \* Reclassified.

# Consolidated Statement of Changes in Financial Position NIAGARA MOHAWK POWER CORPORATION AND SUBSIDIARIES

| NIAGARA MORAWA FOWER CONFORMION AN  | ID SUBSIDIARI                      | 123                               | In thousand                | a of dollara          |                              |                                    |
|---|------------------------------------|-----------------------------------|----------------------------|-----------------------|------------------------------|------------------------------------|
| For the year ended Decemb   | er 31, <b>1974</b>                 | 1973                              | 1972                       | 1971                  | 1970                         | Total                              |
| Financial resources were provided by:<br>Operations:  |                                    |                                   |                            |                       |                              |                                    |
| Income before cumulative effect of<br>accounting change<br>Charges (credits) to income not requir-                    | \$ 86,507                          | \$ 63,103                         | \$ 69,744                  | \$ 56,806             | \$ 51,367                    | \$ 327,527                         |
| ing (not providing) working capital—<br>DepreciationAllowance for funds used during                                   | 63,055                             | 59,181                            | 57,847                     | 52,802                | 48,924                       | 281,809                            |
| construction*   | (27,373)<br>7,615                  | (18,836)<br>14,147                | (13,711)<br>11,199         | (6,051)<br>6,126      | (8,810)<br>14                | (74,781)<br>39,101                 |
|   | 129,804                            | 117,595                           | 125,079                    | 109,683               | 91,495                       | 573,656                            |
| Cumulative effect of accounting change<br>Outside financing:  | 9,406                              |                                   |                            |                       |                              | 9,406                              |
| Sale of common stock<br>Sale of preferred stock   | 29,964<br>                         | 88,005<br>60,000                  | 40,155                     | 35,160                | 37,235                       | 190,364<br>100,155                 |
| Sale of mortgage bonds<br>Sale of promissory note (net)**   | 125,000<br>27,752                  | 80,000                            | 160,000                    | 65,000<br>            | _                            | 430,000<br>27,752                  |
| Increase (decrease) in notes payable<br>and commercial paper  | <u>129,300</u><br>312,016          | <u>(9,850)</u><br>218,155         | (19,650)                   | 9,750                 | 36,800                       | <u>146,350</u><br>894,621          |
|   | 512,010                            | 210,100                           | 100,505                    | 109,910               | 74,035                       | 094,021                            |
| Other sources:<br>Deferred recoverable fuel and<br>purchased power costs less related<br>accumulated deferred federal |                                    |                                   |                            |                       |                              |                                    |
| income taxes<br>Federal income tax refunds<br>(Increase) decrease in working capital<br>other than notes payable and  | (34,629)<br>26,866                 |                                   | _                          |                       |                              | (34,629)<br>26,866                 |
| commercial paper*   | (12,727)<br>5,631                  | 28,359<br>5,649                   | (4,346)<br>3,839           | 3,670<br>3,415        | 2,762<br>71                  | 17,718<br>18,605                   |
| Total resources provided  | (14,859)<br>\$436,367              | 34,008<br>\$369,758               | (507)<br>\$305,077         | 7,085                 | 2,833<br>\$168,363           | 28,560<br>\$1,506,243              |
| Financial resources were used for:  |                                    |                                   |                            |                       |                              |                                    |
| Construction additions  | \$283,844<br>11,503                | \$278,941<br>7,372                | \$252,686<br>7,486         | \$173,093<br>14,471   | \$133,537<br>1,701           | \$1,122,101<br>42,533              |
| Allowance for funds used during   | •                                  |                                   |                            | ·                     |                              | •                                  |
| construction*   | (27,373)                           | (18,836)                          | (13,711)                   | (6,051)               | (8,810)                      | (74,781)                           |
| Net additions<br>Income tax assessment applied to   | 267,974                            | 267,477                           | 246,461                    | 181,513               | 126,428                      | 1,089,853                          |
| deferred credits<br>Long-term debt maturing within  | —                                  | —                                 | 12,200                     |                       | —                            | 12,200                             |
| one year*<br>Dividends  | 103,867<br>64,526                  | 48,000<br>54,281                  | 46,416                     | 513<br>44,652         | 1,865 ·<br>40,070            | 154,245<br>249,945                 |
| Total resources used  | \$436,367                          | \$369,758                         | \$305,077                  | \$226,678             | \$168,363                    | \$1,506,243                        |
| (Increase) Decrease in working<br>capital other than notes payable<br>and commercial paper:                           |                                    |                                   |                            |                       |                              | <u></u>                            |
| Cash and temporary cash investments .<br>Accounts receivable<br>Federal income tax refund claims                      | \$ (4,431)<br>(19,505)<br>(16,977) | \$ (1,856)<br>(12,936)<br>(5,400) | \$   1,286<br>(9,055)      | \$ (986)<br>(5,682)   | \$ 3, <u>3</u> 15<br>(2,713) | \$ (2,672)<br>(49,891)<br>(22,377) |
| Coal and oil for production of electricity<br>Other materials and supplies<br>Long-term debt due within one year*.    | (33,483)<br>(10,124)<br>55,867     | (2,954)<br>(2,420)<br>48,000      | (4,955)<br>(1,120)<br>—    | 4,457<br>(2,002)<br>— | (9,681)<br>(544)<br>—        | (46,616)<br>(16,210)<br>103,867    |
| Accounts payable<br>Accrued taxes and interest<br>Other (net)   | 9,644<br>4,609<br>1,673            | 615<br>638<br>4,672               | 10,759<br>5,603<br>(6,864) | 5,108<br>2,740<br>35  | 7,547<br>64<br>4,774         | 33,673<br>13,654<br>4,290          |
| *1072 and prior years replaceified  | \$(12,727)                         | \$ 28,359                         | \$ (4,346)                 | \$ 3,670              | \$ 2,762                     | \$ 17,718                          |

\*1973 and prior years reclassified. \*\*Excludes amounts held in escrow pending disbursements for construction of pollution control facilities (see Note 4 and Page 16).

# Notes to Consolidated Financial Statements

#### Note 1. Summary of Significant Accounting Policies

The Company is subject to regulation by the New York State Public Service Commission (the "PSC") and the Federal Power Commission with respect to its rates for service and the maintenance of its accounting records. The Company's accounting policies conform to generally accepted accounting principles as applied in the case of regulated New York public utilities to give effect to the rate-making and accounting practices and policies of the PSC.

Utility Plant: The cost of additions to utility plant and replacements of retirement units of property is capitalized. Cost includes direct material, labor and similar items and charges for such indirect costs as engineering, supervision, payroll taxes, pension benefits, etc. The Company capitalizes an allowance for funds used during construction equivalent to the cost of funds devoted to plant under construction (8% for the years 1970 through 1974). The cost of current repairs and maintenance is charged to expense. Whenever utility plant is retired, the original cost of such utility plant, together with the cost of removal, less salvage, is charged to the accumulated provision for depreciation.

Depreciation: For general accounting purposes, depreciation of utility plant is computed on a straight-line basis using the estimated useful lives by classes of depreciable property. For federal income tax purposes, the Company computes depreciation using accelerated methods and shorter allowable depreciable lives.

*Revenues:* Revenues are based on cycle billings rendered to certain customers monthly and others bi-monthly. As a result of this cycle billing method, the Company does not accrue revenues at the end of any fiscal period in respect of energy sold but not billed at such date. The Company's tariffs include a fuel adjustment clause under which fuel and certain purchased power costs above or below the levels allowed in approved rate schedules are permitted to be billed or credited to customers after these costs are incurred. Effective January 1, 1974, the Company adopted the policy of charging operations for such cost increases in the period of recovery (see Note 3).

Federal Income Taxes: The general policy is to record only income taxes currently payable. However, beginning with certain capital additions for the year 1971, deferred taxes are provided on the additional depreciation resulting from using shorter depreciable lives for tax than book purposes. Also beginning in 1971, deferred taxes are provided, to be amortized over a five-year period, for the cost of removal of property taken as a current deduction for tax purposes but charged to the accumulated provision for depreciation for accounting purposes. Deferred taxes have been provided on the fuel and purchased power costs deferred, effective January 1, 1974, for accounting purposes (see Note 3). No deferred taxes are provided for other depreciation differences, except under necessity certificates in prior years, or for other expenditures (principally allowance for funds used during construction, pensions, employee benefits and taxes) capitalized for accounting purposes but deducted currently for tax purposes. Investment tax credits are applied currently as a reduction of taxes.

Pension Plans: The cost of pension plans is based upon current costs and, through 1971, amortization of unfunded past service benefits for periods ranging from 25 to 40 years. Beginning in 1972, amortization of unfunded past service benefits arising from plan amendments since inception are being amortized over 15 years and the interest assumption for actuarial purposes has been increased from 31/2% to 41/2%. The net effect of these changes on total pension cost was immaterial.

#### Note 2. Depreciation

The percentage relationship between the total provision for depreciation and average depreciable property was 2.83% in 1974, 2.83% in 1973, 2.99% in 1972, 2.85% in 1971 and 2.92% in 1970. The Company makes depreciation studies on a continuing basis and adjusts the rates of its various classes of depreciable property, subject to PSC approval, when considered appropriate. During the past five years, depreciation adjustments have been made as follows:

| Effect on incon | ne: Increase  | (Decrease) |  |  |
|-----------------|---------------|------------|--|--|
|                 | Amount        | Per share  |  |  |
| 1972            | \$(3,000,000) | \$(.09)    |  |  |
| 1971            | 1,800,000     | .05        |  |  |
| 1970            | (4,258,000)   | (.14)      |  |  |

#### Note 3. Accounting Changes

Effective January 1, 1974, as permitted by a PSC policy statement, the Company changed its accounting for the increased fuel and certain purchased power costs above or below the levels allowed in approved rate schedules to defer those costs until the time they are billed to customers thus achieving a better matching of revenue and expense. This accounting change, net of deferred income taxes of \$3,170,000, resulted in an increase in net income for 1974 of \$34,629,000 (\$.82 per share), of which \$25,223,000 (\$.60 per share) was credited to income before cumulative effect of accounting change and \$9,406,000 (\$.22 per share), net of deferred income taxes of \$400,000, represented the cumulative effect to January 1, 1974 of the accounting change.

In 1970, the Company adopted minimum lives under the "guideline" depreciation procedures for determination of income taxes, which resulted in a reduction of income taxes and an increase in net income of \$6,000,000 (\$.20 per share).

#### Note 4. Construction Funds Held in Escrow

These funds, representing the unexpended proceeds from the Promissory Note, Series A (see Page 16), are held in trust pursuant to an agreement between the New York State Atomic and Space Development Authority and the Company. Payments are made from the trust fund upon requisition by the Company for costs related to the construction of certain pollution control facilities.

#### Note 5. Lines of Credit and Compensating Balances

At December 31, 1974, the Company had available lines of credit aggregating \$231,000,000 with a group of lending banks. These lines expire approximately one year from the dates of agreement and are normally renewed but the banks

#### (Note 5 continued)

have the option of terminating \$156,000,000 of the lines at any time and the remainder only at time of renewal. Notes payable to banks currently bear interest equal to the prime rate or the prime rate plus a fraction when fees are used in lieu of compensating balances.

The Company maintains compensating balances, which are averaged over a period of time, with respect to certain of its lines of credit. At December 31, 1974, approximately \$15,000,000 of cash represented the aggregate compensating balances. Effective July 1, 1974, the Company negotiated certain lines of credits which require the payment of fees, computed on various bases, in lieu of compensating balances. During the six months ended December 31, 1974, fees amounting to approximately \$240,000 were incurred.

### Note 6. Capital Stock

Premium on common stock increased \$3,564,000 in 1974 and \$36,005;000 in 1973 from the sale of 3,300,000 shares and 6,500,000 shares, respectively. In 1974, the authorized shares of common and cumulative preferred stocks were increased. As a result of the foregoing, capital stock expense increased \$419,000 and \$440,000 in 1974 and 1973, respectively.

#### Note 7. Construction Commitments

The Company's estimate for construction expenditures in the years 1975 through 1979 is \$1,478,000,000, excluding allowance for funds used during construction and certain overheads capitalized. At December 31, 1974 substantial construction commitments have been made.

The Company has applied to the U.S. Atomic Energy Commission (now the Nuclear Regulatory Commission) for authority to construct a second nuclear unit at its Nine Mile Point Nuclear Station. Following hearings a construction permit was issued in June 1974; however, appeal has been made to the Atomic Safety and Licensing Appeals Board from whom a decision is pending. No construction will be undertaken prior to the final decision. The Company has commitments with General Electric Company for the furnishing of the turbine generator, nuclear steam supply system and associated equipment at an expected cost of about \$75,000,000 and a commitment with Stone & Webster Engineering Corporation for services as architect-engineer. Approximately \$50,000,000 has been spent through December 31, 1974, primarily for engineering studies and designs for this second unit.

### Note 8. Pension Plans

The Company and its subsidiaries have non-contributory pension plans covering substantially all their employees. The total pension cost was \$15,589,000 for 1974, \$13,947,000 for 1973, \$13,309,000 for 1972, \$12,334,000 for 1971 and \$11,019,000 for 1970 (of which \$3,755,000 for 1974, \$3,565,000 for 1973, \$2,837,000 for 1972, \$2,512,000 for 1971 and \$2,188,000 for 1970 are included in construction costs).

The Company's policy is to fund pension costs accrued. Studies indicate that the estimated amount of vested benefits at December 31, 1974 exceeded the net assets of the funds by approximately \$57,000,000. Amendments to the Company's pension plan resulting from the Employee Retirement Income Security Act of 1974 are not expected to have a significant effect on the Company's annual contribution to the fund or on unfunded past service benefits.

#### Note 9. Federal and Canadian Income Taxes

*Income Tax Relunds:* Operations for the years 1974 and 1973 include credits of \$4,700,000 and \$5,400,000, respectively, attributable to the carryback benefits of net operating tax losses.

The Company has filed for the years 1966 through 1968 claims for refund of taxes as a result of the retroactive adoption of "guideline" lives in computing tax depreciation for such years. The 1966 claim was approved and refund of \$5,100,000, together with interest of \$2,300,000, was received in 1974. The 1967 and 1968 claims request refund of approximately \$10,300,000, exclusive of interest. The year 1969 is presently under Internal Revenue Service audit, and in connection therewith, the Company requested a deduction for "guideline" depreciation yielding a tax benefit of \$5,000,000. These tax depreciation benefits, together with accrued interest through December 31, 1974, aggregating \$26,900,000, have been recorded in Deferred Credits. Although it is expected that these refunds will ultimately be received in the amounts requested, the accounting disposition of these refunds has been deferred pending completion of discussions with the PSC.

Net Operating Tax Loss: The Company has an unused net operating tax loss at December 31, 1974 of approximately \$32,000,000 which may be carried forward for purposes of reducing taxable income in future years through 1979.

Investment Tax Credits: In accordance with various investment tax credit provisions of the Internal Revenue Code, capital expenditures entitled the Company to reduce its federal income taxes by approximately \$5,000,000 in 1972, \$1,000,000 in 1971, \$100,000 in 1970 and \$5,000,000 in 1969 (of which \$2,400,000 representing two-thirds of the credit relating to Nine Mile Point Nuclear Station was deferred in 1969 as authorized by the PSC and has been recognized in equal amounts during 1970 and 1971). Except for the portion deferred in 1969, the reductions in taxes have been included in the income statement in accordance with the general policy as stated in Note 1. The Company has an unused credit at December 31, 1974 of approximately \$18,600,000, of which \$4,500,000 may be utilized no later than 1979 to reduce future tax expense, \$5,500,000 no later than 1980 and \$8,600,000 no later than 1981.

Income Tax Assessment: In October 1972, the Company paid a net assessment of \$16,800,000 of additional federal income tax for the years 1957 through 1962 relating to the deductions taken for the lose of the Company's water rights at Niagara Falls terminated in connection with the redevelopment of Niagara power by the Power Authority of the State of New York. The Company does not agree with the Internal Revenue Service position and has instituted suit for recovery.

| (Note 9 continued)  |                                |                               |                                   |                                   |                                   |
|---|--------------------------------|-------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| Summary Analysis:   |                                |                               | isands of dol                     |                                   |                                   |
| Components of Federal and Canadian income taxes<br>Current tax expense:   | 1974                           | 1973                          | 1972                              | 1971                              | 1970                              |
| FederalCanadian   | \$ (5,500)<br><u>1,730</u>     | \$(7,700)<br><u>1,770</u>     | \$ 7,000<br><u>1,630</u><br>8,630 | \$ 6,300<br><u>1,400</u><br>7,700 | \$ 5,800<br><u>1,500</u><br>7,300 |
| Deferred Federal tax expense  | (3,770)<br>(280)<br>\$ (4,050) | (5,930)<br>3,359<br>\$(2,571) | 1,847<br>\$10,477                 | (300)<br>\$ 7,400                 | (1,900)<br>\$ 5,400               |
| Timing differences resulting in deferred Federal income taxes<br>(see Note 1)<br>Depreciation   | \$ 985                         | \$ 2,767                      | \$ 1,572                          | \$ 400                            | \$ —                              |
| Cost of removal of property<br>Investment tax credit<br>Necessity certificates<br>Recoverable fuel and purchased power costs                                      | (750)<br>—<br>(700)<br>2,770   | 1,292<br><br>(700)            | 975<br><br>(700)                  | 1,200<br>(1,200)<br>(700)         | (1,200)<br>(700)                  |
| Pension costs under the Age Retirement Allowance Plan   | (2,585)<br>\$ (280)            | \$ 3,359                      | \$ 1,847                          | \$ (300)                          | <u>\$(1,900</u> )                 |
| the tax computed at prevailing U.S. statutory rates on income before income taxes and cumulative effect of accounting change                                      | 600 570                        | ¢20.056                       | ¢20 506                           | \$30,819                          | \$27,929                          |
| Computed tax  | \$39,579                       | \$29,056                      | <u>\$38,506</u>                   |                                   | 13,202                            |
| DepreciationAllowance for funds used during construction<br>Allowance for funds used during construction<br>Taxes, pensions and employee benefits capitalized for | 16,602<br>13,426               | 14,186<br>8,745               | 11,667<br>6,581                   | 14,011<br>2,904                   | 4,334                             |
| accounting purposes   | 7,112<br>4,415                 | 4,336<br>2,373                | 3,298<br>1,094                    | 2,783<br>1,440                    | 2,867<br>1,476                    |
| Investment tax credit<br>Release of accrued Federal income taxes no longer required   | <br>800<br>1,274               | <br>2,300<br>(313)            | 5,000<br><br>389                  | 2,200<br>—<br>81                  | 1,300<br>—<br>(650)               |
| Other Federal and Canadian income taxes   | 43,629<br>\$ (4,050)           | <u>31,627</u><br>\$(2,571)    | 28,029<br>\$10,477                | 23,419<br>\$ 7,400                | 22,529<br>\$ 5,400                |

# Summary of Electric and Gas Utility Plant NIAGARA MOHAWK POWER CORPORATION AND SUBSIDIARIES

|   | I                       | In thousands of dollars<br>ber At Dece |                         |  |  |
|---|-------------------------|--|-------------------------|--|--|
|   | At December<br>31, 1974 | % of Total 1974                        | At December<br>31, 1973 |  |  |
| Utility plant:                          | 60 100 101              | 74.1                                   | \$1,950,884             |  |  |
| Electric plant (including nuclear fuel) | \$2,186,131             |  |                         |  |  |
| Gas plant                               | 321,901                 | 10.9                                   | 308,276                 |  |  |
| Common plant                            | 54,426                  | 1.9                                    | 38,578                  |  |  |
| Construction work in progress           | 386,584                 | 13.1                                   | 380,240                 |  |  |
| Total utility plant                     | \$2,949,042             | 100.0                                  | \$2,677,978             |  |  |
|   |                         |  |                         |  |  |

# Long-Term Debt

In thousands of dollars At December 31, 1974 1973

## Niagara Mohawk Power Corporation:

| magara monank rower oorporation.                        |          |           |      |
|---|----------|-----------|------|
| General Mortgage Bonds—                                 |          |           |      |
| 3% Series due October 1, 1974                           |          |           |      |
| (issued by Central New York                             |          |           |      |
| Power Corporation)\$                                    |          | \$ 48,0   | າດດ  |
| Power Corporation)\$<br>234% Series due January 1, 1980 | 40,000   | 40,0      |      |
| 27% % Series due October 1, 1980                        | 40,000   | 40,0      |      |
| 12.6% Series due October 1, 1981 .                      | 125,000  | -, v      | 500  |
|   |          | 15        | ```` |
| 3%% Series due December 1, 1981.                        | 15,000   | 15,0      |      |
| 3¼% Series due October 1, 1983                          | 40,000   | 40,0      |      |
| 3½% Series due February 1, 1983.                        | 25,000   | 25,0      |      |
| 31/8 Series due August 1, 1984                          | 25,000   | 25,0      | 000  |
| 3%% Series due May 1, 1986                              | 30,000   | 30,0      | 000  |
| 47% % Series due September 1, 1987                      | 50,000   | 50,0      | 000  |
| 3%% Series due June 1, 1988                             | 50,000   | 50,0      |      |
| 4¾% Series due April 1, 1990                            | 50,000   | 50,0      |      |
| 4½% Series due November 1, 1991.                        | 40,000   | 40,0      |      |
| 4%% Series due December 1, 1994                         |          |           |      |
|   | 40,000   | 40,0      |      |
| 5%% Series due November 1, 1996                         | 45,000   | 45,0      |      |
| 6¼% Series due August 1, 1997                           | 40,000   | 40,0      |      |
| 61/2 % Series due August 1, 1998                        | 60,000   | 60,0      |      |
| 91/8 Series due December 1, 1999                        | 75,000   | 75,0      | 000  |
| 7%% Series due February 1, 2001.                        | 65,000   | 65,0      | 000  |
| 7%% Series due February 1, 2002.                        | 80,000   | 80,0      |      |
| 7¾% Series due August 1, 2002                           | 80,000   | 80,0      |      |
| 8¼% Series due December 1, 2003                         | 80,000   | 80,0      |      |
| Bulfalo Niagara Electric Corporation                    | ,        | 00,0      |      |
| First Mortgage Bonds,                                   |          |           |      |
| 234% Series due November 1, 1975                        | 54,334   | 54,3      | 221  |
| New York Power and Light Corporation                    | 34,034   | 04,0      | 04   |
|   |          |           |      |
| First Mortgage Bonds,                                   |          | 10        |      |
| 234 % Series due March 1, 1975                          | 48,433   | 48,4      | 33   |
| Paul Smith's Electric Light & Power &                   |          |           |      |
| Railroad Company First Mortgage Bonds-                  | -        |           |      |
| 3%% Series due April 1, 1975                            | 1,100    | 1,1       | 00   |
| 41/2% Series due July 1, 1979                           | 450      | 4         | 50   |
| 51/2% Series due May 1, 1985                            | 450      | 4         | 50   |
| Promissory Note, 8% Series A due                        |          |           |      |
| June 1, 2004 (see Note 4)                               | 46,600   |           |      |
|   | ,246,367 | 1,122,7   | 67   |
| Less: Portion due within one year                       | ,240,307 | 1,122,/   | 07   |
| included in Current Liabilities                         | 103,867  | 48,0      | 00   |
|   | ,142,500 | \$1,074,7 |      |
|   | ,142,300 | φ1,0/4,/  | 01   |
|   |          |           |      |

# **Preferred Stock**

In thousands of dollars At December 31, 1974 1973

#### Niagara Mohawk Power Corporation: Cumulative preferred stock.

authorized 5,800,000 shares (2,800,000 in 1973)

| \$100 par value—             |           |           |
|------------------------------|-----------|-----------|
| 3.40% Series; 200,000 shares | \$ 20,000 | \$ 20,000 |
| 3.60% Series; 350,000 shares | 35,000    | 35,000    |
| 3.90% Series; 240,000 shares | 24,000    | 24,000    |
| 4.10% Series; 210,000 shares | 21,000    | 21,000    |
| 4.85% Series; 250,000 shares | 25,000    | 25,000    |
| 5.25% Series; 200,000 shares | 20,000    | 20,000    |
| 6.10% Series; 250,000 shares | 25,000    | 25,000    |
| 7.45% Series; 600,000 shares | 60,000    | 60,000    |
| 7.72% Series; 400,000 shares | 40,000    | 40,000    |
| Total preferred stock        | \$270,000 | \$270,000 |
|                              |           |           |

# Report of Independent Accountants

Price Waterhouse & Co.

Syracuse, N. Y. January 31, 1975

#### To the Stockholders and the Board of Directors of Niagara Mohawk Power Corporation

We have examined the consolidated balance sheet of Niagara Mohawk Power Corporation and its subsidiaries as of December 31, 1974 and 1973 and the related consolidated statements of income and retained earnings and of changes in financial position for the years then ended. Our examinations of these statements were made in accordance with generally accepted auditing standards and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

The Company, effective January 1, 1974, changed its accounting for the increased fuel and certain purchased power costs to defer those costs until the time they are billed to customers as permitted by a New York State Public Service Commission policy statement as further discussed in Notes 1 and 3.

As discussed in Note 9, the Company has requested refunds of federal income taxes for the years 1966 through 1969 as a result of the retroactive adoption of "guideline" lives in computing tax depreciation for such years. Although it is expected that these refunds will ultimately be received, the accounting disposition of these refunds has been deferred pending completion of discussions with the New York State Public Service Commission.

In our opinion, subject to the effect, if any, upon the financial statements of the matter referred to in the preceding paragraph, the consolidated financial statements examined by us present fairly the financial position of Niagara Mohawk Power Corporation and its subsidiaries at December 31, 1974 and 1973, the results of their operations and the changes in financial position for the years then ended, in conformity with generally accepted accounting principles consistently applied during the period except for the change, with which we concur, referred to in the second paragraph of this report.

picel aterhouser

## **Financial Statistics**

.

NIAGARA MOHAWK POWER CORPORATION AND SUBSIDIARIES

| Oppitalization ration  | 1974<br>% | 1973<br>% | 1972<br>% | 1971<br>% | 1970<br>% |
|--|-----------|-----------|-----------|-----------|-----------|
| Capitalization ratios:<br>Common stock equity                    | 32.3      | 32.3      | 31.2      | 34.1      | 33.5      |
| Preferred stock  | 12.1      | , 13.1    | 11.5      |           | 11.4      |
| Long-term debt (Including amounts due within one year)           | 55.6      | 54.6      | 57.3      | 55.3      | 55.1      |
| Ratio of earnings to fixed charges                               | 2.19      | 2.00      | 2.56      | 2.49      | 2.43      |
| Ratio of earnings to fixed charges and preferred stock dividends | 1.84      | 1.66      | 2.15      | 2.08      | 2.01      |
| Other ratios—% of operating revenues:                            | %         | %         | %         | %         | %         |
| Maintenance and depreciation                                     | 14.3      | 16.5      | 16.2      | 16.2      | 16.1      |
| Taxes  | 11.8      | 13.4      | 15.4      | 15.0      | 14.4      |
| Operating income   | 16.4      | 15.7      | 17.1      | 16.5      | 15.8      |
| Balance available for common stock*                              | 8.6       | 8.5       | 9.8       | 8.7       | 8.7       |
| Ratio of depreciation reserve to gross utility plant             | 22.7%     | 23.0%     | 23.6%     | 24.0%     | 23.8%     |
| Ratio of mortgage bonds to net utility plant                     | 52.7%     | 54.5%     | 56.4%     | 53.2%     | 53.3%     |
| t Dro formo  |           |           |           |           |           |

\*Pro forma.

Electric Capability NIAGARA MOHAWK POWER CORPORATION AND SUBSIDIARIES

| NIAGARA MOHAWK POWER CORPORATION AND SUBSIDIARIES                                      |               |            | T      | housands   | of kilowat | ts    |            |
|--|---------------|------------|--------|------------|------------|-------|------------|
| <b>Thermal*</b><br>Coal fuel   | At December 3 | 1, 1974    | %      | 1973       | 1972       | 1971  | 1970       |
| Huntley, Niagara River   |               | 830        | 13     | 830        | 861        | 875   | 875        |
| Dunkirk, Lake Erie   |               | 640        | 10     | 640        | 640        | 676   | 676        |
| Total coal fuel  |               | 1,470      | 23     | 1,470      | 1,501      | 1,551 | 1,551      |
| Residual oil fuel**  |               |            |        |            |            |       |            |
| Albany, Hudson River   |               | 400        | 6      | 400        | 400        | 437   | 437<br>407 |
| Oswego, Lake Ontario   |               | 375<br>465 | 6<br>7 | 375        | 385        | 407   | 407        |
|  |               | 405        | •      |            |            |       |            |
| Middle distillate oil fuel<br>20 Combustion turbine and diesel units                   |               | 355        | 5      | 355        | 355        | 371   | 281        |
|  |               | 1,595      | 24     | 1,130      | 1,140      | 1,215 | 1,125      |
| Nuclear fuel   |               | <u> </u>   |        |            |            |       |            |
| Nine Mile Point, Lake Ontario  |               | 610        | 10     | 610        | 610        | 610   | 500        |
| Total thermal sources  |               | 3,675      | 57     | 3,210      | 3,251      | 3,376 | 3,176      |
| Hydro  |               |            |        |            |            |       |            |
| Own hydro stations (79 in 1974)  |               | 719        | 11     | 718        | 724        | 731   | 725        |
| Purchased—firm contracts   |               |            |        |            |            |       |            |
| Power Authority—Niagara River  |               | 1,275      | 20     | 1,275      | 1,278      | 1,295 | 1,283      |
| Power Authority—St. Lawrence River<br>Power Authority—Blenheim Gilboa Pumped Storage I |               | 115<br>550 | 2<br>9 | 115<br>550 | 115        | 115   | 115        |
| Other  |               | 84         | 1      | 87         | 90         | 85    | 80         |
| Total hydro sources  |               | 2,743      | 43     | 2,745      | 2,207      | 2,226 | 2,203      |
| Total capabilityt  |               | 6,418      | 100%   | 5,955      | 5,458      | 5,602 | 5,379      |
| Electric peak load during year:†   |               |            |        |            |            |       |            |
| Total system demand  |               | 5,789      |        | 6,168      | 6,179      | 5,583 | 5,874      |
| Net system demand  |               | 4,893      |        | 5,006      | 4,929      | 4,650 | 4,705      |
| -  |               |            |        |            |            |       |            |

\* Thermal station dependable maximum net capability rating changed from one hour to four hour basis during 1972.

\*\* The Albany Station was converted from coal to residual oil fuel in 1970 and the Oswego Station was converted in 1972.

† Available capability can be increased during heavy load periods by purchases from neighboring interconnected systems. Hydro station capability is based on average December stream-flow conditions. Total system demand includes sales to other utilities; net system demand excludes such sales.

Electric Statistics NIAGARA MOHAWK POWER CORPORATION AND SUBSIDIARIES

| Electricity generated and<br>purchased:<br>(Millions of kw-hrs.)<br>Thermal:  | 1974   | %                    | 1973   | %                           | 1972   | %                           | 1971   | %                          | 1970   | %                  |
|---|--|----------------------|--|-----------------------------|--|-----------------------------|--|----------------------------|--|--------------------|
| Generated<br>Coal*<br>Oil*<br>Nuclear<br>Total thermal  | 7,805<br>4,348<br><u>3,279</u><br>15,432                                   | 23<br>13<br>10<br>46 | 7,420<br>4,472<br><u>3,494</u><br><u>15,386</u>                            | 21<br>13<br><u>10</u><br>44 | 7,752<br>3,515<br><u>3,242</u><br>14,509                                   | 25<br>11<br><u>10</u><br>46 | 8,580<br>2,795<br><u>2,937</u><br>14,312                                   | 28<br>9<br><u>10</u><br>47 | 11,196<br>622<br><u>1,687</u><br><u>13,505</u>                             | 37<br>2<br>6<br>45 |
| Hydro:<br>Generated<br>Purchased from Power Authority   | 3,868  | 11                   | 3,885  | 11                          | 4,089  | 13                          | 3,609  | 12                         | 3,438  | 12                 |
| of the State of New York<br>Total hydro<br>Other purchased power—   | <u>10,559</u><br>14,427  | 31<br>42             | <u>11,105</u><br>14,990  | <u>32</u><br>43             | 10,299<br>14,388   | <u>32</u><br>45             | 9,529<br>13,138  | <u>31</u><br>43            | 9,304<br>12,742  | <u>31</u><br>43    |
| various sources   | 4,237  | 12                   | 4,491  | <u>13</u>                   | 2,890  | _9                          | 3,135  | <u>   10</u>               | 3,699  | _12                |
| purchased   | 34,096   | 100                  | 34,867   | 100                         | 31,787   | 100                         | 30,585   | 100                        | 29,946   | 100                |
| Electric sales:<br>(Millions of kw-hrs.)<br>Residential<br>Commercial<br>Industrial<br>Municipal service<br>Other electric systems                      | 7,140<br>7,835<br>12,410<br>286<br><u>3,243</u><br>30,914                  |                      | 7,158<br>7,934<br>12,670<br>295<br>4,017<br>32,074                         |                             | 6,897<br>7,277<br>11,970<br>2,622<br>29,062                                |                             | 6,558<br>6,661<br>11,809<br>291<br><u>2,735</u><br>28,054                  |                            | 6,190<br>6,146<br>12,326<br>287<br>2,484<br>27,433                         |                    |
| Electric revenues:<br>(Thousands of dollars)<br>Residential<br>Commercial<br>Industrial<br>Municipal service<br>Other electric systems<br>Miscellaneous | \$205,231<br>200,911<br>166,465<br>13,725<br>65,954<br>18,960<br>\$671,246 |                      | \$184,243<br>157,783<br>121,936<br>11,895<br>43,351<br>15,351<br>\$534,559 |                             | \$178,427<br>146,689<br>115,229<br>11,562<br>24,406<br>11,873<br>\$488,186 |                             | \$156,333<br>125,798<br>105,407<br>11,038<br>31,497<br>10,254<br>\$440,327 |                            | \$142,899<br>111,556<br>101,653<br>10,693<br>26,914<br>10,271<br>\$403,986 |                    |
| Electric customers:<br>(Average)<br>Residential<br>Commercial<br>Industrial<br>Other  | 1,157,958<br>128,660<br>3,102<br>1,935<br>1,291,655                        |                      | 1,144,511<br>129,048<br>3,185<br><u>1,823</u><br>1,278,567                 |                             | 1,129,306<br>128,767<br>3,148<br><u>1,718</u><br>1,262,939                 |                             | 1,114,199<br>128,345<br>3,213<br><u>1,691</u><br>1,247,448                 |                            | 1,097,977<br>127,896<br>3,267<br>1,675<br>1,230,815                        |                    |
| Residential:<br>(Average)<br>Annual kw-hr. use per customer<br>Cost to customer per kw-hr<br>Annual revenue per customer .                              | 6,166<br>2.87¢<br>\$177.24   |                      | 6,254<br>2.57¢<br>\$160.98   |                             | 6,107<br>2.59¢<br>\$158.00   |                             | 5,886<br>2.38¢<br>\$140.31   |                            | 5,638<br>2.31¢<br>\$130.15   |                    |

ø

\* The Albany Station was converted from coal fuel to residual oil fuel in 1970 and the Oswego Station was converted in 1972.

-

.

....

×.

. \*

Gas Statistics NIAGARA MOHAWK POWER CORPORATION AND SUBSIDIARIES

| Gas sales:                              | 1974      | 1973      | 1972      | 1971      | 1970      |
|---|-----------|-----------|-----------|-----------|-----------|
| (Millions of cubic feet)                |           |           |           |           |           |
| Residential                             | 56,059    | 54,171    | 59,265    | 57,763    | 56,255    |
| Commercial                              | 23,957    | 23,750    | 25,824    | 24,966    | 22,695    |
| Industrial                              | 16,408    | 16,082    | 16,533    | 16,318    | 16,010    |
| Other gas systems                       | <u> </u>  | 3,499     | 3,687     | 3,098     | 2,915     |
|   | 99,938    | 97,502    | 105,309   | 102,145   | 97,875    |
| Gas revenues:<br>(Thousands of dollars) |           |           |           |           |           |
| Residential                             | \$ 98,920 | \$ 86,400 | \$ 89,447 | \$ 83,935 | \$ 77,006 |
| Commercial                              | 37,826    | 31,384    | 32,249    | 29,661    | 25,506    |
| Industrial                              | 18,367    | 15,143    | 15,685    | 14,108    | 12,623    |
| Other gas systems                       | 3,438     | 2,827     | 2,898     | 2,205     | 1,944     |
| Miscellaneous                           | 1,013     | 1,044     | 1,116     | 1,146     | 1,135     |
|   | \$159,564 | \$136,798 | \$141,395 | \$131,055 | \$118,214 |
| Gas customers:<br>(Average)             |           |           |           |           |           |
| Residential                             | 385,822   | 383,403   | 381,199   | 378,608   | 375,361   |
| Commercial                              | 29,869    | 30,236    | 30,489    | 30,255    | 29,928    |
| Industrial                              | - 578     | 602       | 584       | 601       | 618       |
| Other                                   | 2         | 2         | 2         | 2         | 2         |
|   | 416,271   | 414,243   | 412,274   | 409,466   | 405,909   |
| Residential:                            |           |           |           |           |           |
| Annual use per customer                 | 145.3     | 141.3     | 155.5     | 152.6     | 149.9     |
| Cost to customer                        | \$1.76    | \$1.59    | \$1.51    | \$1.45    | \$1.37    |
| Annual revenue per customer             | \$256.39  | \$225.35  | \$234.65  | \$221.69  | \$205.15  |
| Maximum day gas sendout                 | 697,777   | 717,472   | 681,899   | 744,492   | 674,097   |

.

# Directors

| James Bartlett      | Executive Vice President—Engineering, Operations and Employee Relations                               | Syracuse     |
|---------------------|---|--------------|
| Thomas J. Brosnan   | Vice President—Research and Development, Environmental Matters  | Syracuse     |
| Edmund M. Davis     | Partner, Hiscock, Lee, Rogers, Henley & Barclay, attorneys-at-law                                     | Syracuse     |
| Edward W. Duffy     | Chairman of the Board and Chief Executive Officer, Marine Midland Banks, Inc., a bank holding company | Buffalo      |
| Edmund H. Fallon*   | Executive Consultant, Agway, Inc., purchasing and marketing organization                              | Syracuse     |
| John G. Haehl, Jr.* | President and Chief Executive Officer   | Syracuse     |
| Edwin F. Jaeckle*   | Senior Partner, Jaeckle, Fleischmann & Mugel, attorneys-at-law  | Buffalo      |
| Ralph F. Leach*     | Chairman of Executive Committee, Morgan Guaranty Trust Company of New York, commercial bank           | New York     |
| James P. Lewis*     | Chairman and Chief Executive Officer, Latex Fiber Industries, paper<br>manufacturer                   | Beaver Falls |
| Lauman Martin       | Senior Vice President and General Counsel   | Syracuse     |
| Baldwin Maull*      | Director of various corporations  | New York     |
| Frank P. Piskor     | President, St. Lawrence University  | Canton       |
| Dean P. Taylor      | Senior Partner, Wager, Taylor, Howd & Brearton, attorneys-at-law                                      | Troy         |

\*Members of Executive Committee.



J. Bartlett



T. J. Brosnan



E. M. Davis



•

E. W. Duffy



E. H. Fallon



E. F. Jaeckle



F. P. Piskor



R. F. Leach



D. P. Taylor



J. P. Lewis



e

L. Martin



B. Maull



# Officers

.

## Shareowner Information

John G. Haehl, Jr. Lauman Martin **James Bartlett** Thomas J. Brosnan O. Mark DeMichele John J. Ehlinger John M. Endries Arthur W. Evans Richard A. Flvnn, Jr. John M. Haynes Harry F. Jensen William R. Matthews Eugene J. Morel James F. Morrell Philip D. Raymond Rudolph R. Schneider John H. Terry Kenneth A. Tramutola William J. Donlon **Eastern Division** James J. Miller Central Division **Richard F. Torrey** Western Division Robert M. Cleary, Jr. Western Division Raymond Kolarz **Central Division Richard H. Kukuk Eastern Division** Albert S. Geehr. Jr. **Director of Taxes** Edward P. Gueth, Jr. Herman B. Noll Philip R. Chase, Jr. Bert W. Schillo Henry B. Wightman, Jr. John W. Powers Harold J. Bogan Joseph F. Cleary Frederick C. McCall

President and Chief Executive Officer Senior Vice President and General Counsel Executive Vice President—Engineering, **Operations and Employee Relations** Vice President—Research and Development, Environmental Matters Vice President—Public Relations Vice President—Employee Relations Vice President and Controller Vice President and Secretary Vice President—Consumer Relations Vice President and Treasurer Vice President—Purchasing Vice President—Gas Operations and Transportation Vice President—Insurance Vice President—Corporate Planning Vice President—Engineering Vice President—Electric Operations Vice President and Associate General Counsel Vice President—Rates Vice President and General Manager-Vice President and General Manager-Vice President and General Manager-Vice President and Assistant General Manager-Vice President and Assistant General Manager-Vice President and Assistant General Manager-Assistant General Counsel Assistant General Counsel Assistant Controller Assistant Controller Assistant Controller Assistant Treasurer Assistant Secretary Assistant Secretary—Eastern Division Assistant Secretary-Western Division

ANNUAL MEETING The annual meeting of shareowners will be held on May 6, 1975 at the Company's principal office at Syracuse. A formal notice of meeting, proxy statement and proxy form will be sent to owners of common stock about April 2.

TRANSFER AGENTS Preferred Stock: Marine Midland Bank-New York 125 Barclay Street New York, N. Y. 10015 Common Stock: Morgan Guaranty Trust Company of New York 30 West Broadway New York, N. Y. 10015

DISBURSING AGENT Preferred and Common Stocks: Niagara Mohawk Power Corporation 300 Erie Boulevard West Svracuse, N. Y. 13202

STOCK EXCHANGES Preferred and Common Stocks: Listed on New York Stock Exchange. Common Stock: Also traded on Boston, Cincinnati, Detroit, Midwest, Pacific Coast, Philadelphia-Baltimore-Washington and Amsterdam (Netherlands) stock exchanges.

Ticker symbol: NMK

A copy of the Company's Form 10-K report filed annually with the Securites and Exchange Commission is available upon request by writing the Vice President and Secretary at 300 Erie Boulevard West, Syracuse, N.Y. 13202.

The information in this report is not given in connection with the sale of, or offer to buy, any security.

Printed in U.S.A.

