FORM 10-Q

SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For Quarter Ended September 30, 2000

Commission File Number 1-8858

Unitil Corporation (Exact name of registrant as specified in its charter)

New Hampshire02-0381573(State or other jurisdiction of
incorporation or organization)(I.R.S. Employer
Identification No.)

6 Liberty Lane West, Hampton, New Hampshire (Address of principal executive office) 03842 (Zip Code)

(603) 772-0775 (Registrant's telephone number, including area code)

NONE

(Former name, former address and former fiscal year, if changed since last report.)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes X No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Class

Outstanding at November 6, 2000

Common Stock, No par value

4,728,904 Shares

UNITIL CORPORATION ANDSUBSIDIARY COMPANIES

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PART I. FINANCIAL INFORMATION

UNITIL CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATED STATEMENTS OF EARNINGS (000's except common shares and per share data) (UNAUDITED)

| | Enc | Months ded ber 30, | Eı | Months nded ember 30, |
|--|-----------|--------------------------|-----------|-----------------------------|
| | 2000 | 1999 | 2000 | 1999 |
| Operating Revenues | *** *** | *** | **** | *** |
| Electric | · · | \$39,818 | | \$115,053 |
| Gas | • | 2,820 | | 12,648 |
| Other | 23 | | | 145 |
| Total Operating Revenues | 44,464 | 42,738 | 133,689 | 127,846 |
| Operating Expenses | | | | |
| Fuel and Purchased Power | 28,489 | 26,564 | 81,127 | 75,470 |
| Gas Purchased for Resale | 1,953 | • | 8,261 | • |
| Operation and Maintenance | 6,737 | 6,413 | | 18,683 |
| Depreciation and Amortization | 2,865 | • | 8,926 | 8,447 |
| Provisions for Taxes: | | | | |
| Local Property and Other | 1,180 | 1,389 | 3,802 | 4,214 |
| Federal and State Income | 361 | • | 2,277 | |
| Total Operating Expenses | 41,585 | 39,346 | 123,322 | • |
| Operating Income | 2,879 | 3,392 | 10,367 | 11,345 |
| Non-Operating Expenses, Net | 61 | . 29 | 194 | |
| Income Before Interest Expense | 2,818 | 3,363 | | 11,266 |
| Interest Expense, Net | 1,687 | • | 5,151 | 5,215 |
| Net Income | 1,131 | • | 5,022 | 6,051 |
| Less Dividends on Preferred Sta | ock 64 | 66 | 197 | |
| | | | | |
| Net Income Applicable to Common Stock | \$1,067 | \$1,643 | \$4,825 | \$5 , 850 |
| Average Common Shares | | | | |
| Outstanding | 4,725,989 | 4,703,069 | 4,720,236 | 4,673,318 |

| Basic Earnings Per Share | \$0.23 | \$0.35 | \$1.02 | \$1.25 |
|--|---------|---------|--------|--------|
| Diluted Earnings Per Share | \$0.23 | \$0.35 | \$1.02 | \$1.25 |
| Dividends Declared Per Share Of Common Stock (Note 1) | \$0.345 | \$0.345 | \$1.38 | \$1.38 |

(The accompanying notes are an integral part of these statements.)

UNITIL CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATED BALANCE SHEETS (000'S)

| | (UNAUDITED) September 30, 2000 1999 | | (AUDITED) December 31, 1999 |
|---|---|--------------------|-----------------------------------|
| ASSETS: | 2000 | 1999 | 1999 |
| Utility Plant: | | | |
| Electric | \$169 , 013 | \$161 , 994 | \$161,767 |
| Gas | | 33,394 | 34,031 |
| Common | 21,192 | 21,307 | 21,541 |
| Construction Work in Progress | 3,845 | 2,338 | 2,499 |
| Total Utility Plant | 229,910 | 219,033 | 219,838 |
| Less: Accumulated Depreciation | 69,831 | 67 , 376 | 66,429 |
| Net Utility Plant | 160,079 | 151 , 657 | 153,409 |
| Other Property and Investments | 7,763 | 3,897 | 5,051 |
| Current Assets: | | | |
| Cash | 2,170 | 3,150 | 2,847 |
| Accounts Receivable - Less Allowance for Doubtful Accounts | | | |
| of \$589, \$496 and \$598 | 17,593 | 15,469 | 16,630 |
| Materials and Supplies | 3,228 | 2,829 | 2,503 |
| Prepayments | 1,189 | • | 713 |
| Accrued Revenue | 4,374 | | 2,262 |
| Taxes Refundable | 611 | . , | 1,419 |
| Total Current Assets | 29,165 | • | 26,374 |
| | | | |
| Noncurrent Assets: | | | |
| Regulatory Assets | 138,391 | | 143,470 |
| Prepaid Pension Costs | | 8,888 | 9,119 |
| Debt Issuance Costs | • | 1,367 | 1,351 |
| Other Noncurrent Assets | | 24,970 | 24,753 |
| Total Noncurrent Assets | 173,726 | 198,444 | 178,693 |
| TOTAL | \$370 , 733 | \$377 , 185 | \$363 , 527 |

(The accompanying notes are an integral part of these statements.)

| CAPITALIZATION AND LIABILITIES: | Septem | DITED) ber 30, 1999 | (AUDITED) December 31, 1999 |
|--|--------------------|---------------------------|-----------------------------------|
| Capitalization: | | | |
| Common Stock Equity Preferred Stock, Non-Redeemable, | \$77 , 615 | \$76 , 177 | \$78 , 675 |
| Non-Cumulative Preferred Stock, Redeemable, | 225 | 225 | 225 |
| Cumulative | 3,465 | 3,532 | 3,532 |
| Long-Term Debt, Less Current Portion | • | 85,015 | 84,966 |
| Total Capitalization | 163,116 | 164,949 | 167,398 |
| Current Liabilities: | | | |
| Long-Term Debt, Current Portion | 3,203 | 1,187 | 1,191 |
| Capitalized Leases, Current Portion | 831 | 813 | 902 |
| Accounts Payable | 15,138 | 14,777 | 16,515 |
| Short-Term Debt | 21,225 | 2,500 | 10,500 |
| Dividends Declared and Payable | 1,848 | 1,838 | 220 |
| Refundable Customer Deposits | 1,298 | | 1,302 |
| Interest Payable | 1,311 | | 1,245 |
| Other Current Liabilities | 7,307 | • | 3,042 |
| Total Current Liabilities | 52,161 | 27,777 | 34,917 |
| Deferred Income Taxes | 44,534 | 43,255 | 42,634 |
| Noncurrent Liabilities: | | | |
| Power Supply Contract Obligations Capitalized Leases, | 99,553 | 128,651 | 106,184 |
| Less Current Portion | 3,245 | 3,820 | 3,860 |
| Other Noncurrent Liabilities | 8,124 | 8,733 | 8,534 |
| Total Noncurrent Liabilities | 110,922 | 141,204 | 118,578 |
| TOTAL | \$370 , 733 | \$377 , 185 | \$363 , 527 |

(The accompanying notes are an integral part of these statements.)

UNITIL CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATED STATEMENTS OF CASH FLOWS (000's) (UNAUDITED)

| | | ths Ended ber 30, |
|---|------------------|----------------------|
| | 2000 | 1999 |
| Net Cash Flow from Operating Activities: | | |
| Net Income | \$5 , 022 | \$6,051 |
| Adjustments to Reconcile Net Income to Cash | | |
| Provided by Operating Activities: | | |
| Depreciation and Amortization | 8,926 | 8,447 |
| Deferred Taxes Provision | 2,151 | 535 |
| Amortization of Investment Tax Credit | (192) | (251) |
| Amortization of Debt Issuance Costs | 45 | 45 |
| Changes in Working Capital: | | |
| Accounts Receivable | (963) | 530 |
| Materials and Supplies | (725) | 133 |
| Prepayments | (1,164) | 183 |
| Accrued Revenue | (2,112) | 2,018 |
| Accounts Payable | (1,377) | 3,395 |
| Refundable Customer Deposits | (4) | (45) |
| Taxes and Interest Payable | 874 | (321) |
| Other, Net | 743 | (1,138) |
| Net Cash Provided by Operating | 11,224 | 19,582 |
| | | |

Activities

| Net Cash Flows from Investing Activities: | | |
|---|----------|-----------------|
| Acquisition of Property, Plant and Equip. | (14,870) | (11,916) |
| Proceeds from Sale of Electric | | |
| Generation Assets | | 5,288 |
| Acquisition of Other Property and | | |
| Investments | | (3,271) |
| Net Cash Used in Investing Activities | (16,127) | (9,899) |
| Cash Flows from Financing Activities: | | |
| Net Increase (Decrease) in Short-Term Debt | 10,725 | (17,500) |
| Proceeds from Issuance of Long-Term Debt | | 12,000 |
| Repayment of Long-Term Debt | (1,143) | (1,019) |
| Dividends Paid | (5,085) | (5,037) |
| Issuance of Common Stock | 484 | 1,780 |
| Retirement of Preferred Stock | (68) | (86) |
| Repayment of Capital Lease Obligations | (687) | (754) |
| Net Cash Flows Provided by | | |
| (used in) Financing Activities | 4,226 | (10,616) |
| Net Increase (Decrease) in Cash | (677) | (933) |
| Cash at Beginning of Year | 2,847 | 4,083 |
| Cash at June 30, | \$2,170 | \$3,150 |
| Supplemental Cash Flow Information: Cash Paid for: | | |
| Interest Paid | \$6.029 | \$5,153 |
| Federal Income Taxes Paid | \$350 | |
| TCACTAT THOUGE TAXES LATA | ŶJJU | YJ , 1JJ |

(The accompanying notes are an integral part of these statements.)

UNITIL CORPORATION AND SUBSIDIARY COMPANIES NOTES TO FINANCIAL STATEMENTS (UNAUDITED)

Note 1.

Dividends Declared Per Share:

Four regular quarterly common stock dividends were declared during the nine-month periods ended September 30, 2000 and 1999.

Common Stock Dividend:

On September 29, 2000, the Company's Board of Directors declared its regular quarterly dividend on the Company's Common Stock of \$0.345 per share which was payable on November 15, 2000 to shareholders of record as of November 1, 2000.

On June 21, 2000, the Company's Board of Directors declared its regular quarterly dividend on the Company's Common Stock of \$0.345 per share which was payable on August 15, 2000 to shareholders of record as of August 1, 2000.

On March 16, 2000, the Company's Board of Directors declared its regular quarterly dividend on the Company's Common Stock of \$0.345 per share which was payable on May 15, 2000 to shareholders of record as of May 1, 2000.

On January 19, 2000 the Company's Board of Directors declared its regular quarterly dividend on the Company's Common Stock of \$0.345 per share which as payable February 15, 2000 to shareholders of record as of February 1, 2000.

Note 2.

Common Stock:

During the third quarter of 2000, the Company sold 5,768 shares of Common Stock, at an average price of \$28.00 per share, in connection with its Dividend Reinvestment and Stock Purchase Plan. Net proceeds of \$161,481 were used to reduce short-term borrowings.

Preferred Stock:

Details on preferred stock at September 30, 2000, September 30, 1999 and December 31, 1999 are shown below: (Amounts in Thousands)

| | Septem 2000 | oer 30, 1999 | December 31, 1999 |
|----------------------------------|----------------|-----------------|----------------------|
| Preferred Stock | | | |
| Non-Redeemable, Non-Cumulative, | | | |
| 6%, \$100 Par Value | \$225 | \$225 | \$225 |
| Redeemable, Cumulative, | | | |
| \$100 Par Value: | | | |
| 8.70% Series | 215 | 215 | 215 |
| 5% Dividend Series | 91 | 91 | 91 |
| 6% Dividend Series | 168 | 168 | 168 |
| 8.75% Dividend Series | 333 | 333 | 333 |
| 8.25% Dividend Series | 385 | 385 | 385 |
| 5.125% Dividend Series | 973 | 987 | 987 |
| 8% Dividend Series | 1,300 | 1,353 | 1,353 |
| Total Redeemable Preferred Stock | 3,465 | 3,532 | 3,532 |
| Total Preferred Stock | \$3,690 | \$3,757 | \$3 , 757 |

Note 4.

Long-term Debt:

Details on long-term debt at September 30, 2000, September 30, 1999 and December 31, 1999 are shown below:

(Amounts in Thousands)

| | Septe | September 30, | |
|---|----------------------------|----------------------------|----------------------------|
| | 2000 | 1999 | 1999 |
| Concord Electric Company: | | | |
| First Mortgage Bonds: | | | |
| Series I, 8.49%, due October 14, 2024 | 6,000 | 6,000 | 6,000 |
| Series J, 6.96%, due September 1,2028 | 10,000 | 10,000 | 10,000 |
| Exeter & Hampton Electric Company: First Mortgage Bonds: | | | |
| Series K, 8.49%, due October 14, 2024 | 9,000 | 9,000 | 9,000 |
| Series L, 6.96%, due September 1, 2028 | 10,000 | 10,000 | 10,000 |
| Fitchburg Gas and Electric Light Compan Promissory Notes: 8.55% Notes due March 31, 2004 6.75% Notes due November 30, 2023 7.37% Notes due January 15, 2029 | 12,000 19,000 12,000 | 13,000 19,000 12,000 | 13,000 19,000 12,000 |
| Unitil Realty Corp. Senior Secured Notes: | | | |
| 8.00% Notes Due August 1, 2017 | 7,014 | 7,202 | 7,157 |
| Total | 85,014 | 86,202 | 86,157 |
| Less: Installments due within one year | 3,203 | 1,187 | 1,191 |
| Total Long-term Debt | \$81,811 | \$85,015 | \$84,966 |

Note 5.

In the opinion of the Company, the accompanying unaudited consolidated financial statements contain all adjustments (consisting only of normal recurring accruals) necessary to present fairly the consolidated financial position as of September 30, 2000 and 1999; and results of operations for the three and nine months ended September 30, 2000 and 1999; and consolidated statements of cash flows for the nine months ended September 30, 2000 and 1999.

Reclassifications of amounts are made periodically to previously issued financial statements to conform with the current year presentation.

The results of operations for the nine months ended

September 30, 2000 and 1999 are not necessarily indicative of the results to be expected for the full year.

UNITIL CORPORATION AND SUBSIDIARY COMPANIES MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION

EARNINGS

Diluted earnings per average common share were \$0.23 for the third quarter of 2000, a decrease of \$0.12 from the third quarter of 1999. This decrease reflects a \$0.06 reduction in earnings from Utility Operations, as well as a \$0.06 reduction in earnings related to planned start-up costs of the Company's e-commerce business, Usource.

The decreased earnings in Utility Operations primarily reflects decreased electric sales, due to a cooler summer, and the loss of revenues from a major customer. Also impacting net income was an increase in Operation and Maintenance expenses related to restructuring activity and an increase in depreciation and amortization expenses, offset by a decrease in local property and other taxes.

On a year-to-date basis, diluted earnings decreased 0.23 to 1.02 per share, compared to 1.25 per share for the first nine months of 1999. This reflects a 0.04 decrease in earnings from Utility Operations and a 0.19 decrease in earnings related to Usource.

Sales (000's)

| Barcs (000 B) | | | | | | |
|------------------------|----------|-----------|--------|-------------------|------------|-------|
| | Three M | onths End | ed | Nine Months Ended | | |
| kWh Sales | 09/30/00 | 9/30/99 | Change | 9/30/00 | 9/30/99 Ch | ange |
| | | | | | | |
| Residential | 142,794 | 150,755 | -5.3% | 435 , 741 | 429,892 | 1.4% |
| Commercial/Industrial | 265,154 | 275,382 | -3.7% | 764,921 | 788,639 | -3.0% |
| | | | | | | |
| Total kWh Sales | 407,948 | 426,137 | -4.3% | 1,200,662 | 1,218,531 | -1.5% |
| | | | | | | |
| Firm Therm Sales | | | | | | |
| | | | | | | |
| Residential | 884 | 796 | 11.1% | 8,823 | 8,425 | 4.7% |
| Commercial/Industrial | 1,215 | 1,168 | 4.0% | 8,714 | 8,088 | 7.7% |
| | | | | | | |
| Total Firm Therm Sales | 2,099 | 1,964 | 6.9% | 17,537 | 16,513 | 6.2% |

| Segment Information (\$000's) | | | | | | |
|----------------------------------|-------------|----------|----------|--------------------|-----------|-----------|
| | Three Month | ns Ended | -9/30/00 | Nine Month | s Ended-9 | 9/30/00 |
| | Utility | | | Utility | | |
| | Operations | Usource | Total | Operations | Usource | Total |
| Revenues | \$44,448 | \$16 | \$44,464 | \$133 , 624 | \$65 | \$133,689 |
| Segment Profit(Loss) | 1,544 | (477) | 1,067 | 5,989 | (1,164) | 4,825 |
| Diluted Earnings | | | | | | |
| per Share | 0.33 | (0.10) | 0.23 | 1.27 | (.025) | 1.02 |
| | | | | | | |
| | Three Month | ns Ended | -9/30/00 | Nine Month | s Ended-9 | 9/30/00 |
| | Utility | | | Utility | | |
| | Operations | Usource | Total | Operations | Usource | e Total |
| Revenues | \$42,724 | \$14 | \$42,738 | \$127 , 826 | \$20 | \$127,846 |
| Segment Profit(Loss) | 1,807 | (164) | 1,643 | 6,131 | (281) | 5,850 |
| Diluted Earnings | | | | | | |
| per Share | 0.39 | (0.04) | 0.35 | 1.31 | (0.06) | 1.25 |

Operating Revenues increased in all three periods in 2000, when compared to the 1999 periods, largely because of increased fuel and gas costs, which are a direct pass through on customers' bills and do not affect the Company's net income. The driver for revenues net of these fuel costs are electric kWh sales and gas firm therm sales. Total electric kWh sales volume decreased 4.3% in the third quarter and 1.5% on a year-to-date basis, reflecting a cooler summer period and the loss of a major customer. In the third quarter of 2000, our service areas experienced approximately 48% fewer cooling degree-days than in the third quarter of 1999. A major customer curtailed operations in 1999 and rescinded its power contracts in the second quarter of 2000. A new owner has purchased the facility, and has announced plans to retool and resume operations during 2001. Residential sales decreased by 5.3% in the third quarter. On a year-to-date basis, Residential sales increased 1.4%, a result of customer growth. Commercial and Industrial sales decreased 3.7% and 3.0% for the three- and ninemonth periods.

Total firm therm gas sales increased 6.9% and 6.2% in the three- and nine-month periods, respectively. This reflects continued growth as a result of the strong regional economy, gas marketing efforts in our service territories, and a colder winter heating season compared to the prior year.

For the first nine months ended September 30, 2000, Operation and Maintenance (O&M) expenses increased slightly. This 1.3% increase in O&M costs reflects restructuring activity costs, offset by lower pension expenses. In addition, the Company has incurred planned expenditures for sales, marketing and product development related to Usource. The 5.7% increase in Depreciation and Amortization expenses during the same period was due to the accelerated write-off of electric generating assets as a result of electric utility industry restructuring in Massachusetts, as well as additional amortization related to Usource product development. Local Property and Other taxes decreased 9.8%, related to divestiture of generating assets and the impact of state and local property tax changes in New Hampshire.

Unitil began its Usource Internet-based brokering business in mid-1999, and, in June 2000, launched an enhanced technology platform at www.usourceonline.com. The Company continues to fund additional technology development, as well as costs for increased sales and marketing and product development.

As a result of energy price increases and volatility, Usource experienced slow growth of transactions and revenues in the third quarter. Nevertheless, Usource continues to add new customers, and transaction volumes for natural gas are up. Usource is in the process of expanding its offerings of products and services as a comprehensive online energy solutions center and is extending its market reach to new geographic territories.

Diluted earnings per average common share for the 12 months ended September 30, 2000 and 1999, were \$1.51 and \$1.77, respectively. This decrease is partially attributable to a \$0.03 earnings per share decrease related to Utility Operations. Additionally, Usource's loss increased \$0.23 per share during this period as a result of planned increases in expenditures related to sales, marketing, and product development.

REGULATORY MATTERS

Electric and gas industry restructuring and the process for separating the "competitive" retail sale of the electric and gas energy from the "regulated" delivery of that energy over a utility's transmission and distribution system has been the predominant focus of the Company's regulatory initiatives and activities in both Massachusetts and New Hampshire.

Since March 1, 1998 all electric consumers in Massachusetts served by investor-owned utilities have had the ability to choose their electric energy supplier. FG&E, the Company's Massachusetts utility operating subsidiary, began implementation of its comprehensive electric restructuring plan that includes the divestiture of its entire regulated power supply business.

In New Hampshire, CECo and E&H, our electric utility operating subsidiaries, and Unitil Power Corp., our wholesale power company, continue to prepare for the transition that will move them into this new market structure pending resolution of key restructuring policies and issues that have slowed the restructuring process in the state.

Massachusetts gas industry restructuring plans continue to

be a major focus of our regulatory activities as well. Since 1997, FG&E has worked in collaboration with the other Massachusetts Local Distribution Companies (LDCs) and various other stakeholders to develop and implement the infrastructure to offer gas customers choice of their competitive gas energy supplier and to complete the restructuring of gas service provided by LDCs. FG&E has filed with the Massachusetts Department of Telecommunications and Energy (MDTE) new gas tariffs to implement natural gas unbundling in accordance with Model Terms and Conditions resulting from these collaborative efforts. The MDTE issued an order approving these tariffs and final regulations effective November 1, 2000.

Massachusetts (Electric) -On January 15, 1999, the MDTE approved FG&E's restructuring plan with certain modifications. The Plan provides customers with: a) the ability to choose an energy supplier; b) an option to purchase Standard Offer Service provided by FG&E at regulated rates for up to seven years; and c) a cumulative 15% rate reduction. The Order also approved FG&E's power supply divestiture plan for its interest in three generating units and four long-term power supply contracts. The Company has been afforded full recovery of any transition costs through a non-bypassable retail Transition Charge.

Pursuant to the Plan, on October 30, 1998, FG&E filed a proposed contract with Constellation Power Services Inc. for provision of Standard Offer Service. Service under the FG&E/Constellation contract commenced on March 1, 1999, and is scheduled to continue through February 28, 2005. This contract is the result of the first successful Standard Offer auction conducted in Massachusetts.

A contract for the sale of FG&E's interest in the New Haven Harbor plant was approved by the MDTE on March 31, 1999 and the sale of the unit closed on April 14, 1999. A contract for the sale of the entire output from FG&E's remaining generating assets and purchased power contracts was approved by the MDTE on December 28, 1999, and went into effect February 1, 2000.

FG&E filed an electric rate decrease effective September 1, 1999, as provided for by the 1997 Massachusetts Electric Restructuring Act (the Act). The Act mandated a 10% rate reduction in March 1998, to be followed by an additional, inflation-adjusted 5% rate reduction by September 1, 1999. The net rate decrease of 1.3% reflects FG&E's divestiture of its generation assets and purchased power portfolio.

On December 22, 1999, FG&E filed with the MDTE new rates for effect January 1, 2000. The revised rates maintain the required inflation-adjusted 15% rate discount. The MDTE approved the rates on January 5, 2000, subject to reconciliation pursuant to an investigation, resulting in an upward inflation adjustment of 2.5% relative to September 1999 rates.

On February 2, 2000 the MDTE initiated a proceeding to examine FG&E's reconciliation filing and the consistency of the proposed charges and adjustments with the methods approved in FG&E's restructuring plan. The MDTE held four days of hearings in May, 2000 and the Company presented testimony in support of its filing. As part of his review of FG&E's filing, the Massachusetts Attorney General also filed testimony challenging FG&E's recovery of certain transition costs and other cost reconciliation calculations in this docket. While FG&E is confident in the reasonableness of its reconciliation filings, it cannot be certain of the MDTE's ultimate determination of transition cost recovery and requested approvals.

As a result of restructuring and divestiture of FG&E's generation and purchased power portfolio, FG&E has accelerated the write-off of its electric generation assets and on FG&E's abandoned investment in Seabrook Station. An MDTE Order established the return to be earned on the unamortized balance of FG&E's generation plant. The new return reduces FG&E's earnings on its generation assets. As this portfolio is amortized over the next 10 years, earnings from this segment of FG&E's utility business will continue to decline and ultimately cease. Currently, Unitil's earnings from this business segment represent approximately 10% of the total consolidated earnings.

On August, 2, 2000, FG&E filed for an increase in its standard offer service rates pursuant to the Fuel Adjustment

provision of its standard offer service ("SOS") tariff. This adjustment allows an increase in the SOS rate due to extraordinary increases in the fuel prices of oil and natural gas. Any revenues received as a result of this adjustment are passed on to the Company's wholesale SOS provider. At the time of the filing, the Company petitioned for an increase in the SOS rate from \$0.038/kWh to \$0.043/kWh effective Sept. 1, 2000. The MDTE suspended the filing for further review. Subsequently, other electric utility companies, operating in Massachusetts, have made similar filings and the MDTE has instituted proceedings in each of those cases. There have been initial and reply comments as well as a technical session for each of the Companies. There is a public hearing scheduled for November 16, 2000. The Company is seeking MDTE approval to increase in the SOS rate effective January 1, 2001. Fuel prices are expected to be above the fuel trigger, resulting in expected surcharges in the SOS rates through 2001.

In 1999, the MDTE initiated an investigation on its own motion into the pricing and procurement of default service. This docket, DTE 99-60, paves the road for moving default service pricing to market based rates. Default service had previously been priced equivalent to standard offer service. As a result, Fitchburg issued a Request for Proposals for default service in September, 2000. In October, while awaiting final bid prices, $\ensuremath{\texttt{FG&E}}$ filed interim proxy rates for default service for the month of December. These rates were based on recent short term market prices for default service and were approved by the MDTE. FG&E awarded a contract for default service on October 31, 2000 and filed resulting rates and a tariff on November 3, 2000 effective for the period January through May, 2001. Customers will have the option of receiving either the fixed six-month pricing option or variable monthly pricing. FG&E has worked with the default service education working group to provide customers with notice of changes in the way default service is procured and priced is working to meeting the guidelines set forth therein. The Company's default service rates for January through May 2001 are pending MDTE approval.

In June, 2000, the MDTE opened up an investigation into whether (1) metering, meter maintenance and testing, customer billing and information services should be unbundled; and (2) the service territories of distribution companies should remain exclusive. If the MDTE determines that MBIS should be unbundled and provided on a competitive basis, or that the exclusivity of distribution company service territories should be terminated or altered, the MDTE is required to file its recommendations, and draft implementing legislation with the clerk of the House of Representatives by January 1, 2001. The MDTE had received comments from interested parties and has held a technical session focusing on whether advanced metering systems can be efficiently installed under the current distribution company framework and the extent to which a supplier single billing option, under which suppliers would issue to their customers consolidated bills for both supplier-related and distribution company-related services, can be implemented within the current system.

Massachusetts(Gas) - In mid-1997, the MDTE directed all Massachusetts natural gas LDCs to form a collaborative with other stakeholders to develop common principles and appropriate regulations for the unbundling of gas service, and directed FG&E and four other LDCs to file unbundled gas rates for its review. FG&E's unbundled gas rates were filed with, and approved by, the MDTE and implemented in November 1998.

On February 1, 1999, the MDTE issued an order in which it determined that the LDCs would continue to have an obligation to provide gas supply and delivery services for another five years, with a review after three years. This order also set forth the MDTE's decision regarding release by LDCs of their pipeline capacity contracts to competitive marketers. In March 1999, the LDCs and other stakeholders filed a settlement with the MDTE which set forth rules for implementing an interim firm transportation service through October 31,2000. The MDTE approved the settlement on April 2, 1999. FG&E has made separate compliance filings that were approved by the MDTE to implement its interim firm gas transportation service for its largest general service customers and to complement this service with a firm gas peaking service. This interim service is now superseded by the permanent transportation service, which was approved for implementation on November 1, 2000.

On November 3, 1999 the Massachusetts LDCs filed Model Terms and Conditions for Gas Service, including provisions for capacity assignment, peaking service and default service. In accordance with the MDTE's approval of these Model Terms and Conditions in January 2000, FG&E filed Company-specific tariffs that implement natural gas unbundling. The MDTE also opened a rulemaking proceeding on proposed regulations that would govern the unbundling of services related to the provision of natural gas. The MDTE has issued an order approving the tariffs and final regulations effective November 1, 2000.

New Hampshire - On February 28, 1997, the New Hampshire Public Utilities Commission (NHPUC) issued its Final Plan for New Hampshire electric utilities to transition to a competitive electric market in the state ("Final Plan"). The Final Plan linked the interim recovery of stranded cost by the State's utilities to a comparison of their existing rates with the regional average utility rates. CECo's and E&H's rates are below the regional average; thus, the NHPUC found that CECo and E&H were entitled to full interim stranded cost recovery, as defined by the NHPUC. However, the NHPUC also made certain legal rulings, which could affect CECo's and E&H's long-term ability to recover all of their stranded costs.

Northeast Utilities' affiliate, Public Service Company of New Hampshire, filed suit in U.S. District Court for protection from the Final Plan and related orders and was granted an indefinite stay. In June 1997, Unitil, and other utilities in New Hampshire, intervened as plaintiffs in the federal court proceeding. In June 1998, the federal court clarified that the injunctions issued by the court in 1997 had effectively frozen the NHPUC's efforts to implement restructuring. This amended injunction was challenged by the NHPUC, but affirmed by the First Circuit Court of Appeals in December 1998. Unitil continues to be a plaintiff-intervenor in federal district court and cross motions for summary judgment by all parties are now under review by the court.

Unitil has continued to work actively to explore Settlement opportunities and to seek a fair and reasonable resolution of key restructuring policies and issues in New Hampshire. The Company is also monitoring the regulatory and legislative proceedings dealing with electric restructuring for other utilities in New Hampshire.

Rate Proceedings - The last formal regulatory filings to increase base electric rates for Unitil's three retail operating subsidiaries occurred in 1985 for CECo, 1984 for FG&E, and 1981 for E&H. A majority of the Company's operating revenues are collected under various periodic rate adjustment mechanisms including fuel, purchased power, cost of gas, energy efficiency, and restructuring-related cost recovery mechanisms. Industry restructuring will continue to change the methods of how certain costs are recovered through the Company's regulated rates and tariffs.

On May 15, 1998, FG&E filed a gas base rate case with the MDTE. The last base rate case had been in 1984. After evidentiary hearings, the MDTE issued an Order allowing FG&E to establish new rates, effective November 30, 1998 that would produce an annual increase of approximately \$1.0 million in gas revenues. As part of the proceeding, the Massachusetts Attorney General alleged that FG&E had double-collected fuel inventory finance charges, and requested that the MDTE require FG&E to refund approximately \$1.6 million in double collections since 1987. The Company believes that the Attorney General's claim is without merit and that a refund was not justified or warranted. The MDTE rejected the Attorney General's request and stated its intent to open a separate proceeding to investigate the Attorney General's claim. On November 1, 1999, the MDTE issued an Order of Notice initiating an investigation of this matter. Hearings were held in early 2000 and were recently reopened to hear new evidence.

On October 29, 1999, the MDTE initiated a proceeding designed to result in the eventual implementation of Performance Based Rate making (PBR) for all electric and gas distribution utilities in Massachusetts. PBR is a method of setting regulated distribution rates that provide incentives for utilities to control costs while maintaining a high level of service quality. Under PBR, a company's earnings are tied to performance targets, and penalties can be imposed for deterioration of service quality. On December 29, 1999, FG&E field a petition with the MDTE for authority to defer for later recovery costs associated with its preparation of a PBR filing for its gas division and its participation in the MDTE-initiated generic gas and electric PBR proceedings. This petition is pending. The Company is currently evaluating the impact, if any, that PBR would have on the Company's ability to continue applying the standards of Statement of Financial Accounting Standards No. 71 "Accounting for the Effects of Certain Types of Regulation."

On December 31, 1999, the Massachusetts Attorney General initiated a Complaint against FG&E. The Attorney General requested that the MDTE launch an investigation of the distribution rates, rate of return, and depreciation accrual rates for FG&E's electric operations in calendar year 1999. To date, the MDTE has taken no action on the Attorney General's complaint.

Millstone Unit No. 3 - FG&E has a 0.217% nonoperating ownership in the Millstone Unit No. 3 (Millstone 3) nuclear generating unit which supplies it with 2.49 megawatts (MW) of electric capacity. In January 1996, the Nuclear Regulatory Commission (NRC) placed Millstone 3 on its Watch List, which calls for increased NRC inspection attention. In March 1996, as a result of engineering evaluations, Millstone 3 was taken out of service. The NRC authorized the restart of Millstone 3 in June 1998.

During the period that Millstone 3 was out of service, FG&E continued to incur its proportionate share of the unit's ongoing Operations and Maintenance (O&M) costs, and may incur additional O&M costs and capital expenditures to meet NRC requirements. FG&E also incurred costs to replace the power that was expected to be generated by the unlit. During the outage, FG&E incurred approximately \$1.2 million in replacement power costs, and recovered those costs through its electric fuel charge, which is subject to review and reconciliation by the MDTE. Under existing MDTE precedent, FG&E's replacement power costs of \$1.2 million could be subject to disallowance in rates.

In August 1997, FG&E, in concert with other non operating joint owners, filed a demand for arbitration in Connecticut and a lawsuit in Massachusetts, an effort to recover costs associated with the extended unplanned shutdown. Several preliminary rulings have been issued in the arbitration and legal cases, and both cases are continuing. On March 22, 2000, FG&E entered into a settlement agreement with the defendants under which FG&E will dismiss its lawsuit and arbitration claims. The settlement is generally similar to earlier settlements with the defendants, and three joint owners that own, in the aggregate, approximately19 percent of the unit. The settlement provides for FG&E to receive an initial payment of \$600,000 and other amounts contingent upon future events and would result in FG&E's entire interest in the unit being included in the auction of the majority interest, and certain of the minority interests, in Millstone 3 expected to be completed by 2001. Upon completion of the sale of Millstone 3, FG&E will be relieved of all residual liabilities, including decommissioning liabilities, associated with Millstone 3. FG&E expects to flow through the net proceeds of the settlement to its customers.

On September 8, 2000, Western Massachusetts Electric Company, New England Power Company, and FG&E together filed a Joint Petition requesting approval by the MDTE of the sale of their respective interests in Millstone Units 1, 2 and 3. The Companies also request MDTE findings that the divested assets qualify as "eligible facilities" pursuant to Section 32 (c) of the Public Utility Holding Company Act of 1935. The proceeding is now underway.

CAPITAL REQUIREMENTS

Capital expenditures on plant and equipment for the nine months ended September 30, 2000 were approximately \$14.9 million. This compares to \$11.9 million during the same period last year. Capital expenditures for plant and equipment for the year 2000 are estimated to be approximately \$19.0 million as compared to \$15.4 million for 1999. This projection reflects capital expenditures for utility system expansions, replacements and

LEGAL PROCEEDINGS

The Company is involved in legal and administrative proceedings and claims of various types, which arise in the ordinary course of business. In the opinion of the Company's management, based upon information furnished by counsel and others, the ultimate resolution of these claims will not have a material impact on the Company's financial position.

FORWARD-LOOKING INFORMATION

This report contains forward-looking statements, which are subject to the inherent uncertainties in predicting future results and conditions. Certain factors that could cause the actual results to differ materially from those projected in these forward-looking statements include, but are not limited to: variations in weather, changes in the regulatory environment, customers' preferences on energy sources, general economic conditions, increased competition and other uncertainties, all of which are difficult to predict, and many of which are beyond the control of the Company.

PART I. EXHIBIT 11.

UNITIL CORPORATION AND SUBSIDIARY COMPANIES COMPUTATION OF EARNINGS PER AVERAGE COMMON SHARE OUTSTANDING (UNAUDITED)

(Amounts in Thousands, except Shares and Per Share Data)

| BASIC EARNINGS PER SHARE | | onths Ended mber 30, 1999 | | onths Ended ember 30, 1999 |
|--|-----------|---------------------------------|-----------|----------------------------------|
| Net Income Less: Dividend Requirement | \$1,131 | \$1,709 | \$5,022 | \$6,051 |
| On Preferred Stock | 64 | 66 | 197 | 201 |
| Net Income Applicable To Common Stock | \$1,067 | \$1,643 | \$4,825 | \$5 , 850 |
| Average Number of Common Shares Outstanding | 4,725,989 | 4,703,069 | 4,720,236 | 4,673,318 |
| Basic Earnings Per Common Share | \$0.23 | \$0.35 | \$1.02 | \$1.25 |

| DILUTED EARNINGS PER SHARE | | onths Ended mber 30, 1999 | | onths Ended ember 30, 1999 |
|--|-----------|---------------------------------|-----------|----------------------------------|
| Net Income Less: Dividend Requirement | \$1,131 | \$1,709 | \$5,022 | \$6,051 |
| On Preferred Stock Net Income Applicable | 64 | 66 | 197 | 201 |
| To Common Stock | \$1,067 | \$1,643 | \$4,825 | \$5 , 850 |
| Average Number of Common Shares Outstanding | 4,725,989 | 4,703,069 | 4,720,236 | 4,673,318 |
| Diluted Earnings Per Common Share | \$0.23 | \$0.35 | \$1.02 | \$1.25 |

UNITIL CORPORATION AND SUBSIDIARY COMPANIES SELECTED QUARTERLY FINANCIAL DATA (000's except for per share data) (UNAUDITED)

| | Three M | onths Ende | ed | Three Mon | ths Ended |
|------------------|------------------|-------------------|------------------|-------------------|-----------|
| | Septe | mber 30, | | Decemb | er 31, |
| | 2000 | 1999 | | 1999 | 1998 |
| Total Operating | | | Total Operating | | |
| Revenues | \$44,464 | \$42 , 738 | Revenues | \$44 , 527 | \$40,828 |
| Operating Income | \$2 , 879 | \$3,392 | Operating Income | \$4,063 | \$4,181 |
| Net Income | \$1,131 | \$1 , 709 | Net Income | \$2 , 387 | \$2,432 |
| Basic Earnings | | | Basic Earnings | | |
| per Share | \$0.23 | \$0.35 | per Share | \$0.49 | \$0.52 |
| Diluted Earnings | | | Diluted Earnings | | |
| per Share | \$0.23 | \$0.35 | per Share | \$0.49 | \$0.50 |
| Dividends Paid | | | Dividends Paid | | |
| Common Share | \$0.345 | \$0.345 | Common Share | \$0.345 | \$0.34 |
| | | | | | |

| | Three Mont | hs Ended | | Three Mon | ths Ended |
|------------------|-------------------|----------|------------------|-------------------|------------------|
| | Marc | h 31, | | Ju | ne 30, |
| | 2000 | 1999 | | 2000 | 1999 |
| Total Operating | | | Total Operating | | |
| Revenues | \$46 , 317 | \$42,347 | Revenues | \$42 , 908 | \$42,761 |
| Operating Income | \$4,458 | \$4,551 | Operating Income | \$3,030 | \$3,402 |
| Net Income | \$2,664 | \$2,744 | Net Income | \$1,227 | \$1 , 598 |
| Basic Earnings | | | Basic Earnings | | |
| per Share | \$0.55 | \$0.58 | per Share | \$0.25 | \$0.32 |
| Diluted Earnings | | | Diluted Earnings | | |
| per Share | \$0.55 | \$0.58 | per Share | \$0.24 | \$0.32 |
| Dividends Paid | | | Dividends Paid | | |
| per Common Share | \$0.345 | \$0.345 | Common Share | \$0.345 | \$0.345 |
| | | | | | |

PART II. OTHER INFORMATION

Item 6. Exhibits and Reports on Form 8-K

| (a) Exhibits | | |
|--------------|--|----------------|
| Exhibit No. | Description of Exhibit | Reference |
| 11 | Computation in Support of Earnings Per Average Common Share | Filed herewith |
| 99 | Selected Quarterly Financial Data | Filed herewith |

(b) Reports on Form 8-K

During the quarter ended September 30, 2000, the Company did not file any reports on Form $8\text{-}\mathrm{K}.$

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

UNITIL CORPORATION (Registrant)

| Date: | November 13, | 2000 | /s/ | Anthony J. Baratta, Jr. |
|-------|--------------|------|-----|--|
| | | | | Anthony J. Baratta, Jr. Chief Financial Officer |

Date: November 13, 2000

/s/ Mark H. Collin Mark H. Collin Treasurer