

# 2017 ANNUAL REPORT

## DELIVERING ON THE PLAN

for Enhanced Quality,  
Safety and Reliability



Water Main Replacement



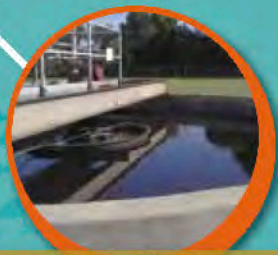
Water Treatment Plant Upgrades



Booster Station Improvements



Secondary Transmission Main Construction



Wastewater Treatment Plant Improvements



Wastewater Treatment Plant Construction



Wastewater Treatment Plant Contract Operations





## CORPORATE PROFILE

Middlesex Water Company was incorporated as a water utility in 1897 and owns and operates regulated water and wastewater utility systems in New Jersey, Delaware and Pennsylvania. The Company also operates water and wastewater utility systems under contract on behalf of municipal and private clients in New Jersey and Delaware.

### Celebrating 120 Years....

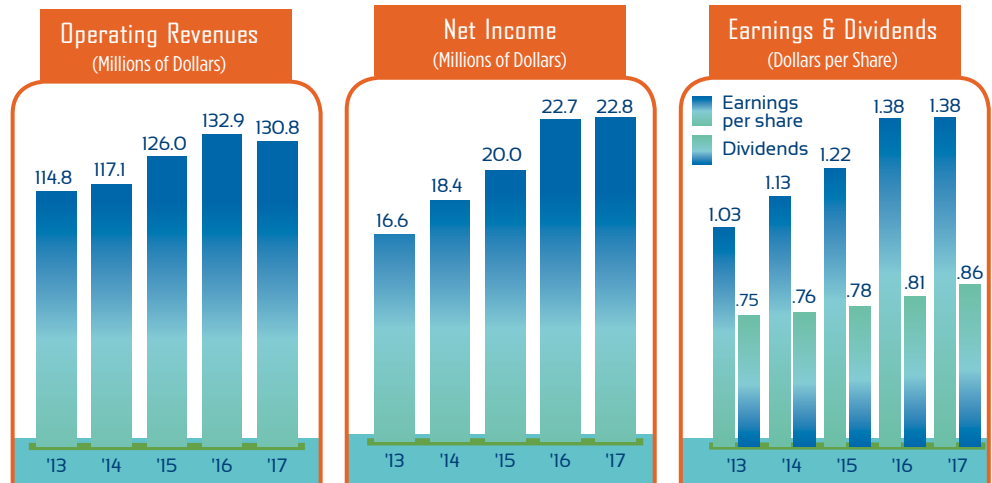


The Company's common stock trades on the Nasdaq Global Select Market under the stock symbol **MSEX**.

- 1897** MWC founded
- 1950** Constructs new pipelines to meet post-war population boom
- 1985** Begins serving municipalities under long-term contracts
- 1992** Acquires Tidewater Utilities
- 1994** Acquires the Pinelands Water & Wastewater Companies
- 1998** Enters into one of NJ's largest public-private partnerships
- 1999** Acquires first operating contract in DE
- 2005** Enters regulated wastewater business in DE
- 2011** Partners with HomeServe to offer emergency home repair plans
- 2014** Awarded first military base water system privatization at Dover Air Force Base
- 2017** Announces Water for Tomorrow® Campaign

### Financial Highlights

(Millions of Dollars, Except per Share data)	2017	2016	2015
Operating Revenues	\$130.8	\$132.9	\$126.0
Operations and Maintenance Expenses	64.7	65.5	65.2
Depreciation	13.9	12.8	12.1
Income and Other Taxes	24.7	25.7	23.5
Interest Charges	5.5	5.3	5.6
Net Income	22.8	22.7	20.0
Earnings Applicable to Common Stock	22.7	22.6	19.9
Basic Earnings Per Share	1.39	1.39	1.23
Diluted Earnings Per Share	1.38	1.38	1.22
Cash Dividends Paid Per Share	0.858	0.808	0.776
Utility Plant	703.5	653.5	608.2
Return on Average Common Equity	10.2%	10.6%	9.9%







Dennis W. Doll

Chairman, President and Chief Executive Officer

## Dear Shareholders of Middlesex Water Company:

As another year has come to a close, there has been no shortage of activity at your company as we continued to make progress on our strategic priorities. Our employees remain actively engaged in various efforts to further improve service quality, operational efficiency and financial performance. Each of the various functional disciplines we manage requires high-level technical and management skills and diligent attention to quality, safety and financial discipline. As the owners of this company, which celebrated 120 years of service in 2017, you can be assured your company's workforce is engaged every day on your behalf and on behalf of the evolving customer base we are privileged to serve.



## Our Operations

In my message to you at this time last year, I focused on the investments we are making to ensure “Water For Tomorrow<sup>®</sup>,” our multi-year infrastructure upgrade and replacement program to ensure reliability and overall quality of service for both the present and future generations in our Middlesex system in New Jersey. Over the course of the last year, we have made significant progress toward delivering on this plan. The construction phase of our expanded capital program has continued to be implemented aggressively while the design and permitting phases of other significant additional projects are laying the groundwork in areas that will also help ensure reliable service for decades to come. In 2017 we achieved significant milestones on our western transmission main project, a major booster station upgrade, our planned ozone treatment facility for primary disinfection, all in New Jersey, and the planned construction of a state-of-the-art wastewater treatment plant in Delaware. These are but a sampling of the numerous projects that are in various phases of construction. This capital strategy aligns with industry and national trends citing increasing needs for much needed improvements to water and wastewater infrastructure.

As shared with you previously, these prudently-incurred investments understandably come at an increased cost to our customers. To address our need for recovery of these increased capital costs, as well as operating costs, we filed a Petition before the New Jersey Board of Public Utilities in October 2017 for an increase in annual operating revenues of \$15.3 million. This rate case proceeding has been one of our many major initiatives and a decision by the Board on this request is imminent.

In summarizing recent results, as reported last year, we're grateful we had the ability to sell water to neighboring municipal systems and industrial customers in New Jersey in 2016 beyond our forecast in order to address the supply needs of those entities. The good news for those customers is that our efforts enabled them to enjoy greater stability in their operations. Those additional sales benefited the residents of the neighboring municipalities and also benefited our financial results. In 2017, however, since the operations of those municipal systems have since returned to more normal conditions, we were not able to extend the momentum through 2017 of five consecutive years of revenue growth. In 2016, our earnings also reflected a portion of an increase in annual operating revenues resulting from a New Jersey Board of Public Utilities rate case decision, which became effective in August





### Booster Station Improvements

The booster station upgrade will help ensure the flow of water at desired pressures and the transfer of water between systems.

2015, and which are annualized in 2017 earnings. As we had anticipated, these factors all contributed to our need to file for the rate relief in 2017. Although we can never predict with certainty the outcome of any rate proceeding, we are confident our regulators will recognize that your team at Middlesex manages the rate impact to our customers both prudently and effectively, and that an acceptable outcome will be achieved for all parties. Additional information regarding financial results in 2017 compared to 2016 can be found in our Annual Report on Form 10-K included herein.



### Water Treatment Plant Upgrades

MWC plans to convert its treatment process from sodium hypochlorite to ozone to ensure compliance with increasingly stringent drinking water quality regulations.



## Impact of Tax Cuts and Jobs Act

Regarding the Tax Cuts and Jobs Act of 2017, which was signed into law just prior to the new year, various entities are being impacted in a variety of forms. As largely a regulated, investor-owned water and wastewater utility services company, and therefore subject to federal income taxes, the cost of providing service, which includes such taxes, is recovered by the company through our customers' utility bills. With the maximum federal income tax rate reduced under the Act from 35% to 21%, to the extent we are generating taxable income there will be tax savings to the company going forward. It is only logical and appropriate that customers would receive the benefit

of such savings in their utility bills since their current water and wastewater rates include federal income tax at the higher rate. In that regard, both our New Jersey and Delaware regulators have initiated proceedings to identify and pass along those potential tax savings to our customers. This issue is not unique to our company, but is also relevant to any rate-regulated investor-owned public utility. We presently expect these proceedings to be completed in the second quarter of 2018. We will update you throughout 2018 on the impact of these changes.

### Water Main Replacement

MWC replaced 32,000 feet of pipe including service lines, valves, hydrants, and meters in a \$10 million investment under its RENEW 2017 Program.





We're grateful we saw an opportunity to implement a 5.9% increase in the common dividend announced in October 2017. Despite the fact we cannot commit publicly to the frequency or the amount of any future dividends, we recognize the importance to our shareholders of a strong and reliable dividend and we are committed to delivering a growing dividend in a responsible manner for you, our shareholders. We have now paid dividends consistently since 1912, have increased the dividend every year for the past 45 years and are consistently recognized as a "Dividend Champion" by the DRIP Investing Resource Center. We remain further committed to also growing earnings and earnings per share of outstanding common stock in further support of continually improving total shareholder returns.



Tidewater Utilities serves  
over 43,000 customers in Delaware  
and continues to grow its customer base.

## Organic Growth Continues

Organic customer growth continued, predominantly in our Delaware operations, in 2017. As the economy and the resulting impact on new housing starts continues to improve since the economic downturn of 2008, we experienced overall organic customer growth again in 2017 of approximately 1.5%. Organic growth refers to new requests for water and wastewater service in existing residential communities. In addition to new customers, we see a similar trend in the growth of service connections reflective of infrastructure components that are part of a developer's project plan to ensure infrastructure is in place to facilitate service to future customers located in these communities.

Our ability to provide quality technical solutions in both water and wastewater service has never been more important. One of our larger new contract operations customers in 2017 was the wastewater operations of the Town of Lewes, Delaware, which is near the popular Lewes, Delaware to Cape May, New Jersey ferry service on the Delaware Bay. We are providing 24/7 operations and maintenance services to the Howard Seymour Water Reclamation Facility and the City's 33 wastewater pump stations. This agreement includes assistance with capital planning, quality control programs and preventive maintenance programs. In addition to the Lewes operations, we have entered into agreements with several large industrial clients in Delaware as well as municipal systems on the eastern shore of Maryland. We continue to aggressively pursue opportunities to grow new business partnerships and increase the footprint of our services. The newly passed Water Quality Accountability Act in New Jersey, which establishes new compliance metrics for both private and municipal systems for valve and fire hydrant maintenance, cyber risk management, asset management and other areas, offers additional potential to position our company as a trusted partner to systems seeking to navigate these new requirements.

### Wastewater Treatment Plant Contract Operations

The Tidewater team offers the city of Lewes a deep bench of expertise in all areas of environmental resource management.

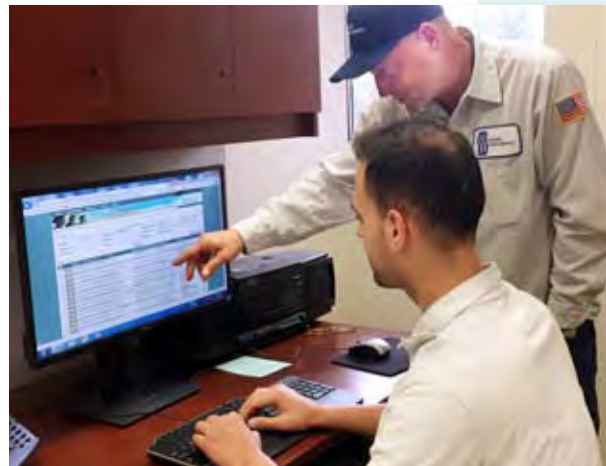




## Our People

It's easy to take for granted the good work done by our employees because they have done it so well and for so long. The quality of their work becomes embedded in the company's culture and we assume it will always be there. It is therefore all the more important to remind ourselves routinely that continued quality, and the people who deliver it, cannot be taken for granted. Several of our employees were recognized in 2017 for their leadership, expertise and service. We're proud of them and their contributions to our company, our industry and to our communities. Like anything of value, our employees must be continually developed, supported and encouraged. The continued retirement of the baby boomer generation is an ever present reminder to your company's management of the incredible institutional knowledge that has been amassed over many years, and which is now, regrettably, leaving our industry in increasing numbers.

At Middlesex, we have been monitoring this aging workforce trend for a number of years and have been executing plans to ensure not only continuity of service in the near term but also, to develop the next generation of talented and dedicated water and wastewater utility professionals. We both regret and celebrate the retirements of our employees. We regret their transition because we will no longer enjoy the benefit of their years of accumulated wisdom and experience. We celebrate them because they held careers doing extraordinarily meaningful work in



providing public health, safety and economic vitality to our customers and their communities, often with great personal sacrifice. We are extremely grateful to all of our employees for the contributions they have made over the years to our customers and shareholders. We wish those leaving a happy and healthy well-deserved retirement. They will be missed.

We equally regret the retirement of one of our extraordinarily dedicated board members, Dr. John Middleton, yet we also celebrate his many contributions to your company's success over 19 years of service.

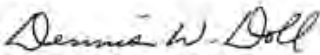


## Committed to Increasing Value

We stand at an exciting time in our industry and in our company. The challenges we face take various forms including; significant upgrade and replacement of utility infrastructure, new water quality regulations from our federal and state environmental regulators, addressing the affordability of service to our customers, implementing new technologies, protecting our customers and our assets from external threats and last, but certainly not least, producing appropriate returns for you, our shareholders, who entrust us with your hard-earned capital.

As our industry continues to evolve and the national attention on utility infrastructure needs continues to gain prominence, we are confident and are energized by the prospects to leverage our skills and make a meaningful contribution to not only meet these societal needs, but to also deliver increasing value to our customers and shareholders. As I close this letter, I want to express my deep appreciation to our employees and to our customers, our partners and certainly to you, our shareholders for your continued support of the Middlesex Water enterprise and its mission.

Sincerely,



Dennis W. Doll

*Chairman, President and Chief Executive Officer  
Middlesex Water Company*



## In Thanks and Appreciation

**John R. Middleton, M.D.**, is retiring from the Board of Directors as of the Annual Meeting of Shareholders in May 2018 after 19 years of service to Middlesex Water Company. Dr. Middleton's leadership, medical experience and background in institutional safety, emergency preparedness and risk management has been of great value to our company. Dr. Middleton has been a dedicated and tireless advocate for your company and our industry. We thank him for his active participation, service and counsel on our Board and for his commitment to the company for nearly two decades.

### Our strategy is focused on 5 key areas:

Prudent acquisitions of investor- and municipally-owned water and wastewater utilities

Timely and adequate recovery of prudent investments in utility plant required to maintain appropriate utility services

Operate municipal and industrial water and wastewater systems under contract

Invest in renewable energy projects that are complementary to the provision of water and wastewater services, and to our core water and wastewater competencies

Invest in other products, services and opportunities that complement our core water and wastewater competencies







Water Main Replacement



Water Treatment Plant Upgrades



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Secondary Transmission Main Construction



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Wastewater Treatment Plant Contract Operations

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, DC 20549**

**FORM 10-K**

(Mark One)

- ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934  
For the fiscal year ended **December 31, 2017**
- OR
- TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934  
For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number 0-422

**MIDDLESEX WATER COMPANY**

(Exact name of registrant as specified in its charter)

New Jersey  
(State of Incorporation)

22-1114430  
(IRS employer identification no.)

**1500 Ronson Road, Iselin New Jersey 08830**

(Address of principal executive offices, including zip code)

**(732) 634-1500**

(Registrant's telephone number, including area code)

Securities registered pursuant to Section 12(b) of the Act:

<u>Title of Each Class:</u> Common Stock, No Par Value	<u>Name of each exchange on which registered:</u> The NASDAQ Stock Market, LLC
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**Securities registered pursuant to Section 12(g) of the Act:**

**None**

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act.

Yes  No

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Act.

Yes  No

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  No

Indicate by check mark whether the registrant has submitted electronically and posted on their corporate web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrants were required to submit and post such files). Yes  No

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of the registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K.

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company or an emerging growth company. See the definitions of "large accelerated filer", "accelerated filer", "smaller reporting company" and "emerging growth company" in Rule 12(b)-2 of the Exchange Act.

Large accelerated filer  Accelerated filer  Non-accelerated filer   
Smaller reporting company  Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Act).

Yes  No

The aggregate market value of the voting stock held by non-affiliates of the registrant at June 30, 2017 was \$624,441,708 based on the closing market price of \$39.60 per share.

The number of shares outstanding for each of the registrant's classes of common stock, as of February 28, 2018:

Common Stock, No par Value 16,351,940 shares outstanding

Documents Incorporated by Reference

Proxy Statement to be filed in connection with the Registrant's Annual Meeting of Stockholders to be held on May 22, 2018, which will be filed with the Securities and Exchange Commission within 120 days of the end of our 2017 fiscal year, is incorporated by reference into Part III.



**MIDDLESEX WATER COMPANY  
FORM 10-K**

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## FORWARD-LOOKING STATEMENTS

Certain statements contained in this annual report and in the documents incorporated by reference constitute “forward-looking statements” within the meaning of Section 21E of the Securities Exchange Act of 1934 and Section 27A of the Securities Act of 1933. Middlesex Water Company (the “Company”) intends that these statements be covered by the safe harbors created under those laws. They include, but are not limited to statements as to:

- expected financial condition, performance, prospects and earnings of the Company;
- strategic plans for growth;
- the amount and timing of rate increases and other regulatory matters, including the recovery of certain costs recorded as regulatory assets;
- the Company’s expected liquidity needs during the upcoming fiscal year and beyond and the sources and availability of funds to meet its liquidity needs;
- expected customer rates, consumption volumes, service fees, revenues, margins, expenses and operating results;
- financial projections;
- the expected amount of cash contributions to fund the Company’s retirement benefit plans, anticipated discount rates and rates of return on plan assets;
- the ability of the Company to pay dividends;
- the Company’s compliance with environmental laws and regulations and estimations of the materiality of any related costs;
- the safety and reliability of the Company’s equipment, facilities and operations;
- the Company’s plans to renew municipal franchises and consents in the territories it serves;
- trends; and
- the availability and quality of our water supply.

These forward-looking statements are subject to risks, uncertainties and other factors that could cause actual results to differ materially from future results expressed or implied by the forward-looking statements. Important factors that could cause actual results to differ materially from anticipated results and outcomes include, but are not limited to:

- effects of general economic conditions;
- increases in competition for growth in non-franchised markets to be potentially served by the Company;
- ability of the Company to adequately control selected operating expenses which are necessary to maintain safe and proper utility services, and which may be beyond the company’s control;
- availability of adequate supplies of water;
- actions taken by government regulators, including decisions on rate increase requests;
- new or modified water quality standards;
- weather variations and other natural phenomena impacting utility operations;
- financial and operating risks associated with acquisitions and, or privatizations;
- acts of war or terrorism;
- changes in the pace of housing development;
- availability and cost of capital resources; and
- other factors discussed elsewhere in this annual report.

Many of these factors are beyond the Company’s ability to control or predict. Given these uncertainties, readers are cautioned not to place undue reliance on any forward-looking statements, which only speak to the Company’s understanding as of the date of this report. The Company does not undertake any obligation to release publicly any revisions to these forward-looking statements to reflect events or circumstances after the date of this annual report or to reflect the occurrence of unanticipated events, except as may be required under applicable securities laws.

For an additional discussion of factors that may affect the Company’s business and results of operations, see Item 1A - Risk Factors.

## PART I

### Item 1. Business.

#### Overview

Middlesex Water Company (Middlesex) was incorporated as a water utility company in 1897 and owns and operates regulated water utility and wastewater systems in New Jersey, Delaware and Pennsylvania. Middlesex also operates water and wastewater systems under contract on behalf of municipal and private clients in New Jersey and Delaware.

The terms “the Company,” “we,” “our,” and “us” refer to Middlesex Water Company and its subsidiaries, including Tidewater Utilities, Inc. (Tidewater) and Tidewater’s wholly-owned subsidiaries, Southern Shores Water Company, LLC (Southern Shores) and White Marsh Environmental Systems, Inc. (White Marsh). The Company’s other subsidiaries are Pinelands Water Company (Pinelands Water) and Pinelands Wastewater Company (Pinelands Wastewater) (collectively, Pinelands), Utility Service Affiliates, Inc. (USA), Utility Service Affiliates (Perth Amboy) Inc., (USA-PA), Tidewater Environmental Services, Inc. (TESI) and Twin Lakes Utilities, Inc. (Twin Lakes).

The Company’s principal executive offices are located at 1500 Ronson Road, Iselin, New Jersey 08830. Our telephone number is (732) 634-1500. Our website address is <http://www.middlesexwater.com>. We make available, free of charge through our website, reports and amendments filed or furnished pursuant to Section 13(a) or 15(d) of the Securities Exchange Act of 1934, after such material is electronically filed with or furnished to the United States Securities and Exchange Commission (the SEC).

#### *Middlesex System*

The Middlesex System in New Jersey provides water services to approximately 61,000 retail customers, primarily in eastern Middlesex County, New Jersey and provides water under wholesale contracts to the City of Rahway, Townships of Edison and Marlboro, the Borough of Highland Park and the Old Bridge Municipal Utilities Authority. The Middlesex System treats, stores and distributes water for residential, commercial, industrial and fire protection purposes. The Middlesex System also provides water treatment and pumping services to the Township of East Brunswick under contract. The amount of water supply allocated to the Township of East Brunswick is granted directly to the Township by the New Jersey Water Supply Authority. The Middlesex System produced approximately 58% of our 2017 consolidated operating revenues.

The Middlesex System’s retail customers are located in an area of approximately 55 square miles in Woodbridge Township, the City of South Amboy, the Boroughs of Metuchen and Carteret, portions of the Township of Edison and the Borough of South Plainfield in Middlesex County and, to a minor extent, a portion of the Township of Clark in Union County. Retail customers include a mix of residential customers, large industrial concerns and commercial and light industrial facilities. These customers are located in generally well-developed areas of central New Jersey.

The contract customers of the Middlesex System comprise an area of approximately 110 square miles with a population of approximately 219,000. Contract sales to the Townships of Edison and Marlboro, the City of Rahway and the Old Bridge Municipal Utilities Authority are supplemental to the water systems owned and operated by these customers. Middlesex is the sole source of water for the Borough of Highland Park and the Township of East Brunswick.

Middlesex provides water service to approximately 300 customers in Cumberland County, New Jersey. This system is referred to as Bayview, and is not physically interconnected with the Middlesex System. Bayview produced less than 1% of our 2017 consolidated operating revenues.



### ***Tidewater System***

Tidewater, together with its wholly-owned subsidiary, Southern Shores, provides water services to approximately 45,000 retail customers for residential, commercial and fire protection purposes in approximately 400 separate communities in New Castle, Kent and Sussex Counties, Delaware. White Marsh is a wholly-owned subsidiary of Tidewater that is unregulated as to rates and operates or maintains more than 55 water and/or wastewater systems under contracts that serve approximately 4,000 residential customers. White Marsh owns two commercial properties that are leased to Tidewater as its administrative office campus and its field operations center. The Tidewater System produced approximately 28% of our 2017 consolidated operating revenues.

### ***Utility Service Affiliates-Perth Amboy***

USA-PA operates the City of Perth Amboy, New Jersey's (Perth Amboy) water treatment and distribution system and its wastewater collection system under a 20-year agreement, which expires in December 2018. USA-PA serves approximately 11,900 homes and businesses, most of which are served by both the water and wastewater systems. Under the agreement, USA-PA receives fixed fees, and may receive variable fees, based on customer revenue growth. Fixed fee revenues increase over the term of the 20-year contract based upon a schedule of rates. USA-PA produced approximately 8% of our 2017 consolidated operating revenues.

In connection with the agreement with Perth Amboy, USA-PA entered into a subcontract with a wastewater operating company for the operation and maintenance of the Perth Amboy wastewater collection system. The subcontract provides for the sharing of certain fixed and variable fees and operating expenses and its term is concurrent with USA-PA's contract with Perth Amboy.

### ***Pinelands System***

Pinelands Water provides water services to approximately 2,500 residential customers in Burlington County, New Jersey. Pinelands Water produced less than 1% of our 2017 consolidated operating revenues. Pinelands Water is not physically interconnected with the Middlesex System.

Pinelands Wastewater provides wastewater collection and treatment services to approximately 2,500 residential customers. Under contract, it also services one municipal wastewater system in Burlington County, New Jersey with approximately 200 residential customers. Pinelands Wastewater produced approximately 1% of our 2017 consolidated operating revenues.

### ***Utility Service Affiliates, Inc.***

USA operates the Borough of Avalon, New Jersey's (Avalon) water utility, sewer utility and storm water system under a ten-year operations and maintenance contract expiring in 2022. USA serves approximately 6,200 Avalon homes and businesses, most of which are served by both the water and wastewater collection systems. In addition to performing day-to-day operations, USA is responsible for billing, collections, customer service, emergency responses and management of capital projects funded by Avalon.

USA also provides unregulated water and wastewater services under contract with several other smaller New Jersey municipalities.

Under a marketing agreement with HomeServe USA (HomeServe), USA offers residential customers in New Jersey and Delaware various water and wastewater related home maintenance programs. HomeServe is a leading national provider of such home maintenance service programs. USA receives a service fee for the billing, cash collection and other administrative matters associated with HomeServe's service contracts. The agreement expires in 2021.

USA produced approximately 2% of our 2017 consolidated operating revenues.

### ***TESI System***

TESI provides wastewater collection and treatment services to approximately 3,500 residential retail customers in Sussex County, Delaware. TESI produced approximately 2% of our 2017 consolidated operating revenues.

### ***Twin Lakes System***

Twin Lakes provides water services to approximately 120 residential customers in Shohola, Pennsylvania. Twin Lakes produced less than 1% of our 2017 consolidated operating revenues.

### **Financial Information**

Consolidated operating revenues, operating income and net income are as follows:

	<b>(Thousands of Dollars)</b>		
	<b>Years Ended December 31,</b>		
	<b><u>2017</u></b>	<b><u>2016</u></b>	<b><u>2015</u></b>
Operating Revenues	\$130,775	\$132,906	\$126,025
Operating Income	\$38,620	\$40,632	\$35,840
Net Income	\$22,809	\$22,742	\$20,028

Operating revenues were earned from the following sources:

	<b>Years Ended December 31,</b>		
	<b><u>2017</u></b>	<b><u>2016</u></b>	<b><u>2015</u></b>
Residential	48.8 %	48.3 %	48.5 %
Commercial	10.7	10.6	10.4
Industrial	6.7	6.9	6.5
Fire Protection	9.0	8.8	8.9
Contract Sales	10.4	11.7	11.2
Contract Operations	11.5	11.0	11.5
Other	2.9	2.7	3.0
Total	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>

### **Water Supplies and Contracts**

Our New Jersey, Delaware and Pennsylvania water supply systems are physically separate and are not interconnected. In New Jersey, the Pinelands System and Bayview System are not interconnected with the Middlesex System or each other. We believe we have adequate sources of water supply to meet the current service requirements of our present customers in New Jersey, Delaware and Pennsylvania.

### ***Middlesex System***

Our Middlesex System, which produced approximately 14.4 billion gallons in 2017, obtains water from surface sources and wells (groundwater sources). In 2017, surface sources of water provided approximately 74% of the Middlesex System's water supply, groundwater sources provided approximately 19% from 31 wells and the balance was purchased from a non-affiliated regulated water utility. The Middlesex System's distribution storage facilities are used to supply water to customers at times of peak demand, outages and emergencies.

The principal source of surface water for the Middlesex System is the Delaware & Raritan Canal, which is owned by the State of New Jersey and operated as a water resource by the New Jersey Water Supply Authority

(NJWSA). Middlesex is under contract with the NJWSA, which expires November 30, 2023, and provides for average purchases of 27.0 million gallons per day (mgd) of untreated water from the Delaware & Raritan Canal, augmented by the Round Valley/Spruce Run Reservoir System. The untreated surface water is pumped to, and treated at, the Middlesex Carl J. Olsen (CJO) Water Treatment Plant. Middlesex also has an agreement with a non-affiliated regulated water utility for the purchase of treated water. This agreement, which expires February 27, 2021, provides for minimum purchase of 3.0 mgd of treated water with provisions for additional purchases.

### ***Tidewater System***

Our Tidewater System produced approximately 2.2 billion gallons in 2017 from 158 wells. Tidewater expects to submit applications to Delaware regulatory authorities for the approval of additional wells as growth, customer demand and water quality warrant. Tidewater augments its water production with annual minimum purchases of 15.0 million gallons of treated water under contract from the City of Dover, Delaware. Tidewater does not have a central water treatment facility for the nearly 400 separate communities it serves. As the number has grown, many of Tidewater's individual systems have been interconnected, forming several regional systems that are served by multiple water treatment facilities.

### ***Pinelands Water System***

Water supply to our Pinelands Water System is derived from four wells which produced approximately 145.9 million gallons in 2017. The aggregate pumping capacity of the four wells is 2.2 mgd.

### ***Pinelands Wastewater System***

The Pinelands Wastewater System discharges into the South Branch of the Rancocas Creek through a tertiary treatment plant that provides clarification, sedimentation, filtration and disinfection. The total capacity of the plant is 0.5 mgd, and the system treated approximately 91.3 million gallons in 2017.

### ***Bayview System***

Water supply to Bayview customers is derived from two wells, which produced approximately 6.6 million gallons in 2017.

### ***TESI System***

The TESI System is comprised of seven wastewater treatment systems in Sussex County, Delaware, which are not interconnected. The treatment plants provide clarification, sedimentation, and disinfection. The combined total treatment capacity of the plants is 0.7 mgd. The TESI System treated approximately 105.9 million gallons in 2017.

### ***Twin Lakes System***

Water supply to Twin Lakes' customers is derived from one well, which produced approximately 15.0 million gallons in 2017.

## **Employees**

As of December 31, 2017, we had a total of 315 employees. None of our employees are subject to a collective bargaining agreement. We believe our employee relations are positive. Wages and benefits are reviewed annually and are considered competitive within both the industry and the regions where we operate.

## **Competition**

Our business in our franchised service areas is substantially free from direct competition with other public utilities, municipalities and other entities. However, our ability to provide contract water supply and wastewater services and operations and maintenance services that are not under the jurisdiction of a state public utility



commission is subject to competition from other public utilities, municipalities and other entities. Although Tidewater and TESI have been granted exclusive franchises for each of their existing community water and wastewater systems, their ability to expand service areas can be affected by the Delaware Public Service Commission awarding franchises to other regulated water and wastewater utilities with whom we compete for such franchises and for projects.

## **Regulation**

Our rates charged to customers for water and wastewater services, the quality of the services we provide and certain other matters are regulated by the following state utility commissions (collectively, the Utility Commissions):

- New Jersey-New Jersey Board of Public Utilities (NJBPU)
- Delaware-Delaware Public Service Commission (DEPSC)
- Pennsylvania-Pennsylvania Public Utilities Commission (PAPUC)

Our USA, USA-PA and White Marsh subsidiaries are not regulated public utilities. However, they are subject to environmental regulation with respect to water quality and wastewater effluent quality to the extent such services are provided.

We are subject to environmental and water quality regulation by the following regulatory agencies (collectively, the Government Environmental Regulatory Agencies):

- United States Environmental Protection Agency (EPA)
- New Jersey Department of Environmental Protection (NJDEP) with respect to operations in New Jersey
- Delaware Department of Natural Resources and Environmental Control, the Delaware Department of Health and Social Services-Division of Public Health (DEDPH), and the Delaware River Basin Commission (DRBC) with respect to operations in Delaware
- Pennsylvania Department of Environmental Protection (PADEP) with respect to operations in Pennsylvania

In addition, our issuances of equity securities are subject to the prior approval of the NJBPU and require registration with the SEC. Our issuances of long-term debt securities are subject to the prior approval of the appropriate Utility Commissions.

## ***Regulation of Rates and Services***

For regulated rate setting purposes, we account separately for operations in New Jersey, Delaware and Pennsylvania to facilitate independent rate setting by the applicable Utility Commissions.

In determining our regulated utility rates, the respective Utility Commissions consider the revenue, expenses, rate base of property used and useful in providing service to the public and a fair rate of return on investments within their separate jurisdictions. Rate determinations by the respective Utility Commissions do not guarantee achievement to us of specific rates of return for our New Jersey, Delaware and Pennsylvania regulated utility operations. Thus, we may not achieve the stated rates of return authorized by the Utility Commissions. In addition, there can be no assurance that any future rate increases will be granted or, if granted, that they will be in the amounts requested.

## ***Middlesex Rate Matters***

In October 2017, Middlesex filed a petition with the NJBPU seeking permission to increase base water rates by approximately \$15.3 million per year. The request was necessitated by capital infrastructure investments Middlesex has made, or has committed to make, to drinking water infrastructure since the last filing in New Jersey in 2015 as well as increased operations and maintenance costs. We cannot predict when and whether the NJBPU will ultimately approve, deny, or reduce the amount of the request. Under New Jersey statute, the NJBPU must render a decision within nine months of filing a petition.

In October 2017, the NJBPU approved Middlesex's petition to reset its Purchased Water Adjustment Clause (PWAC) tariff rate to recover additional annual costs of \$1.2 million, primarily for the purchase of untreated water from the New Jersey Water Supply Authority. A PWAC is a rate mechanism that allows for the recovery of increased purchased water costs between base rate case filings. The PWAC is reset to zero once those increased costs are included in base rates. The reset PWAC tariff rate became effective on November 1, 2017.

In August 2015, Middlesex implemented a \$5.0 million NJBPU-approved rate increase. The rate increase was needed to recover increased costs and lost customer revenues, as well as a return on invested capital in rate base of \$219.0 million, based on a return on equity of 9.75%.

#### ***Tidewater Rate Matters***

Effective January 1, 2018, Tidewater increased its DEPSC-approved Distribution System Improvement Charge rate, which is expected to generate revenues of approximately \$0.4 million annually.

#### ***Pinelands Rate Matters***

In April 2016, the NJBPU approved \$0.2 million and \$0.1 million of increases, respectively, in Pinelands Water and Pinelands Wastewater's annual base rates, effective May 7, 2016. The rate increases were necessitated by capital infrastructure investments by the companies, increased operations and maintenance costs and lower non-fixed fee revenues. The Pinelands Water base water rate increase was phased-in between 2016 and 2017.

#### ***Southern Shores Rate Matters***

Under the terms of a multi-year DEPSC-approved agreement expiring in 2020, customer rates will increase on January 1<sup>st</sup> of each year to generate additional annual revenue of \$0.1 million with each increase.

#### ***Twin Lakes Rate Matters***

In June 2016, the PAPUC approved a \$0.1 million increase in Twin Lakes' base water rates. The rate increase was necessitated by capital infrastructure investments Twin Lakes has made, or committed to make, and increased operations and maintenance costs. The rate increase will be phased in with the final phase implemented subsequent to specific capital investments being placed in service.

#### ***Future Rate Filings***

Management monitors the need for rate relief for our regulated subsidiaries on an ongoing basis. When capital improvements (both made and planned) and/or increases in operation and maintenance costs require rate relief, base rate increase requests are expeditiously filed with those subsidiaries' Utility Commissions.

#### ***Water and Wastewater Quality and Environmental Regulations***

Government environmental regulatory agencies regulate our operations in New Jersey, Delaware and Pennsylvania with respect to water supply, treatment and distribution systems and the quality of the water. They also regulate our operations with respect to wastewater collection, treatment and disposal.

Regulations relating to water quality require us to perform tests to ensure our water meets state and federal quality requirements. In addition, government environmental regulatory agencies continuously review current regulations governing the limits of certain organic compounds found in the water as byproducts of the treatment process. We participate in industry-related research to identify the various types of technology that might reduce the level of organic, inorganic and synthetic compounds found in water. The cost to water utilities to comply with the proposed water quality standards depends in part on the limits set in the regulations and on the method selected to treat the water to the required standards. We regularly test our water to determine compliance with existing required government environmental regulatory agencies' water quality standards.

Treatment of groundwater in our Middlesex System is by chlorination for primary disinfection purposes. In addition, at certain locations, air stripping is used for removal of volatile organic compounds.

Surface water treatment in our Middlesex System is by conventional treatment; coagulation, sedimentation and filtration. The treatment process includes pH adjustment, chlorination for disinfection, and corrosion control for the distribution system.

Treatment of groundwater in our Tidewater System is by chlorination for disinfection purposes and, in some cases, pH correction and filtration for nitrate and iron removal and granular activated carbon filtration for organics removal. Chloramination is used for final disinfection at Southern Shores.

Treatment of groundwater in the Pinelands Water, Bayview and Twin Lakes Systems (primary disinfection only) is performed at individual well sites.

Treatment of wastewater in the Pinelands Wastewater and TESI Systems includes rotating biological contactors. Membrane bioreactors, sequential batch reactors and lagoon treatment coupled with spray irrigation are also utilized in the TESI System.

The NJDEP, DEDPH and PADEP monitor our activities and review the results of water quality tests that are performed for adherence to applicable regulations. Other applicable regulations include the Federal Lead and Copper Rule, the Federal Surface Water Treatment Rule and the Federal Total Coliform Rule and regulations for maximum contaminant levels established for various volatile organic compounds.

### Seasonality

Customer demand for our water during the warmer months is generally greater than other times of the year due primarily to additional consumption of water in connection with irrigation systems, swimming pools, cooling systems and other outside water use. Throughout the year, and particularly during typically warmer months, demand may vary with temperature and rainfall timing and overall levels. In the event that temperatures during the typically warmer months are cooler than normal, or if there is more rainfall than normal, the customer demand for our water may decrease and therefore, adversely affect our revenues.

### Management

This table lists information concerning our executive management team:

<u>Name</u>	<u>Age</u>	<u>Principal Position(s)</u>
Dennis W. Doll	59	President, Chief Executive Officer and Chairman of the Board of Directors
A. Bruce O'Connor	59	Vice President, Treasurer and Chief Financial Officer
Richard M. Risoldi	61	Vice President-Operations and Chief Operating Officer
Jay L. Kooper	45	Vice President-General Counsel and Secretary
Bernadette M. Sohler	57	Vice President-Corporate Affairs
Lorrie B. Ginegaw	42	Vice President-Human Resources
Gerard L. Esposito	66	President, Tidewater Utilities, Inc.

*Dennis W. Doll* – Mr. Doll joined the Company in 2004 as Executive Vice President and was named President and Chief Executive Officer and a Director of Middlesex effective January 1, 2006. In May 2010, he was elected Chairman of the Board. He is also Chairman for all subsidiaries of Middlesex. Prior to joining the Company, Mr. Doll had been employed in various executive leadership roles in the regulated water utility business since 1985. Mr. Doll also serves as a volunteer Director on selected non-profit utility industry-related Boards including the New Jersey Utilities Association (Past Chairman), The Water Research Foundation (presently Co-Vice Chairman), the National Association of Water Companies (Past President) and Court Appointed Special Advocates (CASA) of Middlesex County. Mr. Doll further serves as a Director of Hammer Fiber Optics Holdings Corp. (OTCQB: HMMR); an alternative telecommunications carrier providing high capacity broadband service through a wireless access network.



*A. Bruce O'Connor* – Mr. O'Connor, a Certified Public Accountant, joined the Company in 1990 and was named Vice President and Chief Financial Officer in 1996 and Treasurer in 2014. He is Treasurer and a Director of Tidewater, USA, White Marsh and TESI. He is Vice President, Treasurer and a Director of Pinelands Water, USA-PA, Pinelands Wastewater and Twin Lakes.

*Richard M. Risoldi* – Mr. Risoldi joined the Company in 1989 as Director of Production. He was appointed Assistant Vice President of Operations in 2003. He was named Vice President-Subsidiary Operations in May 2004. In January 2010, he was named Vice President – Operations and Chief Operating Officer. He is a Director of Tidewater, White Marsh and TESI. He also serves as a Director and President of Pinelands Water, USA, USA-PA, Pinelands Wastewater and Twin Lakes.

*Jay L. Kooper* – Mr. Kooper joined the Company in March 2014 as Vice President and General Counsel and serves as Secretary for the Company and all subsidiaries. Prior to joining the Company, Mr. Kooper held various positions in private and public entities as well as in private law practice, representing electric, gas, water, wastewater, telephone and cable companies as well as municipalities and private clients before 17 state public utility commissions and legislatures, federal agencies and federal and state appellate courts. Mr. Kooper serves as a volunteer director on selected non-profit Boards in New Jersey, is the Chair of the National Association of Water Companies' New Jersey Chapter, and currently serves as the Chair of the New Jersey State Bar Association's Public Utility Law Section.

*Bernadette M. Sohler* – Ms. Sohler joined the Company in 1994, was named Director of Communications in 2003 and promoted to Vice President-Corporate Affairs in March 2007. She also serves as Vice President of USA. Prior to joining the Company, Ms. Sohler held marketing and public relations management positions in the financial services industry. Ms. Sohler serves as a volunteer director on area Chambers of Commerce and several non-profit Boards, is the Chair of the New Jersey Utilities Association's Communications Committee and is a member of the American Water Works Association and the National Investor Relations Institute.

*Lorrie B. Ginegaw* – Ms. Ginegaw joined Tidewater in 2004. In September 2005, Ms. Ginegaw was promoted to Human Resources Manager. In May 2007, Ms. Ginegaw was promoted to Director of Human Resources for Middlesex. In March 2012, Ms. Ginegaw was named Vice President-Human Resources. Prior to joining the Company, Ms. Ginegaw worked in various human resources positions in the healthcare and transportation/logistics industries. She is a member of the New Jersey Utilities Association's Human Resources Committee.

*Gerard L. Esposito* – Mr. Esposito joined Tidewater in 1998 as Executive Vice President. He was named President of Tidewater and White Marsh in 2003 and President of TESI in January 2005. Prior to joining the Company he worked in various executive positions for Delaware environmental protection and water quality governmental agencies. He is a Director of Tidewater, White Marsh and TESI. Mr. Esposito is a volunteer Director on selected Delaware non-profit, government, and professional Boards, including the Delaware Solid Waste Authority, which he chairs, Port of Wilmington, Delaware Workforce Investment Board, and the University of Delaware Sea Grant Advisory Council, which he chairs.

#### **ITEM 1A. RISK FACTORS.**

**Our revenue and earnings depend on the rates we charge our customers. We cannot raise utility rates in our regulated businesses without filing a petition with the appropriate Utility Commissions. If these agencies modify, delay, or deny our petition, our revenues will not increase and our earnings will decline unless we are able to reduce costs.**

The NJBPU regulates our public utility companies in New Jersey with respect to rates and charges for service, classification of accounts, awards of new service territory, acquisitions, financings and other matters. That means, for example, that we cannot raise the utility rates we charge to our customers without first filing a petition with the NJBPU and going through a lengthy administrative process. In much the same way, the DEPSC and the

PAPUC regulate our public utility companies in Delaware and Pennsylvania, respectively. We cannot give assurance of when we will request approval for any such matter, nor can we predict whether these Utility Commissions will approve, deny or reduce the amount of such requests.

Certain costs of doing business are not completely within our control. The failure to obtain any rate increase would prevent us from increasing our revenues and, unless we are able to reduce costs, would result in reduced earnings.

**General economic conditions may materially and adversely affect our financial condition and results of operations.**

Adverse economic conditions could negatively impact our customers' water usage demands, particularly the level of water usage demand by our commercial and industrial customers in our Middlesex System. If water demand by our commercial and industrial customers in our Middlesex System were negatively impacted, our financial condition and results of operations could continue to be negatively impacted.

**We are subject to environmental laws and regulations, including water quality and wastewater effluent quality regulations, as well as other state and local regulations. Compliance with those laws and regulations requires us to incur costs and we are subject to fines or other sanctions for non-compliance.**

Government environmental regulatory agencies regulate our operations in New Jersey, Delaware and Pennsylvania with respect to water supply, treatment and distribution systems and the quality of water. Government environmental regulatory agencies also regulate our operations in New Jersey and Delaware with respect to wastewater collection, treatment and disposal.

Government environmental regulatory agencies' regulations relating to water quality require us to perform expanded types of testing to ensure that our water meets state and federal water quality requirements. We are subject to EPA regulations under the Federal Safe Drinking Water Act, which include the Lead and Copper Rule, the maximum contaminant levels established for various volatile organic compounds, the Federal Surface Water Treatment Rule and the Total Coliform Rule. There are also similar NJDEP regulations for our New Jersey water systems. The NJDEP, DEDPH and PADEP monitor our activities and review the results of water quality tests that we perform for adherence to applicable regulations. In addition, Government Environmental Regulatory Agencies are continually reviewing regulations governing the limits of certain organic compounds found in the water as byproducts of treatment.

We are also subject to regulations related to fire protection services in New Jersey and Delaware. In New Jersey there is no state-wide fire protection regulatory agency. However, New Jersey regulations exist as to the size of piping required regarding the provision of fire protection services. In Delaware, fire protection is regulated statewide by the Office of State Fire Marshal.

The cost of compliance with the water and wastewater effluent quality standards depends in part on the limits set in the regulations and on the method selected to implement them. If new or more restrictive standards are imposed, the cost of compliance could be very high and have an adverse impact on our revenues and results of operations if we cannot recover those costs through our rates that we charge our customers. The cost of compliance with fire protection requirements could also be high and make us less profitable if we cannot recover those costs through our rates charged to our customers.

In addition, if we fail to comply with environmental or other laws and regulations to which our business is subject, we could be fined or subject to other sanctions, which could adversely impact our business or results of operations.

**We depend upon our ability to raise money in the capital markets to finance some of the costs of complying with laws and regulations, including environmental laws and regulations or to pay for some of the costs of improvements to or the expansion of our utility system assets. Our regulated utility companies cannot issue debt or equity securities without regulatory approval.**

We require financing to fund the ongoing capital program for the improvement in our utility system assets and for planned expansion of those systems. We expect to spend approximately \$267 million for capital projects through 2020. We must obtain approval from our economic regulators to sell debt or equity securities to raise money for these projects. If sufficient capital is not available, or the cost of capital is too high, or if the regulatory authorities deny a petition of ours to sell debt or equity securities, we may not be able to meet the costs of complying with environmental laws and regulations or the costs of improving and expanding our utility system assets to the level we believe operationally prudent. This may result in the imposition of fines from environmental regulators or restrictions on our operations which could curtail our ability to upgrade or replace utility system assets.

**We rely on our information technology systems to help manage our operations.**

Our information technology systems require periodic modifications, upgrades and or replacement which subject us to costs and risks including potential disruption of our internal control structure, substantial capital expenditures, additional administration and operating expenses, retention of sufficiently skilled personnel to implement and operate existing or new systems, and other risks and costs of delays or difficulties in transitioning to new systems or of integrating new systems into our current systems. In addition, challenges implementing new technology systems may cause disruptions in our business operations and have an adverse effect on our business operations, if not anticipated and appropriately mitigated.

We rely on our computer, information and communications technology systems in connection with the operation of our business, especially with respect to customer service and billing, accounting and, in some cases, the monitoring and operation of our operating facilities. Our computer and communications systems and operations could be damaged or interrupted by natural disasters, power loss and internet, telecommunications or data network failures or acts of war or terrorism or similar events or disruptions. Any of these or other events could cause service interruption, delays and loss of critical data or, impede aspects of operations and therefore, adversely affect our financial results.

Cyber-attacks on entities around the world have caused operational failures and/or compromised corporate and personal data. Such attacks could result in the loss, or compromise, of customer, financial or operational data, disruption of billing, collections or normal field service activities, disruption of electronic monitoring and control of operational systems and delays in financial reporting and other management functions. Possible impacts associated with a cyber-incident may include remediation costs related to lost, stolen, or compromised data, repairs to data processing systems, increased cyber security protection costs, adverse effects on our compliance with regulatory and environmental laws and regulation, including standards for drinking water, litigation and reputational damage.

**Weather conditions and overuse of underground aquifers may interfere with our sources of water, demand for water services and our ability to supply water to customers.**

Our ability to meet current and future water demands of our customers depends on the availability of an adequate supply of water. Unexpected conditions may interfere with our water supply sources. Drought and overuse of underground aquifers may limit the availability of ground and/or surface water. Freezing weather may also contribute to water transmission interruptions caused by water main breakage. Any interruption in our water supply could cause a reduction in our revenue and profitability. These factors may adversely affect our ability to supply water in sufficient quantities to our customers. Governmental drought restrictions may result in decreased customer demand for water services and can adversely affect our revenue and earnings.

**Our business is subject to seasonal fluctuations, which could affect demand for our water service and our revenues.**

Demand for our water during the warmer months is generally greater than during cooler months due primarily to additional consumption of water in connection with irrigation systems, swimming pools, cooling systems and other outdoor water use. Throughout the year, and particularly during typically warmer months, demand may vary with temperature and rainfall levels. In the event that temperatures during the typically warmer months are cooler than normal, or if there is more rainfall than normal, the demand for our water may decrease and adversely affect our revenues.

**Our water sources or water service provided to customers may become contaminated by naturally-occurring or man-made compounds and events. This may cause disruption in services and impose operational and regulatory enforcement costs upon us to restore the water to required levels of quality as well as may damage our reputation and cause private litigation claims against us.**

Our sources of water or water in our distribution systems may become contaminated by naturally-occurring or man-made compounds or other events. In the event that any portion of our water supply sources or water distribution systems is contaminated, we may need to interrupt service to our customers until we are able to remediate the contamination or substitute the flow of water from an uncontaminated water source through existing interconnections with other water purveyors or through our transmission and distribution systems, where possible. We may also incur significant costs in treating any contaminated water, or remediating the effects on our treatment and distribution systems, through the use of our current treatment facilities, or development of new treatment methods. Our inability to substitute water supply from an uncontaminated water source, or to adequately treat the contaminated water supply in a cost-effective manner, may reduce our revenues and make us less profitable.

We may be unable to recover costs associated with treating or decontaminating water supplies through rates, or recovery of these costs may not occur in a timely manner. In addition, we could be subject to claims for damages arising from government enforcement actions or other lawsuits arising out of interruption of service or human exposure to hazardous substances in our drinking water and water supplies. Such costs could adversely affect our financial results.

Contamination of the water supply or the water service provided to our customers could result in substantial injury or damage to our customers, employees or others and we could be exposed to substantial claims and litigation, which are inherently subject to uncertainties and are potentially subject unfavorable rulings. Negative impacts to our profitability and our reputation may occur even if we are not responsible for the contamination or the consequences arising out of human exposure to contamination or hazardous substances in the water or water supplies. Pending or future claims against us could have a material adverse impact on our business, financial condition, results of operations and cash flows.

**We face competition from other water and wastewater utilities and service providers which might hinder our growth and reduce our profitability.**

We face risks of competition from other utilities or other entities authorized by federal, state or local agencies to provide utility services. Once a state utility regulator grants a franchise to a utility to serve a specific territory, that utility effectively has an exclusive right to service that territory. Although a new franchise offers some protection against competitors, the pursuit of franchises is often competitive, particularly in Delaware, where new franchises may be awarded to utilities based upon competitive negotiation. Competing entities have challenged, and may challenge in the future, our applications for new franchises. Also, third parties entering into long-term agreements to operate municipal utility systems may adversely affect our long-term agreements to supply water or wastewater services on a contract basis to municipalities, which could adversely affect our financial results.



**We have short-term and long-term contractual obligations for water, wastewater and storm water system operation and maintenance under which we may incur costs in excess of payments received.**

USA-PA operates and maintains the water and wastewater systems of Perth Amboy under a 20-year contract expiring on December 31, 2018. USA operates and maintains the water, wastewater and storm water systems of Avalon under a 10-year contract expiring in 2022. These contracts do not protect us against incurring costs in excess of revenues we earn pursuant to the contracts. There can be no absolute assurance that we will not experience losses resulting from these contracts. Losses under these contracts, or our failure or inability to perform or renew such agreements, may have a material adverse effect on our financial condition and results of operations.

**We serve as guarantor of performance of an unaffiliated company under a contract to operate a leachate pretreatment facility at the Monmouth County Reclamation Center in Tinton Falls, New Jersey.**

Middlesex entered into agreements, expiring in 2028, with Applied Water Management, Inc. (AWM), Natural Systems Utilities, LLC, (NSU) the parent company of AWM, and the County of Monmouth, New Jersey (County) for the operation of a leachate pretreatment facility at the Monmouth County Reclamation Center in Tinton Falls, New Jersey. Under the terms of the agreement, AWM operates the County-owned landfill leachate pretreatment facility. Middlesex is the guarantor of AWM's performance under the agreement (the Guaranty), for which Middlesex earns a fee, in addition to providing operational support if necessary. If asked to perform under the Guaranty, Middlesex could be required to fulfill the remaining operational commitments of AWM. There can be no absolute assurance that we will not experience losses if asked to perform under the Guaranty. Losses from performance under this Guaranty, or our failure or inability to perform, may have a material adverse effect on our financial condition and results of operations. NSU and AWM have indemnified Middlesex for any costs Middlesex may incur in connection with its Guaranty to the County.

**Capital market conditions and key assumptions may adversely impact the value of our postretirement benefit plan assets and liabilities.**

Market factors can adversely affect the rate of return on assets held in trusts to satisfy our future postretirement benefit obligations as well negatively affect interest rates, which impacts the discount rates used in the determination of our postretirement benefit actuarial valuations. In addition, changes in demographics, such as increases in life expectancy assumptions, can increase future postretirement benefit obligations. Any negative impact to these factors, either individually or a combination thereof, may have a material adverse effect on our financial condition and results of operations.

**An element of our growth strategy is the acquisition of water and wastewater assets, operations, contracts or companies. Any pending or future acquisitions we decide to undertake will involve risks.**

The acquisition and/or operation of water and wastewater systems is an element of our growth strategy. This strategy depends on identifying suitable opportunities and reaching mutually agreeable terms with acquisition candidates or contract partners. Further, acquisitions may result in dilution of our equity securities, incurrence of debt and contingent liabilities, fluctuations in quarterly results and other related expenses. In addition, the assets, operations, contracts or companies we acquire may not achieve the revenues and profitability expected.

**The current concentration of our business in central New Jersey and Delaware makes us susceptible to adverse development in local regulatory, economic, demographic, competitive and weather conditions.**

Our New Jersey water and wastewater businesses provide services to customers who are located primarily in eastern Middlesex County, New Jersey. Water service is provided under wholesale contracts to the Townships of Edison, East Brunswick and Marlboro, the Borough of Highland Park, the Old Bridge Municipal Utilities Authority, and the City of Rahway in Union County, New Jersey. We also provide water and wastewater services to customers in the State of Delaware. Our revenues and operating results are therefore subject to local

regulatory, economic, demographic, competitive and weather conditions in a relatively concentrated geographic area. A change in any of these conditions could make it more costly for us to conduct our business.

**The necessity for ongoing security has resulted, and may continue to result, in increased operating costs.**

Because of physical and operational threats to the health and security of the United States of America, we employ procedures to review and modify, as necessary, physical and other security measures at our facilities. We provide ongoing training and communications to our employees about threats to our water supply, our assets and related systems and our employees' personal safety. We have incurred, and will continue to incur, costs for security measures to protect against such risks.

**Our ability to achieve organic customer growth in our market area is dependent on the residential building market. New housing starts are one element that impacts our rate of growth and therefore, may not meet our expectations.**

We expect our revenues to increase from customer growth for our regulated water and wastewater operations as a result of anticipated construction and sale of new housing units. If housing starts decline, or do not increase as we have projected, as a result of economic conditions or otherwise, the timing and extent of our organic revenue growth may not meet our expectations, our deferred project costs may not produce revenue-generating projects in the timeframes anticipated and our financial results could be negatively impacted.

**There can be no assurance we will continue to pay dividends in the future or, if dividends are paid, that they will be in amounts similar to past dividends.**

We have paid dividends on our common stock each year since 1912 and have increased the amount of dividends paid each year since 1973. Our earnings, financial condition, capital requirements, applicable regulations and other factors, including the timeliness and adequacy of rate increases, will determine both our ability to pay dividends and the amount of those dividends. There can be no assurance that we will continue to pay dividends in the future or, if dividends are paid, that they will be in amounts similar to past dividends.

**If we are unable to pay the principal and interest on our indebtedness as it comes due or we default under certain other provisions of our loan documents, our indebtedness could be accelerated and our results of operations and financial condition could be adversely affected.**

Our ability to pay the principal and interest on our indebtedness as it comes due will depend upon our current and future performance. Our performance is affected by many factors, some of which are beyond our control.

We believe cash generated from operations and, if necessary, borrowings under existing credit facilities, will be sufficient to enable us to make our debt payments as they become due. If, however, we do not generate sufficient cash, we may be required to refinance our obligations or sell additional equity, which may be on terms that are less favorable than we desire.

No assurance can be given that any refinancing or sale of equity will be possible when needed, or that we will be able to negotiate acceptable terms. In addition, our failure to comply with certain provisions contained in our trust indentures and loan agreements relating to our outstanding indebtedness could lead to a default under these documents, which could result in an acceleration of our indebtedness.

**We depend significantly on the technical and management services of our senior management team, and the departure of any of those persons could cause our operating results to temporarily be short of our expectations.**

Our success depends significantly on the continued individual and collective contributions of our senior management team. If we lose the services of any member of our senior management, or are unable to attract and retain qualified senior management personnel, our operating results could be negatively impacted.

**We are subject to anti-takeover measures that may be used to discourage, delay or prevent changes of control that might benefit non-management shareholders.**

Subsection 10A of the New Jersey Business Corporation Act, known as the New Jersey Shareholders Protection Act, applies to us. The Shareholders Protection Act deters merger proposals, tender offers or other attempts to effect changes in control that are not approved by our Board of Directors. In addition, we have a classified Board of Directors, which means only a portion of the Director population is elected each year. A classified Board can make it more difficult for an acquirer to gain control of the Company by voting its candidates onto the Board of Directors and may also deter merger proposals and tender offers. Our Board of Directors also has the ability, subject to obtaining NJBPU approval, to issue one or more series of preferred stock having such number of shares, designation, preferences, voting rights, limitations and other rights as the Board of Directors may fix. This could be used by the Board of Directors to discourage, delay or prevent an acquisition that the Board of Directors determines is not in the best interest of the common shareholders.

**ITEM 1B. UNRESOLVED STAFF COMMENTS.**

None.

**ITEM 2. PROPERTIES.**

*Utility Plant*

The water utility plant in our systems consists of source of supply, pumping, water treatment, transmission and distribution, general facilities and all appurtenances, including all connecting pipes.

The wastewater utility plant in our systems consist of pumping, treatment, collection mains, general facilities and all appurtenances, including all connecting pipes.

*Middlesex System*

The Middlesex System's principal source of surface supply is the Delaware & Raritan Canal owned by the State of New Jersey and operated as a water resource by the NJWSA.

Water is withdrawn from the Delaware & Raritan Canal at New Brunswick, New Jersey through our intake and pumping station, located on state-owned land bordering the canal. Water is transported through two raw water pipelines for treatment and distribution at our CJO Water Treatment Plant in Edison, New Jersey.

The CJO Water Treatment Plant includes chemical storage and chemical feed equipment, two dual rapid mixing basins, four upflow clarifiers which are also called superpulsators, four underground reinforced chlorine contact tanks, twelve rapid filters containing gravel, sand and anthracite for water treatment and a steel washwater tank. The CJO Water Treatment Plant also includes a computerized Supervisory Control and Data Acquisitions system to monitor and control the CJO Water Treatment Plant and the water supply and distribution system in the Middlesex System. There is an on-site State certified laboratory capable of performing bacteriological, chemical, process control and advanced instrumental chemical sampling and analysis. The firm design capacity of the CJO Water Treatment Plant is 55 mgd (60 mgd maximum capacity). The five electric motor-driven, vertical turbine pumps presently installed have an aggregate capacity of 85 mgd.

In addition, there is a 15 mgd auxiliary pumping station located at the CJO Water Treatment Plant location. It has a dedicated substation and emergency power supply provided by a diesel-driven generator. It pumps from the 10 million gallon distribution storage reservoir directly into the distribution system.

The transmission and distribution system is comprised of 741 miles of mains and includes 23,200 feet of 48-inch concrete transmission main connecting the CJO Water Treatment Plant to our distribution pipe network and related storage facilities. Also included is a 58,600 foot transmission main and a 38,800 foot transmission main, augmented with a long-term, non-exclusive agreement with the East Brunswick system to transport water to several of our contract customers.

The Middlesex System's storage facilities consist of a 10 million gallon reservoir at the CJO Water Treatment Plant, 5 million gallon and 2 million gallon reservoirs in Edison (Grandview) and a 2 million gallon reservoir at the Park Avenue Well Field.

In New Jersey, we own the properties on which the Middlesex System's 31 wells are located, the properties on which our storage tanks are located as well as the property where the CJO Water Treatment Plant is located. We also own our headquarters complex located at 1500 Ronson Road, Iselin, New Jersey, consisting of a 27,000 square foot office building and an adjacent 16,500 square foot maintenance facility.

### ***Tidewater System***

The Tidewater System is comprised of 84 production plants that vary in pumping capacity from 46,000 gallons per day to 4.4 mgd. Water is transported to our customers through 745 miles of transmission and distribution mains. Storage facilities include 46 tanks, with an aggregate capacity of 7.7 million gallons. The Delaware office property, located on an eleven-acre parcel owned by White Marsh, consists of two office buildings totaling approximately 17,000 square feet. In addition, Tidewater maintains a field operations center servicing its largest service territory area in Sussex County, Delaware. The operations center is located on a 2.9 acre parcel owned by White Marsh, and consists of two buildings totaling approximately 8,400 square feet.

### ***Pinelands Water System***

Pinelands Water owns well site and storage properties in Southampton Township, New Jersey. The Pinelands Water storage facility is a 1.3 million gallon standpipe. Water is transported to our customers through 18 miles of transmission and distribution mains.

### ***Pinelands Wastewater System***

Pinelands Wastewater owns a 12 acre site on which its 0.5 million gallons per day capacity tertiary treatment plant and connecting pipes are located. Its wastewater collection system is comprised of approximately 24 miles of sewer lines.

### ***Bayview System***

Bayview owns two well sites, which are located in Downe Township, Cumberland County, New Jersey. Water is transported to its customers through our 4.2 mile distribution system.

### ***TESI System***

The TESI System is comprised of seven wastewater treatment systems in Southern Delaware. The treatment plants provide clarification, sedimentation, and disinfection. The combined total capacity of the plants is 0.7 mgd. TESI's wastewater collection system is comprised of approximately 42.3 miles of sewer lines.

### ***Twin Lakes System***

Twin Lakes owns one operational well site, which is located in the Township of Shohola, Pike County, Pennsylvania. Water is transported to our customers through 3.7 miles of distribution mains.

### ***USA-PA, USA and White Marsh***

Our non-regulated subsidiaries, namely USA-PA, USA and White Marsh, do not own utility plant property.

## **ITEM 3. LEGAL PROCEEDINGS.**

The Company is a defendant in lawsuits in the normal course of business. We believe the resolution of pending claims and legal proceedings will not have a material adverse effect on the Company's consolidated financial statements.



**ITEM 4. MINE SAFETY DISCLOSURES.**

Not applicable.

**PART II****ITEM 5. MARKET FOR THE REGISTRANT'S COMMON EQUITY, RELATED STOCKHOLDER MATTERS AND ISSUER PURCHASES OF EQUITY SECURITIES.**

The Company's common stock is traded on the NASDAQ Stock Market, LLC, under the symbol MSEX. The following table shows the range of high and low share prices per share for the common stock and the dividend paid to shareholders in such quarter. As of December 31, 2017, there were 1,655 holders of record.

<u>2017</u>	<u>High</u>	<u>Low</u>	<u>Dividend</u>
Fourth Quarter	\$46.74	\$39.10	\$0.2238
Third Quarter	\$40.87	\$36.99	\$0.2113
Second Quarter	\$41.50	\$32.23	\$0.2113
First Quarter	\$42.80	\$34.55	\$0.2113
<u>2016</u>	<u>High</u>	<u>Low</u>	<u>Dividend</u>
Fourth Quarter	\$44.48	\$32.82	\$0.2113
Third Quarter	\$43.99	\$32.51	\$0.1988
Second Quarter	\$44.11	\$30.50	\$0.1988
First Quarter	\$32.10	\$25.00	\$0.1988

The Company has paid dividends on its common stock each year since 1912. The payment of future dividends is contingent upon the future earnings of the Company, its financial condition and other factors deemed relevant by the Board of Directors at its discretion.

If four or more quarterly dividends are in arrears, the preferred shareholders, as a class, are entitled to elect two members to the Board of Directors in addition to Directors elected by holders of the common stock. In the event dividends on the preferred stock are in arrears, no dividends may be declared or paid on the common stock of the Company.

The Company periodically issues shares of common stock in connection with its Middlesex Water Company Investment Plan (the Investment Plan), a direct share purchase and sale and dividend reinvestment plan for the Company's common stock. In July 2015, the Company registered an additional 700,000 common shares for potential issuance under the Investment Plan with the SEC, increasing the number of NJBPU-authorized shares to 3.0 million. The Company raised approximately \$1.2 million through the issuance of 31,693 shares under the Investment Plan during 2017.

The Company maintains a stock compensation plan for certain management employees (the 2008 Restricted Stock Plan). The Company maintains an escrow account for 0.1 million awarded shares of the Company's common stock for the 2008 Restricted Stock Plan. Shares issued in connection with the 2008 Restricted Stock Plan are subject to forfeiture by the employee in the event of termination of employment within five years of the award other than as a result of normal retirement, death, disability or change in control. The maximum number of shares authorized for grant under the 2008 Restricted Stock Plan is 0.3 million shares and less than 50,000 shares remain available for future awards under the 2008 Restricted Stock Plan. The 2008 Restricted Stock Plan terminates on March 31, 2018.

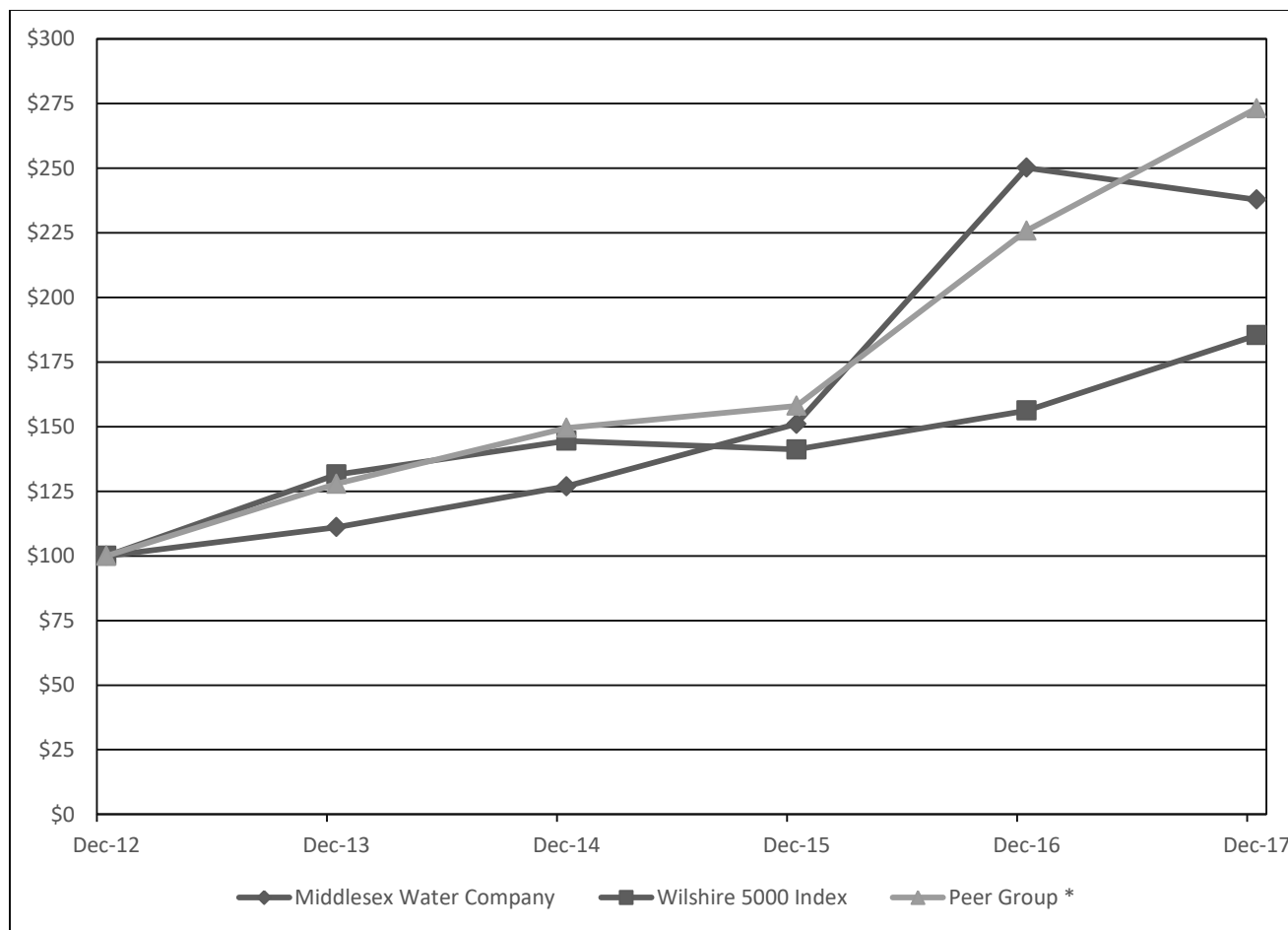
The Company maintains a stock compensation plan for its outside directors (the Outside Director Stock Compensation Plan). In 2017, 3,976 shares of the Company's common stock were granted and issued to the

Company’s outside directors under the Outside Director Stock Compensation Plan. The maximum number of shares authorized for grant under the Outside Director Stock Compensation Plan is 100,000. Of this total, 64,168 shares remain available for future grants under the Outside Director Stock Compensation Plan.

Set forth below is a line graph comparing the yearly change in the cumulative total return (which includes reinvestment of dividends) of a \$100 investment for the Company’s common stock, a peer group of investor-owned water utilities, and the Dow Jones Wilshire 5000 Stock Index for the period of five years commencing December 31, 2012. The Dow Jones Wilshire 5000 Stock Index measures the performance of all U.S. headquartered equity securities with readily available price data.

**COMPARISON OF 5 YEAR CUMULATIVE TOTAL RETURN**

Among Middlesex Water Company, the Dow Jones Wilshire 5000 Stock Index and a Peer Group\*



\* Peer group includes American States Water Company, Artesian Resources Corp., California Water Service Group, Connecticut Water Service, Inc., SJW Corp., York Water Company and Middlesex.

	<b>December 31,</b>					
	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>
Middlesex Water Company	100.00	111.05	126.85	150.99	250.11	237.80
Dow Jones Wilshire 5000 Stock Index	100.00	131.42	144.51	141.17	156.22	185.35
Peer Group	100.00	127.84	149.47	158.04	225.79	273.12

## ITEM 6. SELECTED FINANCIAL DATA.

### CONSOLIDATED SELECTED FINANCIAL DATA

(Thousands Except per Share Data)

	2017	2016	2015	2014	2013
Operating Revenues	\$ 130,775	\$ 132,906	\$ 126,025	\$ 117,139	\$ 114,846
Operating Expenses:					
Operations and Maintenance	64,668	65,534	65,167	59,129	60,748
Depreciation	13,922	12,796	12,051	11,444	10,988
Other Taxes	13,565	13,944	12,967	12,174	12,140
Total Operating Expenses	92,155	92,274	90,185	82,747	83,876
Operating Income	38,620	40,632	35,840	34,392	30,970
Other Income (Expense), Net	795	(862)	293	(403)	91
Interest Charges	5,506	5,293	5,554	5,607	5,807
Income Taxes	11,100	11,735	10,551	9,937	8,621
Net Income	22,809	22,742	20,028	18,445	16,633
Preferred Stock Dividend	144	144	144	151	190
Earnings Applicable to Common Stock	\$ 22,665	\$ 22,598	\$ 19,884	\$ 18,294	\$ 16,443
Earnings per Share:					
Basic	\$ 1.39	\$ 1.39	\$ 1.23	\$ 1.14	\$ 1.04
Diluted	\$ 1.38	\$ 1.38	\$ 1.22	\$ 1.13	\$ 1.03
Average Shares Outstanding:					
Basic	16,330	16,270	16,175	16,052	15,868
Diluted	16,486	16,426	16,331	16,226	16,110
Dividends Declared and Paid	\$ 0.858	\$ 0.808	\$ 0.776	\$ 0.763	\$ 0.753
Total Assets	\$ 661,140	\$ 620,161	\$ 581,383	\$ 572,298	\$ 526,815
Convertible Preferred Stock	\$ 1,354	\$ 1,356	\$ 1,356	\$ 1,356	\$ 1,806
Long-term Debt	\$ 139,045	\$ 134,538	\$ 132,908	\$ 132,565	\$ 126,272

## ITEM 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATION.

The following discussion of the Company's historical results of operations and financial condition should be read in conjunction with the Company's consolidated financial statements and related notes.

### Management's Overview

#### Operations

Middlesex Water Company (Middlesex) has operated as a water utility in New Jersey since 1897, in Delaware through our wholly-owned subsidiary, Tidewater Utilities, Inc. (Tidewater), since 1992 and in Pennsylvania through our wholly-owned subsidiary, Twin Lakes Utilities, Inc. (Twin Lakes), since 2009. We are in the business of collecting, treating and distributing water for domestic, commercial, municipal, industrial and fire protection purposes. We also operate two New Jersey municipal water and wastewater systems under contract and provide regulated wastewater services in New Jersey and Delaware through our subsidiaries. We are regulated as to rates charged to customers for water and wastewater services, as to the quality of water service we provide and as to certain other matters in New Jersey, Delaware and Pennsylvania. Only our Utility Service Affiliates, Inc. (USA), Utility Service Affiliates (Perth Amboy), Inc. (USA-PA) and White Marsh Environmental Services, Inc. (White Marsh) subsidiaries are not regulated utilities.

Our New Jersey water utility system (the Middlesex System) provides water services to approximately 61,000 retail customers, primarily in central New Jersey. The Middlesex System also provides water service under contract to municipalities in central New Jersey with a total population of approximately 219,000. In partnership with our subsidiary, USA-PA, we operate the water supply system and wastewater system for the City of Perth Amboy, New Jersey (Perth Amboy). Our Bayview subsidiary provides water services in Downe Township, New Jersey. Our other New Jersey subsidiaries, Pinelands Water Company (Pinelands Water) and Pinelands Wastewater Company (Pinelands Wastewater) (collectively, Pinelands), provide water and wastewater services to approximately 2,500 customers in Southampton Township, New Jersey.

USA operates the Borough of Avalon, New Jersey's (Avalon) water utility, sewer utility and storm water system under a ten-year operations and maintenance contract expiring in 2022. In addition to performing day to day operations, USA is responsible for billing, collections, customer service, emergency responses and management of capital projects funded by Avalon. Under a marketing agreement with HomeServe USA (HomeServe), USA offers residential customers in New Jersey and Delaware a menu of water and wastewater related home maintenance programs. HomeServe is a leading national provider of such home maintenance service programs. USA receives a service fee for the billing, cash collection and other administrative matters associated with HomeServe's service contracts. The agreement expires in 2021. USA also provides unregulated water and wastewater services under contract with several New Jersey municipalities.

Our Delaware subsidiaries, Tidewater and Southern Shores Water Company, LLC (Southern Shores), provide water services to approximately 45,000 retail customers in New Castle, Kent and Sussex Counties, Delaware. Tidewater's subsidiary, White Marsh, services approximately 4,000 customers in Kent and Sussex Counties through various operations and maintenance contracts.

Our Tidewater Environmental Services, Inc. (TESI) subsidiary provides wastewater services to approximately 3,500 residential retail customers in Sussex Counties, Delaware.

Our Pennsylvania subsidiary, Twin Lakes, provides water services to approximately 120 retail customers in the Township of Shohola, Pike County, Pennsylvania.

### ***Recent Developments***

**Capital Construction Program** - The Company's multi-year capital construction program encompasses numerous projects designed to upgrade and replace utility infrastructure as well as enhance the integrity and reliability of assets to better serve the current and future generations of water and wastewater customers. The Company plans to invest approximately \$94 million in 2018 in connection with this plan for projects that include, but are not limited to;

- Construction of a 4.6 mile water transmission pipeline to provide critical resiliency and redundancy to the Company's water transmission system in New Jersey;
- Replacement of five miles of water mains including service lines, valves, fire hydrants and meters in Woodbridge Township, New Jersey;
- Enhanced treatment process at the Company's largest water plant in Edison, New Jersey, to mitigate the formation of disinfection by-products that can develop during treatment;
- Additional elevated storage tanks to supplement water supply during emergencies and peak usage periods;
- Upgrades to water interconnections with neighboring utilities for greater resiliency and emergency response capability;
- Relocation of water meters from inside customers' premises to exterior meter pits to allow quicker access by crews in emergencies, enhanced customer safety and convenience and reduced unmetered water; and
- Additional standby emergency power generation.

**Middlesex Base Water Rate Filing** - In October 2017, Middlesex filed a petition with the New Jersey Board of Public Utilities (the NJBPU) seeking permission to increase base water rates by approximately \$15.3 million per year. The request was necessitated by capital infrastructure investments Middlesex has made, or has committed



to make, to drinking water infrastructure since the last filing in New Jersey in 2015 as well as increased operations and maintenance costs. See “*Rates*” below for further discussion of this base water rate filing.

**The Tax Cuts and Jobs Act of 2017** - On December 22, 2017, the Tax Cuts and Jobs Act of 2017 (the Tax Act) was signed into law making significant changes to the Internal Revenue Code, including a corporate tax rate decrease from 35% to 21% effective for tax years beginning after December 31, 2017. The tariff rates charged to customers in the Company’s regulated companies, which comprise 92% of the Company’s 2017 pre-tax income, include recovery of income taxes at the statutory rate at the time those rates are approved by the respective state public utility commissions that regulate each of our regulated subsidiaries. The Company is currently working to comply with orders issued by the NJBPU and Delaware Public Service Commission (DEPSC) seeking information on the amount of income taxes collected in rates that will not be incurred by the Company and the proposed methodology to adjust rates charged to customers to reflect excess taxes collected and the decreased corporate tax rate.

**Contract Operations** - USA-PA operates Perth Amboy’s water and wastewater collection systems under contract, which expires on December 31, 2018. New Jersey municipalities are required to follow State guidelines for entering into professional services contracts. Perth Amboy has expressed an interest in continuing to have their systems contractually managed by a third party with the February 2018 issuance of a Request for Proposals to interested parties. Responses are due back to Perth Amboy in early April 2018 with the selection process made and a new 10-year contract expected to be executed by June 15, 2018. USA-PA intends to submit a proposal to continue to operate the systems.

### ***Strategy for Growth***

Our strategy for profitable growth is focused on five key areas:

- Timely and adequate recovery of prudent investments in utility plant required to maintain appropriate utility services;
- Operate municipal, commercial and industrial water and wastewater systems under contract;
- Prudent acquisitions of investor- and municipally-owned water and wastewater utilities;
- Invest in, and/or operate under contract, renewable energy and industrial and commercial treatment projects that are complementary to the provision of water and wastewater services and related competencies; and
- Invest in other products, services and opportunities that complement our core water and wastewater competencies.

### ***Rates***

**Middlesex** - In October 2017, Middlesex filed a petition with the NJBPU seeking permission to increase base water rates by approximately \$15.3 million per year. The request was necessitated by capital infrastructure investments Middlesex has made, or has committed to make, to drinking water infrastructure since the last filing in New Jersey in 2015 as well as increased operations and maintenance costs. We cannot predict when and whether the NJBPU will ultimately approve, deny, or reduce the amount of the request. Under New Jersey statute, the NJBPU must render a decision within nine months of filing a petition.

In October 2017, the NJBPU approved Middlesex’s petition to reset its Purchased Water Adjustment Clause (PWAC) tariff rate to recover additional annual costs of \$1.2 million, primarily for the purchase of untreated water from the New Jersey Water Supply Authority. A PWAC is a rate mechanism that allows for the recovery of increased purchased water costs between base rate case filings. The PWAC is reset to zero once those increased costs are included in base rates. The reset PWAC tariff rate became effective on November 1, 2017.

In August 2015, Middlesex implemented a \$5.0 million NJBPU-approved rate increase. The rate increase was needed to recover increased costs and lost customer revenues, as well as a return on invested capital in rate base of \$219.0 million, based on a return on equity of 9.75%.

**Tidewater** - Effective January 1, 2018, Tidewater increased its DEPSC-approved Distribution System Improvement Charge rate, which is expected to generate revenues of approximately \$0.4 million annually.

**Pinelands** - In April 2016, the NJBPU approved \$0.2 million and \$0.1 million of increases, respectively, in Pinelands Water and Pinelands Wastewater's annual base rates, effective May 7, 2016. The rate increases were necessitated by capital infrastructure investments by the companies, increased operations and maintenance costs and lower non-fixed fee revenues. The Pinelands Water base water rate increase was phased-in between 2016 and 2017.

**Southern Shores** - Under the terms of a multi-year DEPSC-approved agreement expiring in 2020, customer rates will increase on January 1<sup>st</sup> of each year to generate additional annual revenue of \$0.1 million with each increase.

**Twin Lakes** - In June 2016, the Pennsylvania Public Utilities Commission approved a \$0.1 million increase in Twin Lakes' base water rates. The rate increase was necessitated by capital infrastructure investments Twin Lakes has made, or committed to make, and increased operations and maintenance costs. The rate increase will be phased in with the final phase implemented subsequent to specific capital investments being placed in service.

### ***Outlook***

Our ability to increase operating income and net income is based significantly on four factors: weather, adequate and timely rate relief, effective cost management, and customer growth (which are evident in comparison discussions in the Results of Operations section below). Weather patterns experienced in 2015 and 2016, which contributed to overall increases in operating revenues, did not reoccur in 2017, and may not reoccur in 2018. Changes in customer water usage habits, as well as increases in capital expenditures and operating costs, are significant factors in determining the timing and extent of rate increase requests. As operating costs are anticipated to increase in 2018 in a variety of categories, we continue to implement plans to further streamline operations and further reduce, and mitigate increases in, operating costs.

Organic residential customer growth for 2018 is expected to be consistent with that experienced in recent years.

The Company has projected to spend approximately \$267 million on its 2018-2020 capital investment program, including approximately \$42 million for the upgrade of Middlesex's main water treatment plant in New Jersey, \$52 million to construct a large-diameter transmission pipeline that will provide a second connection between Middlesex's main water treatment plant and distribution system in New Jersey, \$34 million on our RENEW Program, our ongoing initiative to eliminate unlined mains in the Middlesex System and \$18 million to relocate water meters from inside customers' premises to exterior meter pits .

### **Operating Results by Segment**

The Company has two operating segments, Regulated and Non-Regulated. Our Regulated segment contributed approximately 88%, 89% and 88% of total revenues for the years ended December 31, 2017, 2016 and 2015, respectively and approximately 94%, 98% and 94% of net income for the years ended December 31, 2017, 2016 and 2015, respectively. The discussion of the Company's results of operations is on a consolidated basis, and includes significant factors by subsidiary. The segments in the tables included below are comprised of the following companies: Regulated- Middlesex, Tidewater, Pinelands, Southern Shores, TESI and Twin Lakes; Non-Regulated- USA, USA-PA, and White Marsh.

## Results of Operations for 2017 as Compared to 2016

(In Millions)  
Years Ended December 31,

	<u>2017</u>			<u>2016</u>		
	<u>Regulated</u>	<u>Non-Regulated</u>	<u>Total</u>	<u>Regulated</u>	<u>Non-Regulated</u>	<u>Total</u>
Revenues	\$115.3	\$15.5	\$130.8	\$117.9	\$15.0	\$132.9
Operations and maintenance expenses	52.4	12.3	64.7	53.5	12.0	65.5
Depreciation expense	13.7	0.2	13.9	12.6	0.2	12.8
Other taxes	13.2	0.4	13.6	13.6	0.4	14.0
<b>Operating income</b>	<b>36.0</b>	<b>2.6</b>	<b>38.6</b>	<b>38.2</b>	<b>2.4</b>	<b>40.6</b>
Other income (expense), net	0.7	0.1	0.8	0.4	(1.3)	(0.9)
Interest expense	5.4	0.1	5.5	5.2	0.1	5.3
Income taxes	9.8	1.3	11.1	11.1	0.6	11.7
<b>Net income</b>	<b>\$21.5</b>	<b>\$1.3</b>	<b>\$22.8</b>	<b>\$22.3</b>	<b>\$0.4</b>	<b>\$22.7</b>

### *Operating Revenues*

Operating revenues for the year ended December 31, 2017 decreased \$2.1 million from the same period in 2016.

- Middlesex System revenues decreased \$4.0 million due to lower water consumption across all classes of customers largely as a result of weather patterns in the spring and summer months in 2017 in addition to lower bulk water sales to neighboring municipal systems who experienced emergency conditions in 2016;
- Tidewater System revenues increased \$1.3 million due to additional residential customers offset by lower water consumption, also largely a result of weather patterns in the spring and summer months in 2017;
- Revenues in our unregulated companies increased \$0.5 million due to new White Marsh contracts to operate water and wastewater systems and a higher amount of billable supplemental services under USA's contract to operate Avalon's water utility, sewer utility and storm water system, partially offset by lower billable supplemental services under USA-PA's contract to operate Perth Amboy's water supply system and wastewater system; and
- All other operating revenue categories increased \$0.1 million.

### *Operation and Maintenance Expense*

Operation and maintenance expenses for the year ended December 31, 2017 decreased \$0.9 million from the same period in 2016, primarily related to the following factors:

- Lower retirement benefit plan expenses of \$1.1 million due to lower actuarially-determined postretirement benefit plan costs and reimbursement of retiree healthcare insurance premiums;
- Decreased liability insurance costs of \$0.7 million, primarily due to prior policy year refunds;
- Higher water production costs of \$0.6 million in our Middlesex System, primarily due to a rate increase by the municipal wastewater utility that receives the water treatment residuals in the Middlesex System and increased chemical costs as a result of intermittent changes in raw water quality;
- Higher water main break repair activity in our Middlesex System in 2017 as compared to 2016 resulted in higher costs of \$0.5 million; and
- All other operation and maintenance expense categories decreased \$0.2 million.

### *Depreciation*

Depreciation expense for the year ended December 31, 2017 increased \$1.1 million from the same period in 2016 due to a higher level of utility plant in service.

### *Other Taxes*

Other taxes for the year ended December 31, 2017 decreased \$0.4 million from the same period in 2016 due to lower revenue related taxes on decreased revenues in our Middlesex System offset by higher payroll taxes.

### *Other Income (Expense), net*

Other Income (Expense), net for year ended December 31, 2017 increased \$1.7 million from the same period in 2016 due to a \$1.9 million charge in 2016 in connection with Middlesex's joint venture equity investment in, and loan to, Ridgewood Green RME, LLC (RGRME) (see "*Other Income, net*" in "*Results of Operations for 2016 as Compared to 2015*" below for further discussion) and higher Allowance for Funds Used During Construction resulting from a higher level of capital projects in progress partially offset by the 2016 recognition by USA of previously deferred income associated with the 10-year marketing agreement with HomeServe.

### *Interest Charges*

Interest charges for the year ended December 31, 2017 increased \$0.2 million from the same period in 2016 due to higher average short-term debt balances outstanding and higher average interest rates on short-term debt.

### *Income Taxes*

Income taxes for the year ended December 31, 2017 decreased \$0.6 million from the same period in 2016, due to the Company's re-measurement of certain accumulated deferred income taxes based on the rates at which they are expected to reverse in the future, resulting from the Tax Act. On December 22, 2017, the Tax Act was signed into law making significant changes to the Internal Revenue Code, including a corporate tax rate decrease from 35% to 21% effective for tax years beginning after December 31, 2017. We have calculated our best estimate of the impact of the Tax Act in our year end income tax provision in accordance with our understanding of the Tax Act and the authoritative guidance available as of the date of this filing.

### *Net Income and Earnings Per Share*

Net income for the year ended December 31, 2017 increased \$0.1 million as compared with the same period in 2016. Basic and diluted earnings per share were each \$1.39 and \$1.38, respectively, for the year ended December 31, 2017. Basic and diluted earnings per share were \$1.39 and \$1.38, respectively, for the year ended December 31, 2016.



## Results of Operations for 2016 as Compared to 2015

(In Millions)  
Years Ended December 31,

	<u>2016</u>			<u>2015</u>		
	<u>Regulated</u>	<u>Non-Regulated</u>	<u>Total</u>	<u>Regulated</u>	<u>Non-Regulated</u>	<u>Total</u>
Revenues	\$117.9	\$15.0	\$132.9	\$111.1	\$14.9	\$126.0
Operations and maintenance expenses	53.5	12.0	65.5	53.0	12.2	65.2
Depreciation expense	12.6	0.2	12.8	11.8	0.2	12.0
Other taxes	13.6	0.4	14.0	12.7	0.3	13.0
<b>Operating income</b>	<b>38.2</b>	<b>2.4</b>	<b>40.6</b>	<b>33.6</b>	<b>2.2</b>	<b>35.8</b>
Other income (expense), net	0.4	(1.3)	(0.9)	0.3	-	0.3
Interest expense	5.2	0.1	5.3	5.5	0.1	5.6
Income taxes	11.1	0.6	11.7	9.5	1.0	10.5
<b>Net income</b>	<b>\$22.3</b>	<b>\$0.4</b>	<b>\$22.7</b>	<b>\$18.9</b>	<b>\$1.1</b>	<b>\$20.0</b>

### *Operating Revenues*

Operating revenues for the year ended December 31, 2016 increased \$6.9 million from the same period in 2015. This increase was primarily related to the following factors:

- Middlesex System revenues increased \$5.9 million due to:
  - Sales to General Metered Service and Public/Private Fire customers increased by \$4.4 million from a NJBPU-approved rate increase implemented in August 2015 (\$3.2 million) and favorable weather conditions (\$1.2 million); and
  - Sales to Contract customers increased by \$1.5 million due to higher water demand (\$1.4 million) and from a NJBPU-approved rate increase implemented in August 2015 (\$0.1 million);
- Tidewater System revenues increased \$0.6 million primarily due to additional customers;
- White Marsh revenues increased \$0.2 million due to new contracts to operate water and wastewater systems as well as additional billable supplemental services under existing contracts; and
- Pinelands revenues increased \$0.2 million due to the NJBPU-approved rate increase implemented in May 2016 and weather-related demand.

### *Operation and Maintenance Expense*

Operation and maintenance expenses for the year ended December 31, 2016 increased \$0.4 million from the same period in 2015, primarily related to the following factors:

- Labor costs increased by \$1.6 million due to company-wide higher average labor rates, increased headcount and incentive compensation partially offset by higher capitalized labor at Middlesex;
- Costs associated with Middlesex's large main condition assessment program increased \$0.3 million;
- Insurance costs increased \$0.3 million primarily due to higher workmen's compensation premiums;
- Employee benefit expenses decreased by \$1.3 million due primarily to lower retirement plan costs. The 2016 costs were calculated using a higher discount rate than in the 2015 calculation of our net periodic plan costs;
- Decreased water main break repair activity, as compared to 2015, resulted in lower costs of \$0.2 million in our Middlesex System;
- Variable production costs decreased \$0.2 million, due primarily to improved non-revenue water management and decreased chemical costs as a result of intermittent changes in raw water quality in our Middlesex System; and
- All other operation and maintenance expense categories decreased \$0.1 million.

### *Depreciation*

Depreciation expense for the year ended December 31, 2016 increased \$0.7 million from the same period in 2015 due to a higher level of utility plant in service.

### *Other Taxes*

Other taxes for the year ended December 31, 2016 increased \$1.0 million from the same period in 2015, primarily due to higher gross revenue taxes on increased Middlesex System revenues.

### *Other Income (Expense), net*

Other income (expense), net for the year ended December 31, 2016 decreased \$1.2 million from the same period in 2015, due primarily to a \$1.9 million charge in connection with Middlesex's joint venture equity investment in, and loan to, RGRME. RGRME owns and operates a renewable energy system solution comprised of an anaerobic digester, biogas generator and several solar panel sites for the Village of Ridgewood, New Jersey (Ridgewood). RGRME earns revenues primarily by selling renewable sourced electricity to Ridgewood and charging fees for liquid waste disposal. During the fourth quarter of 2016, RGRME identified that significant additional investment was required to optimize the liquid waste disposal and biogas electric generation process. Middlesex concluded that RGRME's inability to effectively operate the renewable energy system without significant additional investment would impair its ability to generate enough cash flow to cover its current and future operating and debt service obligations. Middlesex recorded an allowance for uncollectible notes receivable for \$1.7 million and an impairment charge of \$0.2 million on its equity investment. Offsetting some of these losses was the recognition by USA of previously deferred income associated with the 10-year marketing agreement with HomeServe and higher allowance for funds used during construction due to higher construction expenditures.

### *Interest Charges*

Interest charges for the year ended December 31, 2016 decreased \$0.3 million from the same period in 2015 due to lower average long-term and short-term debt balances outstanding.

### *Income Taxes*

Income taxes for the year ended December 31, 2016 increased \$1.2 million from the same period in 2015, primarily due to higher taxable income in 2016 as compared to 2015.

### *Net Income and Earnings Per Share*

Net income for the year ended December 31, 2016 increased \$2.7 million as compared with the same period in 2015. Basic and diluted earnings per share were \$1.39 and \$1.38 for the year ended December 31, 2016 and 2015, as compared to \$1.23 and \$1.22, respectively, for the same period in 2015.

## **Liquidity and Capital Resources**

### ***Cash Flows from Operating Activities***

Cash flows from operating activities are largely influenced by four factors: weather, adequate and timely rate increases, effective cost management and customer growth. The effect of those factors on net income is discussed in the Results of Operations section above.

For the year ended December 31, 2017, cash flows from operating activities were \$42.8 million, which enabled us to internally fund approximately 42% of utility plant expenditures in 2017. This was a decrease in cash flows of \$4.2 million from 2016 and resulted primarily from lower water sales and higher payments to vendors.

Increases in certain operating costs impact our liquidity and capital resources. We continually monitor the need for timely rate filing to minimize the lag between the time we experience increased operating costs and capital

expenditures and the time we receive appropriate rate relief. There can be no assurances however that our regulated subsidiaries' respective Utility Commissions will approve base water and/or wastewater rate increase requests in whole or in part or when the decisions will be rendered.

### ***Cash Flows from Investing Activities***

For the year ended December 31, 2017, cash flows used in investing activities increased \$3.9 million to \$51.3 million, which was attributable to higher utility plant expenditures.

For further discussion on the Company's future capital expenditures and expected funding sources, see "*Capital Expenditures and Commitments*" below.

### ***Cash Flows from Financing Activities***

For the year ended December 31, 2017, cash flows provided by financing activities increased \$8.8 million to \$9.5 million. The majority of the increase in cash flows provided by financing activities is due to the net increase in short-term and long-term debt funding partially offset by increased common stock dividend payments.

For further discussion on the Company's short-term and long-term debt, see "*Sources of Liquidity*" below.

### ***Capital Expenditures and Commitments***

To fund our capital program, we use internally generated funds, short term and long term debt borrowings, proceeds from sales of common stock under the Middlesex Water Company Investment Plan (Investment Plan) and, when market conditions are favorable, proceeds from sales offerings to the public of our common stock.

The table below summarizes our estimated capital expenditures for the years 2018-2020.

	(Millions)			
	2018	2019	2020	2018-2020
Distribution/Network System	\$ 62	\$ 58	\$ 52	\$ 172
Production System	18	27	24	69
Information Technology (IT) Systems	2	1	2	5
Other	12	8	1	21
<b>Total Estimated Capital Expenditures</b>	<b>\$ 94</b>	<b>\$ 94</b>	<b>\$ 79</b>	<b>\$ 267</b>

Our estimated capital expenditures for the items listed above are primarily comprised of the following:

- **Distribution/Network System**-Projects associated with installation and relocation of water mains and service lines and wastewater collection systems, construction of water storage tanks, installation and replacement of hydrants and meters and our RENEW Program. RENEW is our ongoing initiative to eliminate unlined mains in the Middlesex System. In connection with our RENEW Program, we expect to spend approximately \$11 million in 2018, \$11 million in 2019 and \$11 million in 2020. Construction of a large-diameter transmission pipeline that will provide a second connection between Middlesex's Carl J. Olsen (CJO) water treatment plant and our distribution system is expected to result in approximately \$52 million of expenditures in 2018 through 2020.
- **Production System**-Projects associated with our water production and water/wastewater treatment plants, including \$4 million, \$19 million and \$20 million of expenditures in 2018, 2019 and 2020, respectively, for the upgrade of the CJO water treatment plant.
- **IT Systems**-Upgrade of our enterprise resource planning system and hardware and software purchases for our other IT systems.
- **Other**-Purchase of transportation equipment, tools, furniture, laboratory equipment, security systems and other general infrastructure needs including improvements to our headquarters in Iselin, New Jersey.

The actual amount and timing of capital expenditures is dependent on the need for replacement of existing infrastructure, customer growth, residential new home construction and sales, project scheduling and continued refinement of project scope and costs.

To pay for our capital program in 2018, we plan on utilizing:

- Internally generated funds;
- Proceeds from the Investment Plan;
- Proceeds from the New Jersey and Delaware State Revolving Fund (“SRF”) programs (approximately \$43 million depending on construction timing). SRF programs provide low cost financing for projects that meet certain water quality and system improvement benchmarks (see discussion under “*Sources of Liquidity-Long-term Debt*” below) ; and
- Short-term borrowings, as needed, through \$92.0 million of available lines of credit with several financial institutions. As of December 31, 2017, there remains \$64.0 million of available credit under these lines.

### ***Sources of Liquidity***

***Short-term Debt.*** In 2017, the Company increased its established lines of credit to \$92.0 million, an increase of \$32.0 million. At December 31, 2017, the outstanding borrowings under these credit lines were \$28.0 million, at a weighted average interest rate of 2.54%.

The weighted average daily amounts of borrowings outstanding under the Company’s credit lines and the weighted average interest rates on those amounts were \$18.6 million and \$7.4 million at 2.15% and 1.54% for the years ended December 31, 2017 and 2016, respectively.

***Long-term Debt.*** Subject to regulatory approval, the Company periodically issues long-term debt to fund its investments in utility plant and other assets. To the extent possible, the Company finances qualifying capital projects under SRF loan programs in New Jersey and Delaware. These government programs provide financing at interest rates that are typically below rates available in the broader financial markets. A portion of the borrowings under the New Jersey SRF is interest-free.

Under the New Jersey SRF program, borrowers first enter into a construction loan agreement with the New Jersey Infrastructure Bank (NJIB) at a below market interest rate. The NJIB was formally known as the New Jersey Environmental Infrastructure Trust. The current interest rate on construction loan borrowings is zero percent (0%). When construction on the qualifying project is substantially complete, the NJIB will coordinate the conversion of the construction loan into a long-term securitized loan with a portion of the principal balance having a stated interest rate of zero percent (0%) and a portion of the principal balance at a market interest rate at the time of closing using the credit rating of the State of New Jersey. The current term of the long-term loans offered through the NJIB is up to thirty years. The current portion of the principal balance having a stated interest rate of zero percent (0%) is 75% with the remaining portion of 25% having a market based interest rate. The NJIB generally schedules its long-term debt financings in May and November.

In February 2018, Middlesex requested approval from the NJBPU to borrow up to \$57.0 million under the NJIB program to fund the construction of a large-diameter transmission pipeline from the CJO water treatment plant and interconnect with our distribution system. Middlesex currently expects to close on the NJIB construction loan in the second quarter of 2018 with funding requisitions occurring primarily throughout 2018 and 2019.

In February 2018, Tidewater requested approval from the DEPSC to borrow up to \$0.9 million under the Delaware SRF program to fund the replacement of an entire water distribution system of a small Delaware subdivision. Tidewater expects to close on the SRF loan and complete the project in 2018.

In January 2018, Middlesex’s requested approval from the NJBPU to borrow up to \$14.0 million under the NJIB program to fund the 2018 RENEW Program, which is an ongoing initiative to eliminate all unlined water distribution mains in the Middlesex system. Middlesex expects to close on the NJIB construction loan in the second quarter of 2018 with funding requisitions occurring throughout 2018 through early 2019.

Middlesex closed on a \$9.5 million NJBPU approved NJIB construction loan in August 2017. The proceeds are being used to fund the RENEW 2017 project. Through December 31, 2017, Middlesex has drawn down \$3.9 million and expects to draw down the remaining proceeds during the first quarter of 2018. The NJIB has notified the Company that the RENEW 2017 construction loan is scheduled for the May 2018 long-term debt financing program.

In November 2017, Middlesex closed out three of its active NJIB construction loans (booster station upgrade, RENEW 2015 and RENEW 2016 projects) by issuing to the NJIB first mortgage bonds designated as Series XX (\$11.3 million) and Series YY (\$3.9 million). The interest rate on the Series XX bond will be zero and the interest rate on the Series YY bond range between 3.0% and 5.0%. Through December 31, 2017, Middlesex has drawn down \$14.2 million and expects to draw down the remaining proceeds during the first quarter of 2018. The final maturity date for both bonds will be August 1, 2047, with scheduled principal and interest payments over the life of the loan.

Substantially all of the utility plant of the Company is subject to the lien of its mortgage, which includes debt service and capital ratio covenants. The Company is in compliance with all of its mortgage covenants and restrictions.

**Common Stock.** The Company periodically issues shares of common stock in connection with the Investment Plan. The Company raised \$1.2 million through the issuance of 31,693 shares under the Investment Plan during 2017.

### **Contractual Obligations**

In the course of normal business activities, the Company enters into a variety of contractual obligations and commercial commitments. Some result in direct obligations on the Company's balance sheet while others are commitments, some firm and some based on uncertainties, which are disclosed in the Company's consolidated financial statements.

The table below presents our known contractual obligations for the periods specified as of December 31, 2017.

	(Millions of Dollars)				
	Total	Less than 1 Year	2-3 Years	4-5 Years	More than 5 Years
Long-term Debt	\$ 147.9	\$ 6.9	\$ 14.0	\$ 13.3	\$ 113.7
Notes Payable	28.0	28.0	-	-	-
Interest on Long-term Debt	69.3	5.4	10.1	8.5	45.3
Purchased Water Contracts	25.5	5.7	11.5	5.8	2.5
Commercial Office Leases	7.3	0.7	1.4	1.4	3.8
Wastewater Operations	5.5	5.5	-	-	-
<b>Total</b>	<b>\$ 283.5</b>	<b>\$ 52.2</b>	<b>\$ 37.0</b>	<b>\$ 29.0</b>	<b>\$ 165.3</b>

The table above does not reflect any anticipated cash payments for postretirement benefit plan obligations. The effect on the timing and amount of these payments resulting from potential changes in actuarial assumptions and returns on plan assets cannot be estimated. In 2017, the Company contributed \$5.2 million to its postretirement benefit plans and expects to contribute approximately \$4.9 million in 2018.



## **Critical Accounting Policies and Estimates**

The application of accounting policies and standards often requires the use of estimates, assumptions and judgments. The Company regularly evaluates these estimates, assumptions and judgments, including those related to the calculation of pension and postretirement benefits, unbilled revenues, and the recoverability of certain assets, including regulatory assets. The Company bases its estimates, assumptions and judgments on historical experience and current operating environment. Changes in any of the variables that are used for the Company's estimates, assumptions and judgments may lead to significantly different financial statement results.

Our critical accounting policies are set forth below.

### ***Regulatory Accounting***

We maintain our books and records in accordance with accounting principles generally accepted in the United States of America. Middlesex and certain of its subsidiaries, which account for approximately 88% of Operating Revenues and 99% of Total Assets, are subject to regulation in the states in which they operate. Those companies are required to maintain their accounts in accordance with regulatory authorities' rules and guidelines, which may differ from other authoritative accounting pronouncements. In those instances, the Company follows the guidance in the Financial Accounting Standards Board Accounting Standards Codification Topic 980 *Regulated Operations* (Regulatory Accounting).

In accordance with Regulatory Accounting, costs and obligations are deferred if it is probable that these items will be recognized for rate-making purposes in future rates. Accordingly, we have recorded costs and obligations, which will be amortized over various future periods. Any change in the assessment of the probability of rate-making treatment will require us to change the accounting treatment of the deferred item. We have no reason to believe any of the deferred items that are recorded will be treated differently by the regulators in the future.

### ***Revenues***

Revenues from metered customers include amounts billed on a cycle basis and unbilled amounts estimated from the last meter reading date to the end of the accounting period. The estimated unbilled amounts are determined by utilizing factors which may include historical consumption usage, current weather patterns and economic conditions. Differences between estimated revenues and actual billings are recorded in a subsequent period.

Revenues from unmetered customers are billed at a fixed tariff rate in advance at the beginning of each service period and are recognized in revenue ratably over the service period.

Revenues from the Perth Amboy management contract are comprised of fixed and variable fees. Fixed fees are billed monthly and recorded as earned. Variable fees, which are based on billings and other factors, are recorded upon approval of the amount by Perth Amboy. The variable fees are not a material component of the management contract.

Revenues from USA's operations and maintenance contract for the Avalon water utility, sewer utility and storm water system are fixed for the term of the contract, are billed monthly and recorded as earned. USA also provides services to Avalon in addition to the base services provided under the operation and maintenance contract. These additional services are recorded as earned and billed upon approval of Avalon.

Revenues from White Marsh's base water and wastewater system operating contracts are fixed, billed monthly and are recorded as earned. White Marsh also provides services in addition to the base services provided under its water and wastewater operating contracts, which are billed and recorded as earned.

### ***Retirement Benefit Plans***

We maintain a noncontributory defined benefit pension plan (Pension Plan) which covers all currently active employees who were hired prior to April 1, 2007. In addition, the Company maintains an unfunded supplemental plan for its executive officers.

The Company has a retirement benefit plan other than pensions (Other Benefits Plan) for substantially all of its retired employees. Employees hired after March 31, 2007 are not eligible to participate in the Other Benefits Plan. Coverage includes healthcare and life insurance.

The costs for providing retirement benefits are dependent upon numerous factors, including actual plan experience and assumptions of future experience. Future retirement benefit plan obligations and expense will depend on future investment performance, changes in future discount rates and various other demographic factors related to the population participating in the Company's retirement benefit plans, all of which can change significantly in future years.

The allocation by asset category of retirement benefit plan assets at December 31, 2017 and 2016 is as follows:

<u>Asset Category</u>	<b>Pension Plan</b>			<b>Other Benefits Plan</b>		
	<u>2017</u>	<u>2016</u>	<u>Target</u>	<u>2017</u>	<u>2016</u>	<u>Target</u>
Equity Securities	62.8%	59.7%	55%	57.7%	54.1%	43%
Debt Securities	33.6%	36.6%	38%	32.9%	43.3%	50%
Cash	1.0%	1.0%	2%	9.4%	2.6%	2%
Real Estate/Commodities	<u>2.6%</u>	<u>2.7%</u>	5%	<u>0.0%</u>	<u>0.0%</u>	5%
Total	<u>100.0%</u>	<u>100.0%</u>		<u>100.0%</u>	<u>100.0%</u>	

The primary assumptions used for determining future postretirement benefit plans' obligations and costs are as follows:

- **Discount Rate** - calculated based on market rates for long-term, high-quality corporate bonds specific to the expected duration of our Pension Plan and Other Benefits Plan's liabilities;
- **Compensation Increase** - based on management projected future employee compensation increases;
- **Long-Term Rate of Return** - determined based on expected returns from our asset allocation for our Pension Plan and Other Benefits Plan assets;
- **Mortality** –The Company utilizes the Society of Actuaries' mortality table (RP 2014) (Mortality Improvement Scale MP2017 for the 2017 valuation); and
- **Healthcare Cost Trend Rate** - based on management projected future healthcare costs.

The discount rate, compensation increase rate and long-term rate of return used to determine future obligations of our postretirement benefit plans as of December 31, 2017 are as follows:

	<b>Pension Plan</b>	<b>Other Benefits Plan</b>
Discount Rate	3.53%	3.53%
Compensation Increase	3.00%	3.00%
Long-term Rate of Return	7.50%	7.50%

For the 2017 valuation, costs and obligations for our Other Benefits Plan assumed a 9.0% annual rate of increase in the per capita cost of covered healthcare benefits in 2018 with the annual rate of increase declining 1.0% per year for 2019-2021 and 0.5% per year for 2022-2023, resulting in an annual rate of increase in the per capita cost of covered healthcare benefits of 5% by year 2023.

The following is a sensitivity analysis for certain actuarial assumptions used in determining projected benefit obligations (PBO) and expenses for our postretirement benefit plans:

***Pension Plan***

<b>Actuarial Assumptions</b>	<b>Estimated Increase/ (Decrease) on PBO (000s)</b>	<b>Estimated Increase/ (Decrease) on Expense (000s)</b>
Discount Rate 1% Increase	\$ (11,563)	\$ (1,050)
Discount Rate 1% Decrease	14,773	1,282

***Other Benefits Plan***

Discount Rate 1% Increase	\$ (8,473)	\$ (888)
Discount Rate 1% Decrease	11,053	1,120
Healthcare Cost Trend Rate 1% Increase	9,412	1,496
Healthcare Cost Trend Rate 1% Decrease	(7,403)	(1,167)

**Recent Accounting Standards**

See Note 1(r) of the Notes to Consolidated Financial Statements for a discussion of recent accounting pronouncements.

**ITEM 7A. QUALITATIVE AND QUANTITATIVE DISCLOSURES ABOUT MARKET RISK.**

We are exposed to market risk associated with changes in interest rates and commodity prices. The Company is subject to the risk of fluctuating interest rates in the normal course of business. Our policy is to manage interest rates through the use of fixed rate long-term debt and, to a lesser extent, variable rate short-term debt. The Company's interest rate risk related to existing fixed rate, long-term debt is not material due to the term of the majority of our First Mortgage Bonds, which have final maturity dates ranging from 2018 to 2047. Over the next twelve months, approximately \$6.9 million of the current portion of existing long-term debt instruments will mature. The Company manages its interest rate risk related to existing variable-rate short-term debt by limiting our variable rate exposure. Applying a hypothetical change in the rate of interest charged by 10% on those fixed- and variable-rate borrowings would not have a material effect on our earnings.

Our risks associated with commodity price increases for chemicals, electricity and other commodities are reduced through contractual arrangements and the ability to recover price increases through rates. Non-performance by these commodity suppliers could have a material adverse impact on our results of operations, financial position and cash flows.

We are exposed to credit risk for both our Regulated and Non-Regulated business segments. Our Regulated operations serve residential, commercial, industrial and municipal customers while our Non-Regulated operations engage in business activities with developers, government entities and other customers. Our primary credit risk is exposure to customer default on contractual obligations and the associated loss that may be incurred due to the non-payment of customer accounts receivable balances. Our credit risk is managed through established credit and collection policies which are in compliance with applicable regulatory requirements and involve monitoring of customer exposure and the use of credit risk mitigation measures such as letters of credit or prepayment arrangements. Our credit portfolio is diversified with no significant customer or industry concentrations. In addition, our Regulated businesses are generally able to recover all prudently incurred costs including uncollectible customer accounts receivable expenses and collection costs through rates.

The Company's retirement benefit plan assets are exposed to the market price variations of debt and equity securities. Changes to the Company's retirement benefit plan assets' value can impact the Company's retirement benefit plan expense, funded status and future minimum funding requirements. Our risk is reduced through our ability to recover retirement benefit plan costs through rates.

## ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA.

### REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Stockholders and the Board of Directors of Middlesex Water Company:

#### **Opinions on the Financial Statements and Internal Control over Financial Reporting**

We have audited the accompanying consolidated balance sheets and consolidated statements of capital stock and long-term debt of Middlesex Water Company (the "Company") as of December 31, 2017 and 2016, the related consolidated statements of income, common stockholders' equity, and cash flows for each of the three years in the period ended December 31, 2017, and the related notes (collectively referred to as the "consolidated financial statements"). We also have audited the Company's internal control over financial reporting as of December 31, 2017, based on criteria established in *Internal Control – Integrated Framework: (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO).

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of the Company as of December 31, 2017 and 2016, and the results of their operations and their cash flows for each of the three years in the period ended December 31, 2017, in conformity with accounting principles generally accepted in the United States of America. Also in our opinion, the Company maintained, in all material respects, effective internal control over financial reporting as of December 31, 2017, based on criteria established in *Internal Control – Integrated Framework: (2013)* issued by COSO.

#### **Basis for Opinions**

The Company's management is responsible for these consolidated financial statements, for maintaining effective internal control over financial reporting, and for its assessment of the effectiveness of internal control over financial reporting, included in the accompanying Management's Report on Internal Control over Financial Reporting. Our responsibility is to express an opinion on the Company's consolidated financial statements and an opinion on the Company's internal control over financial reporting based on our audits. We are a public accounting firm registered with the Public Company Accounting Oversight Board (United States) ("PCAOB") and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audits in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement, whether due to error or fraud and whether effective internal control over financial reporting was maintained in all material respects.

Our audits of the financial statements included performing procedures to assess the risks of material misstatement of the consolidated financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements. Our audits also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements. Our audit of internal control over financial reporting included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. Our audits also included performing such other procedures as we considered necessary in the circumstances. We believe that our audits provide a reasonable basis for our opinions.

## **Definition and Limitations of Internal Control Over Financial Reporting**

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

/s/ Baker Tilly Virchow Krause, LLP

We have served as the Company's auditor since 2006.

Wyomissing, Pennsylvania

March 9, 2018



**MIDDLESEX WATER COMPANY**  
**CONSOLIDATED STATEMENTS OF INCOME**  
(In thousands except per share amounts)

	Years Ended December 31,		
	2017	2016	2015
Operating Revenues	\$ 130,775	\$ 132,906	\$ 126,025
Operating Expenses:			
Operations and Maintenance	64,668	65,534	65,167
Depreciation	13,922	12,796	12,051
Other Taxes	13,565	13,944	12,967
Total Operating Expenses	92,155	92,274	90,185
Operating Income	38,620	40,632	35,840
Other Income (Expense):			
Allowance for Funds Used During Construction	702	619	380
Other Income	123	662	208
Other Expense	(30)	(2,143)	(295)
Total Other Income (Expense), net	795	(862)	293
Interest Charges	5,506	5,293	5,554
Income before Income Taxes	33,909	34,477	30,579
Income Taxes	11,100	11,735	10,551
Net Income	22,809	22,742	20,028
Preferred Stock Dividend Requirements	144	144	144
Earnings Applicable to Common Stock	\$ 22,665	\$ 22,598	\$ 19,884
Earnings per share of Common Stock:			
Basic	\$ 1.39	\$ 1.39	\$ 1.23
Diluted	\$ 1.38	\$ 1.38	\$ 1.22
Average Number of			
Common Shares Outstanding :			
Basic	16,330	16,270	16,175
Diluted	16,486	16,426	16,331
Cash Dividends Paid per Common Share	\$ 0.858	\$ 0.808	\$ 0.776

See Notes to Consolidated Financial Statements.

**MIDDLESEX WATER COMPANY**  
**CONSOLIDATED BALANCE SHEETS**

(In thousands)

<b>ASSETS</b>		December 31,	December 31,
		2017	2016
<b>UTILITY PLANT:</b>	Water Production	\$ 153,844	\$ 146,914
	Transmission and Distribution	468,649	430,880
	General	69,457	63,514
	Construction Work in Progress	11,562	12,196
	<b>TOTAL</b>	<b>703,512</b>	<b>653,504</b>
	Less Accumulated Depreciation	146,272	135,728
	<b>UTILITY PLANT - NET</b>	<b>557,240</b>	<b>517,776</b>
<b>CURRENT ASSETS:</b>	Cash and Cash Equivalents	4,937	3,879
	Accounts Receivable, net	10,785	10,129
	Unbilled Revenues	6,999	6,590
	Materials and Supplies (at average cost)	4,118	4,094
	Prepayments	2,408	2,024
	<b>TOTAL CURRENT ASSETS</b>	<b>29,247</b>	<b>26,716</b>
<b>DEFERRED CHARGES AND AND OTHER ASSETS:</b>	Preliminary Survey and Investigation Charges	4,676	2,365
	Regulatory Assets	58,423	60,894
	Operations Contracts, Developer and Other Receivables	439	1,139
	Restricted Cash	1,460	439
	Non-utility Assets - Net	9,478	9,131
	Federal Income Tax Receivable	-	1,408
	Other	177	293
	<b>TOTAL DEFERRED CHARGES AND OTHER ASSETS</b>	<b>74,653</b>	<b>75,669</b>
	<b>TOTAL ASSETS</b>	<b>\$ 661,140</b>	<b>\$ 620,161</b>
<b>CAPITALIZATION AND LIABILITIES</b>			
<b>CAPITALIZATION:</b>	Common Stock, No Par Value	\$ 155,120	\$ 153,045
	Retained Earnings	74,055	65,392
	<b>TOTAL COMMON EQUITY</b>	<b>229,175</b>	<b>218,437</b>
	Preferred Stock	2,433	2,436
	Long-term Debt	139,045	134,538
	<b>TOTAL CAPITALIZATION</b>	<b>370,653</b>	<b>355,411</b>
<b>CURRENT LIABILITIES:</b>	Current Portion of Long-term Debt	6,865	6,159
	Notes Payable	28,000	12,000
	Accounts Payable	13,929	12,343
	Accrued Taxes	11,418	12,385
	Accrued Interest	1,093	1,084
	Unearned Revenues and Advanced Service Fees	951	923
	Other	2,281	2,162
	<b>TOTAL CURRENT LIABILITIES</b>	<b>64,537</b>	<b>47,056</b>
<b>COMMITMENTS AND CONTINGENT LIABILITIES (Note 4)</b>			
<b>DEFERRED CREDITS AND OTHER LIABILITIES:</b>	Customer Advances for Construction	21,423	20,846
	Accumulated Deferred Income Taxes	43,160	72,825
	Employee Benefit Plans	36,686	36,139
	Regulatory Liabilities	43,745	11,337
	Other	1,315	1,443
	<b>TOTAL DEFERRED CREDITS AND OTHER LIABILITIES</b>	<b>146,329</b>	<b>142,590</b>
<b>CONTRIBUTIONS IN AID OF CONSTRUCTION</b>		<b>79,621</b>	<b>75,104</b>
	<b>TOTAL CAPITALIZATION AND LIABILITIES</b>	<b>\$ 661,140</b>	<b>\$ 620,161</b>

See Notes to Consolidated Financial Statements.

**MIDDLESEX WATER COMPANY**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**

(In thousands)

	Years Ended December 31,		
	2017	2016	2015
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>			
Net Income	\$ 22,809	\$ 22,742	\$ 20,028
Adjustments to Reconcile Net Income to			
Net Cash Provided by Operating Activities:			
Depreciation and Amortization	14,846	13,532	13,087
Provision for Deferred Income Taxes	7,944	3,553	15,753
Equity Portion of Allowance For Funds Used During Construction (AFUDC)	(481)	(423)	(228)
Cash Surrender Value of Life Insurance	(209)	(101)	(76)
Stock Compensation Expense	840	829	633
Adoption of Repairs on Tangible Property Regulations Net	-	-	2,680
Changes in Assets and Liabilities:			
Accounts Receivable	(656)	(69)	(48)
Unbilled Revenues	(409)	(344)	(309)
Materials & Supplies	(24)	(1,494)	(347)
Prepayments	(384)	11	(46)
Accounts Payable	1,586	5,818	171
Accrued Taxes	(967)	3,259	178
Accrued Interest	9	(20)	(30)
Employee Benefit Plans	(1,920)	(1,601)	(129)
Unearned Revenue & Advanced Service Fees	28	43	41
Other Assets and Liabilities	(169)	1,336	(146)
<b>NET CASH PROVIDED BY OPERATING ACTIVITIES</b>	<b>42,843</b>	<b>47,071</b>	<b>51,212</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>			
Utility Plant Expenditures, Including AFUDC of \$221 in 2017, \$196 in 2016 and \$152 in 2015	(50,301)	(47,375)	(25,773)
(Receipt) Release of Restricted Cash	(1,021)	-	1,390
<b>NET CASH USED IN INVESTING ACTIVITIES</b>	<b>(51,322)</b>	<b>(47,375)</b>	<b>(24,383)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>			
Redemption of Long-term Debt	(6,159)	(5,898)	(6,284)
Proceeds from Issuance of Long-term Debt	11,523	8,585	7,000
Net Short-term Bank Borrowings	16,000	9,000	(16,000)
Deferred Debt Issuance Expense	(230)	(152)	(65)
Common Stock Issuance Expense	-	-	(22)
Restricted Cash	-	-	744
Proceeds from Issuance of Common Stock	1,234	1,453	1,462
Payment of Common Dividends	(14,002)	(13,137)	(12,553)
Payment of Preferred Dividends	(144)	(144)	(144)
Construction Advances and Contributions-Net	1,315	1,007	(171)
<b>NET CASH PROVIDED BY (USED IN) FINANCING ACTIVITIES</b>	<b>9,537</b>	<b>714</b>	<b>(26,033)</b>
<b>NET CHANGES IN CASH AND CASH EQUIVALENTS</b>	<b>1,058</b>	<b>410</b>	<b>796</b>
<b>CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD</b>	<b>3,879</b>	<b>3,469</b>	<b>2,673</b>
<b>CASH AND CASH EQUIVALENTS AT END OF PERIOD</b>	<b>\$ 4,937</b>	<b>\$ 3,879</b>	<b>\$ 3,469</b>
<b>SUPPLEMENTAL DISCLOSURE OF NON-CASH ACTIVITY:</b>			
Utility Plant received as Construction Advances and Contributions	\$ 3,778	\$ 1,439	\$ 2,441
Long-term Debt Deobligation	\$ -	\$ 476	\$ 466
<b>SUPPLEMENTAL DISCLOSURE OF CASH FLOWS INFORMATION:</b>			
Cash Paid During the Year for:			
Interest	\$ 5,616	\$ 5,430	\$ 5,702
Interest Capitalized	\$ 221	\$ 196	\$ 152
Income Taxes	\$ 2,754	\$ 5,729	\$ 1,391

See Notes to Consolidated Financial Statements.

**MIDDLESEX WATER COMPANY**  
**CONSOLIDATED STATEMENTS OF CAPITAL STOCK**  
**AND LONG-TERM DEBT**  
(In thousands)

	December 31, 2017	December 31, 2016
<b>Common Stock, No Par Value</b>		
Shares Authorized - 40,000		
Shares Outstanding - 2017 - 16,352; 2016 - 16,296	\$ 155,120	\$ 153,045
<b>Retained Earnings</b>	<b>74,055</b>	<b>65,392</b>
<b>TOTAL COMMON EQUITY</b>	<b>\$ 229,175</b>	<b>\$ 218,437</b>
<b>Cumulative Preferred Stock, No Par Value:</b>		
Shares Authorized - 126		
Shares Outstanding - 24		
<b>Convertible:</b>		
Shares Outstanding, \$7.00 Series - 10	1,005	1,007
Shares Outstanding, \$8.00 Series - 3	349	349
<b>Nonredeemable:</b>		
Shares Outstanding, \$7.00 Series - 1	79	80
Shares Outstanding, \$4.75 Series - 10	1,000	1,000
<b>TOTAL PREFERRED STOCK</b>	<b>\$ 2,433</b>	<b>\$ 2,436</b>
<b>Long-term Debt:</b>		
8.05%, Amortizing Secured Note, due December 20, 2021	\$ 1,180	\$ 1,415
6.25%, Amortizing Secured Note, due May 19, 2028	4,375	4,795
6.44%, Amortizing Secured Note, due August 25, 2030	3,547	3,827
6.46%, Amortizing Secured Note, due September 19, 2031	3,827	4,107
4.22%, State Revolving Trust Note, due December 31, 2022	279	329
3.60%, State Revolving Trust Note, due May 1, 2025	1,851	2,062
3.30% State Revolving Trust Note, due March 1, 2026	392	431
3.49%, State Revolving Trust Note, due January 25, 2027	427	465
4.03%, State Revolving Trust Note, due December 1, 2026	553	603
4.00% to 5.00%, State Revolving Trust Bond, due August 1, 2021	162	213
0.00%, State Revolving Fund Bond, due August 1, 2021	128	166
3.64%, State Revolving Trust Note, due July 1, 2028	256	276
3.64%, State Revolving Trust Note, due January 1, 2028	84	91
3.45%, State Revolving Trust Note, due August 1, 2031	962	1,015
6.59%, Amortizing Secured Note, due April 20, 2029	3,953	4,302
7.05%, Amortizing Secured Note, due January 20, 2030	3,021	3,271
5.69%, Amortizing Secured Note, due January 20, 2030	6,197	6,709
4.45%, Amortizing Secured Note, due April 20, 2040	9,827	10,267
4.47%, Amortizing Secured Note, due April 20, 2040	3,646	3,810
3.75%, State Revolving Trust Note, due July 1, 2031	2,075	2,191
2.00%, State Revolving Trust Note, due February 1, 2036	1,115	1,115
3.75%, State Revolving Trust Note, due November 30, 2030	1,090	1,154
0.00% Construction Loans	3,874	7,470
<b>First Mortgage Bonds:</b>		
0.00%, Series X, due August 1, 2018	55	107
4.25% to 4.63%, Series Y, due August 1, 2018	61	122
0.00%, Series Z, due August 1, 2019	224	335
5.25% to 5.75%, Series AA, due August 1, 2019	300	440
0.00%, Series BB, due August 1, 2021	482	603
4.00% to 5.00%, Series CC, due August 1, 2021	636	779
0.00%, Series EE, due August 1, 2023	2,296	2,713
3.00% to 5.50%, Series FF, due August 1, 2024	3,495	3,690
0.00%, Series GG, due August 1, 2026	813	903
4.00% to 5.00%, Series HH, due August 1, 2026	880	960
0.00%, Series II, due August 1, 2024	610	700
3.40% to 5.00%, Series JJ, due August 1, 2027	750	824
0.00%, Series KK, due August 1, 2028	988	1,078
5.00% to 5.50%, Series LL, due August 1, 2028	1,095	1,175
0.00%, Series MM, due August 1, 2030	1,237	1,337
3.00% to 4.375%, Series NN, due August 1, 2030	1,505	1,590
0.00%, Series OO, due August 1, 2031	2,107	2,258
2.00% to 5.00%, Series PP, due August 1, 2031	740	780
5.00%, Series QQ, due October 1, 2023	9,915	9,915
3.80%, Series RR, due October 1, 2038	22,500	22,500
4.25%, Series SS, due October 1, 2047	23,000	23,000
0.00%, Series TT, due August 1, 2032	2,258	2,408
3.00% to 3.25%, Series UU, due August 1, 2032	845	890
0.00%, Series VV, due August 1, 2033	2,290	2,433
3.00% to 5.00%, Series WW, due August 1, 2033	830	865
0.00%, Series XX, due August 1, 2047	11,259	-
3.00% to 5.00%, Series YY, due August 1, 2047	3,860	-
<b>SUBTOTAL LONG-TERM DEBT</b>	<b>147,852</b>	<b>142,489</b>
Add: Premium on Issuance of Long-term Debt	1,367	1,495
Less: Unamortized Debt Expense	(3,309)	(3,287)
Less: Current Portion of Long-term Debt	(6,865)	(6,159)
<b>TOTAL LONG-TERM DEBT</b>	<b>\$ 139,045</b>	<b>\$ 134,538</b>

See Notes to Consolidated Financial Statements.

**MIDDLESEX WATER COMPANY**  
**CONSOLIDATED STATEMENTS OF COMMON STOCKHOLDERS' EQUITY**  
(In thousands)

	Common Stock Shares	Common Stock Amount	Retained Earnings	Total
Balance at January 1, 2015	16,124	\$ 148,668	\$ 48,623	\$ 197,291
Net Income			20,028	20,028
Dividend Reinvestment & Common Stock Purchase Plan	63	1,462		1,462
Restricted Stock Award, Net - Employees	33	528		528
Stock Award - Board Of Directors	5	105		105
Cash Dividends on Common Stock			(12,554)	(12,554)
Cash Dividends on Preferred Stock			(144)	(144)
Common Stock Expenses			(22)	(22)
Balance at December 31, 2015	<u>16,225</u>	<u>\$ 150,763</u>	<u>\$ 55,931</u>	<u>\$ 206,694</u>
Net Income			22,742	22,742
Dividend Reinvestment & Common Stock Purchase Plan	43	1,453		1,453
Restricted Stock Award, Net - Employees	24	682		682
Stock Award - Board Of Directors	4	147		147
Cash Dividends on Common Stock			(13,137)	(13,137)
Cash Dividends on Preferred Stock			(144)	(144)
Balance at December 31, 2016	<u>16,296</u>	<u>\$ 153,045</u>	<u>\$ 65,392</u>	<u>\$ 218,437</u>
Net Income			22,809	22,809
Dividend Reinvestment & Common Stock Purchase Plan	32	1,234		1,234
Restricted Stock Award, Net - Employees	22	724		724
Stock Award - Board Of Directors	4	147		147
Shares Forfeited	(2)	(30)		(30)
Cash Dividends on Common Stock			(14,002)	(14,002)
Cash Dividends on Preferred Stock			(144)	(144)
Balance at December 31, 2017	<u>16,352</u>	<u>\$ 155,120</u>	<u>\$ 74,055</u>	<u>\$ 229,175</u>

See Notes to Consolidated Financial Statements.

**MIDDLESEX WATER COMPANY**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**Note 1 – Organization, Summary of Significant Accounting Policies and Recent Developments**

**(a) Organization** - Middlesex Water Company (Middlesex) is the parent company and sole shareholder of Tidewater Utilities, Inc. (Tidewater), Tidewater Environmental Services, Inc. (TESI), Pinelands Water Company (Pinelands Water) and Pinelands Wastewater Company (Pinelands Wastewater) (collectively, Pinelands), Utility Service Affiliates, Inc. (USA), Utility Service Affiliates (Perth Amboy) Inc. (USA-PA) and Twin Lakes Utilities, Inc. (Twin Lakes). Southern Shores Water Company, LLC (Southern Shores) and White Marsh Environmental Systems, Inc. (White Marsh) are wholly-owned subsidiaries of Tidewater.

Middlesex Water Company has operated as a water utility in New Jersey since 1897, in Delaware, through our wholly-owned subsidiary, Tidewater, since 1992 and in Pennsylvania, through our wholly-owned subsidiary, Twin Lakes, since 2009. We are in the business of collecting, treating, distributing and selling water for domestic, commercial, municipal, industrial and fire protection purposes. We also operate New Jersey municipal water, wastewater and storm water systems under contract and provide unregulated water and wastewater services in New Jersey and Delaware through our subsidiaries. Our rates charged to customers for water and wastewater services, the quality of services we provide and certain other matters are regulated in New Jersey, Delaware and Pennsylvania by the New Jersey Board of Public Utilities (NJBPU), Delaware Public Service Commission (DEPSC) and Pennsylvania Public Utilities Commission (PAPUC), respectively. Our USA, USA-PA and White Marsh subsidiaries are not regulated utilities.

Certain reclassifications have been made to the prior year financial statements to conform with current period presentation. The reclassifications are immaterial to the overall presentation of our consolidated financial statements.

**(b) Principles of Consolidation** – The financial statements for Middlesex and its wholly-owned subsidiaries (the Company) are reported on a consolidated basis. All significant intercompany accounts and transactions have been eliminated. Other financial investments in which the Company holds a 50% or less voting interest and cannot exercise control over the operation and policies of the investments are accounted for under the equity method of accounting. Under the equity method of accounting, the Company records its investment interests in Non-Utility Assets and its percentage share of the earnings or losses of the investees in Other Income (Expense).

**(c) System of Accounts** – Middlesex, Pinelands Water and Pinelands Wastewater maintain their accounts in accordance with the Uniform System of Accounts prescribed by the NJBPU. Tidewater, TESI and Southern Shores maintain their accounts in accordance with DEPSC requirements. Twin Lakes maintains its accounts in accordance with PAPUC requirements.

**(d) Regulatory Accounting** - We maintain our books and records in accordance with accounting principles generally accepted in the United States of America. Middlesex and certain of its subsidiaries, which account for 88% of Operating Revenues and 99% of Total Assets, are subject to regulation in the state in which they operate. Those companies are required to maintain their accounts in accordance with regulatory authorities' rules and guidelines, which may differ from other authoritative accounting pronouncements. In those instances, the Company follows the guidance provided in Accounting Standards Codification (ASC) 980, *Regulated Operations*.

In accordance with ASC 980, *Regulated Operations*, costs and obligations are deferred if it is probable that these items will be recognized for rate-making purposes in future rates. Accordingly, we have recorded costs and obligations, which will be amortized over various future periods. Any change in the assessment of the probability of rate-making treatment will require us to change the accounting treatment of the deferred item. We have no reason to believe any of the deferred items that are recorded will be treated differently by the regulators in the future. For additional information, see Note 2 – *Rate and Regulatory Matters*.



**(e) Retirement Benefit Plans** - We maintain a noncontributory defined benefit pension plan (Pension Plan) which covers all active employees who were hired prior to April 1, 2007. In addition, the Company maintains an unfunded supplemental plan for its executive officers that are Pension Plan participants. The Company has a retirement benefit plan other than pensions (Other Benefits Plan) for substantially all of its retired employees. Employees hired after March 31, 2007 are not eligible to participate in this plan. Coverage includes healthcare and life insurance.

The Company's costs for providing retirement benefits are dependent upon numerous factors, including actual plan experience and assumptions of future experience. Retirement benefit plan obligations and expense are determined based on investment performance, discount rates and various other demographic factors related to the population participating in the Company's retirement benefit plans, all of which can change significantly in future years. For more information on the Company's Retirement Benefit Plans, see Note 7 – *Employee Benefit Plans*.

**(f) Utility Plant** – Utility Plant is stated at original cost as defined for regulatory purposes. Property accounts are charged with the cost of betterments and major replacements of property. Cost includes direct material, labor and indirect charges for pension benefits and payroll taxes. The cost of labor, materials, supervision and other expenses incurred in making repairs and minor replacements and in maintaining the properties is charged to the appropriate expense accounts. At December 31, 2017, there was no event or change in circumstance that would indicate that the carrying amount of any long-lived asset was not recoverable.

**(g) Depreciation** – Depreciation is computed by each regulated member of the Company utilizing a rate approved by the applicable regulatory authority. The accumulated provision for depreciation is charged with the cost of property retired, less salvage. The following table sets forth the range of depreciation rates for the major utility plant categories used to calculate depreciation for the years ended December 31, 2017, 2016 and 2015. These rates have been approved by the NJBPU, DEPSC or PAPUC:

Source of Supply	1.15% - 3.44%	Transmission and Distribution (T&D):	
Pumping	2.00% - 5.39%	T&D – Mains	1.10% - 3.13%
Water Treatment	1.65% - 7.09%	T&D – Services	2.12% - 3.16%
General Plant	2.08% - 17.84%	T&D – Other	1.61% - 4.63%
Wastewater Collection	1.42% - 1.81%		

Non-regulated fixed assets consist primarily of office buildings, furniture and fixtures, and transportation equipment. These assets are recorded at original cost and depreciation is calculated based on the estimated useful lives, ranging from 3 to 40 years.

**(h) Preliminary Survey and Investigation (PS&I) Costs** – In the design of water and wastewater systems that the Company ultimately intends to construct, own and operate certain expenditures are incurred to advance those project activities. These PS&I costs are recorded as deferred charges on the balance sheet because these costs are expected to be recovered through future rates charged to customers as the underlying projects are placed into service as utility plant. If it is subsequently determined that costs for a project recorded as PS&I are not recoverable through rates charged to our customers, the applicable PS&I costs are recorded as Other Expense on the statement of income at that time.

**(i) Customers' Advances for Construction (CAC)** – Utility plant and/or cash advances are provided to the Company by customers, real estate developers and builders in order to extend utility service to their properties. These transactions are recorded as CAC. Contractual Refunds of CACs in the form of cash are made by the Company and are based on either additional operating revenues generated from new customers or as new customers are connected to the respective system. After all refunds are made and/or contract terms have expired, any remaining balance is transferred to Contributions in Aid of Construction.

**Contributions in Aid of Construction (CIAC)** – CIAC include direct non-refundable contributions of utility plant and/or cash and the portion of CAC that becomes non-refundable.

CAC and CIAC are not depreciated in accordance with regulatory requirements. In addition, these amounts reduce the investment base for purposes of setting rates.

**(j) Allowance for Funds Used During Construction (AFUDC)** - Middlesex and its regulated subsidiaries capitalize AFUDC, which represents the cost of financing projects during construction. AFUDC is added to the construction costs of individual projects exceeding specific cost and construction period thresholds established for each company and then depreciated along with the rest of the utility plant’s costs over its estimated useful life. AFUDC is calculated using each company’s weighted cost of debt and equity as approved in their most recent respective regulatory rate order. The AFUDC rates for the years ended December 31, 2017, 2016 and 2015 for Middlesex and Tidewater are as follows:

	<u>2017</u>	<u>2016</u>	<u>2015</u>
Middlesex	6.73%	6.73%	6.72%
Tidewater	7.92%	7.92%	7.92%

**(k) Accounts Receivable** – We record bad debt expense based on historical write-offs combined with an evaluation of current conditions. The allowance for doubtful accounts was \$0.9 million as of December 31, 2017 and 2016. For the years ended December 31, 2017, 2016 and 2015, bad debt expense was \$0.5 million, \$0.7 million and \$0.8 million, respectively. For the years ended December 31, 2017, 2016 and 2015, write-offs were \$0.5 million, \$0.6 million and \$0.6 million, respectively. Receivables not expected to be received in 2018 are included as non-current assets in Operations Contracts, Developer and Other Receivables, including a loan by Middlesex to Ridgewood Green RME (RGRME).

In 2011, Middlesex entered into a joint venture agreement that established the legal entity RGRME for the purpose of owning and operating a renewable energy facility at a municipal wastewater treatment plant in New Jersey. Construction was completed and the facility began operating in 2013. This public-private partnership includes the production of electricity from solar panels and biogas to meet the electric power needs of the municipal wastewater treatment plant. A major element of the project’s profitability is the ability to procure, and process, an adequate supply of high quality feedstock material from outside sources to supplement the production of biogas. Such feedstock is in the form of fats, oils, grease and other materials from various commercial operations. During the fourth quarter of 2016, RGRME determined that significant additional investment would need to be made to optimize the liquid waste disposal and biogas electricity generation process. As of December 31, 2017, Middlesex had an investment of \$0.2 million of equity capital (included in “*Non-utility Assets – Net*”) and a \$1.7 million loan to RGRME (included in “*Operations Contracts, Developer and Other Receivables, net*”). The Company has determined that it is more likely than not that RGRME will be unable to satisfy its remaining debt service obligation to Middlesex and therefore, an allowance for uncollectible notes receivable of \$1.7 million has been recorded. Furthermore, Middlesex has recognized a noncash impairment charge of \$0.2 million, representing the Middlesex’s equity investment in RGRME. These charges are included in “*Other Expense*” for the year ended December 31, 2016 on the consolidated statement of income.

**(l) Revenues** - Retail customer invoices for regulated utility service are typically comprised of two components; a fixed service charge and a volumetric or consumption charge. Revenues from retail customers, except Tidewater fixed service charges, include amounts billed in arrears on a cycle basis and unbilled amounts estimated from the last meter reading date to the end of the accounting period. The estimated unbilled amounts are determined by utilizing factors which include historical volumetric or consumption usage and current climate and economic conditions. Actual billings may differ from our estimates. Tidewater customers are billed in advance for their fixed service charge and these revenues are recognized as the service is provided to the customer.

Southern Shores is an unmetered system. Customers are billed a fixed service charge in advance at the beginning of each month and revenues are recognized as earned.

Customers in portions of the TESI system are billed a fixed service charge in arrears.

Revenues from White Marsh's base water and wastewater system operating contracts are fixed, billed monthly and are recorded as earned. White Marsh also provides services in addition to the base services provided under its water and wastewater operating contracts, which are billed and recorded as earned.

Revenues from the City of Perth Amboy management contract are comprised of fixed and variable fees. Fixed fees are billed monthly and recorded as earned. Variable fees are recorded upon approval of the amount by the City of Perth Amboy.

Revenues from USA's operations and maintenance contract for the Borough of Avalon, New Jersey (Avalon) water utility, sewer utility and storm water system are fixed for the term of the contract, are billed monthly and recorded as earned. USA also provides services to Avalon in addition to the base services provided under the operation and maintenance contract. These additional services are recorded as earned and billed upon approval of Avalon.

**(m) Unamortized Debt Expense and Premiums on Long-Term Debt** - Unamortized Debt Expense and Premiums on Long-Term Debt, included on the consolidated balance sheet in long-term debt, are amortized over the lives of the related debt issues.

**(n) Income Taxes** - Middlesex files a consolidated federal income tax return for the Company and income taxes are allocated based on the separate return method. Investment tax credits have been deferred and are amortized over the estimated useful life of the related property. For more information on income taxes, see Note 3 – *Income Taxes*.

**(o) Statements of Cash Flows** - For purposes of reporting cash flows, the Company considers all highly liquid investments with original maturity dates of three months or less to be cash equivalents. Cash and cash equivalents represent bank balances and money market funds with investments maturing in less than 90 days.

**(p) Restricted Cash** – Restricted cash includes cash proceeds from loan transactions entered into through state financing programs and are held in trusts for specific capital expenditures or debt service.

**(q) Use of Estimates** - Conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts in the financial statements. Actual results could differ from those estimates.

#### **(r) Recent Accounting Pronouncements**

**Consolidation** - In February 2015, the Financial Accounting Standards Board (FASB) issued guidance that amends the consolidation analysis for variable interest entities (“VIEs”) as well as voting interest entities. The amendments under the new guidance modify the evaluation of whether limited partnerships and similar legal entities are VIEs or voting interest entities and eliminate the presumption that a general partner should consolidate a limited partnership. This guidance was effective January 1, 2016. The adoption of this guidance did not have a material impact on the Company's financial statements.

**Debt Issuance Costs** - In April 2015, the FASB issued an update to authoritative guidance related to the presentation of debt issuance costs on the balance sheet, requiring companies to present debt issuance costs as a direct deduction from the carrying value of debt. The guidance was effective January 1, 2016. The adoption of this guidance had no impact on the Company's statements of income or cash flows.

**Deferred Income Taxes** – In November 2015, the FASB issued guidance on the classification of deferred tax assets and deferred tax liabilities, requiring entities to present them as noncurrent on the balance sheet. This guidance was effective January 1, 2016 and did not have a material impact on the Company's balance sheet.

**Inventory** - In July 2015, the FASB issued guidance on simplifying the measurement of inventory. The new guidance replaces the current lower of cost or market test with a lower of cost and net realizable value test when cost is determined on a first-in, first-out or average cost basis. The guidance was effective January 1, 2017 and did not have a material impact on the Company's financial statements.

**Accounting for Share-Based Payments** - In March 2016, the FASB issued guidance which simplifies several aspects of the accounting for employee share-based payment transactions, including the accounting for income taxes, forfeitures, and statutory tax withholding requirements, as well as classification in the statement of cash flows. The guidance was effective January 1, 2017 and did not have a material impact on the Company's financial statements.

**Revenue Recognition** - In May 2014, the FASB issued guidance, which replaces most of the existing guidance with a single set of principles for recognizing revenue from contracts with customers. This guidance is effective January 1, 2018, at which time the Company will adopt this guidance using the modified retrospective method. The Company has assessed the impact this will have on our financial statements by analyzing our inventory of contracts with customers, which consist primarily of regulated tariff-based sales and non-regulated operation and maintenance contracts for water and wastewater systems. Based on the Company's interpretation and analysis of this guidance, it will not have a material impact on the Company's financial statements since it is expected that there will be no material changes to the timing or recognition of revenue. Adoption of this guidance will result in more detailed revenue disclosures than currently required under existing guidance.

**Recognition and Measurement of Financial Assets and Financial Liabilities** - In January 2016, the FASB issued guidance which (i) requires all investments in equity securities, including other ownership interests such as partnerships, unincorporated joint ventures and limited liability companies, to be carried at fair value through net income, (ii) requires an incremental recognition and disclosure requirement related to the presentation of fair value changes of financial liabilities for which the fair value option has been elected, (iii) amends several disclosure requirements, including the methods and significant assumptions used to estimate fair value or a description of the changes in the methods and assumptions used to estimate fair value, and (iv) requires disclosure of the fair value of financial assets and liabilities measured at amortized cost at the amount that would be received to sell the asset or paid to transfer the liability. The guidance is effective for fiscal years beginning after December 15, 2017. The guidance is required to be applied retrospectively with a cumulative effect adjustment to retained earnings for initial application of the guidance at the date of adoption (modified retrospective method). The Company does not expect that the adoption of this guidance to have a material impact on the Company's financial statements.

**Statement of Cash Flows** - In August 2016, the FASB issued guidance which amends the previous guidance on the classification of certain cash receipts and payments in the statement of cash flows. The primary purpose of the amendment is to reduce the diversity in practice that has resulted from the lack of consistent principles on this topic. The guidance is effective January 1, 2018 and its adoption is not expected to have a material impact on the Company's financial statements.

**Restricted Cash** - In November 2016, the FASB issued guidance related to the classification and presentation of restricted cash in the statement of cash flows, which requires entities to a) include restricted cash balances in its cash and cash-equivalent balances in the statement of cash flows and b) include a reconciliation of cash and cash-equivalents per the statement of financial position as compared to the statement of cash flows. Changes in restricted cash and restricted cash equivalents that result from transfers between cash, cash equivalents, and restricted cash and restricted cash equivalents will not be presented as cash flow activities in the statement of cash flows. In addition, an entity with a material balance of amounts described as restricted cash and restricted cash equivalents must disclose information about the nature of the restrictions. The guidance is effective January 1, 2018 and its adoption is not expected to have a material impact on the Company's financial statements.

**Employee Benefit Plans-Net Periodic Benefit Cost** – In March 2017, the FASB issued guidance which requires entities to (1) disaggregate the current-service-cost component from the other components of net benefit cost and

present it with other current compensation costs for related employees in the income statement and (2) present the other components elsewhere in the income statement and outside of income from operations if that subtotal is presented. In addition, the guidance requires entities to disclose the income statement lines that contain the other components if they are not presented on appropriately described separate lines. The guidance is effective January 1, 2018. The Company does not expect that the adoption of this guidance to have a material impact on the Company's financial statements.

**Leases** - In February 2016, the FASB issued guidance related to leases which will require lessees to recognize a lease liability (a lessee's obligation to make lease payments arising from a lease, measured on a discounted basis) a right-of-use asset (an asset that represents the lessee's right to use, or control the use of, a specified asset for the lease term). The guidance is effective for fiscal years beginning after December 15, 2018 with early adoption permitted. The Company is currently assessing the impact of this standard on its consolidated financial statements and footnote disclosures, but, based on the Company's current leasing activity, does not expect that the adoption of this guidance to have a material impact on the Company's financial statements.

There are no other new adopted or proposed accounting guidance that the Company is aware of that could have a material impact on the Company's financial statements.

## **Note 2 - Rate and Regulatory Matters**

### ***Rate Matters***

**Middlesex** - In October 2017, Middlesex filed a petition with the New Jersey Board of Public Utilities (NJBPU) seeking permission to increase base water rates by approximately \$15.3 million per year. The request was necessitated by capital infrastructure investments Middlesex has made, or has committed to make, to drinking water infrastructure since the last filing in New Jersey in 2015 as well as increased operations and maintenance costs. We cannot predict when and whether the NJBPU will ultimately approve, deny, or reduce the amount of the request. Under New Jersey statute, the NJBPU must render a decision within nine months of filing a petition.

In October 2017, the NJBPU approved Middlesex's petition to reset its Purchased Water Adjustment Clause (PWAC) tariff rate to recover additional annual costs of \$1.2 million, primarily for the purchase of untreated water from the New Jersey Water Supply Authority. A PWAC is a rate mechanism that allows for the recovery of increased purchased water costs between base rate case filings. The PWAC is reset to zero once those increased costs are included in base rates. The reset PWAC tariff rate became effective on November 1, 2017.

In August 2015, Middlesex implemented a \$5.0 million NJBPU-approved rate increase. The rate increase was needed to recover increased costs and lost customer revenues, as well as a return on invested capital in rate base of \$219.0 million, based on a return on equity of 9.75%.

**Tidewater** - Effective January 1, 2018, Tidewater increased its Delaware Public Service Commission (DEPSC) approved Distribution System Improvement Charge rate, which is expected to generate revenues of approximately \$0.4 million annually.

**Pinelands** - In April 2016, the NJBPU approved \$0.2 million and \$0.1 million of increases, respectively, in Pinelands Water and Pinelands Wastewater's annual base rates, effective May 7, 2016. The rate increases were necessitated by capital infrastructure investments by the companies, increased operations and maintenance costs and lower non-fixed fee revenues. The Pinelands Water base water rate increase was phased-in between 2016 and 2017.

**Southern Shores** - Under the terms of a multi-year DEPSC-approved agreement expiring in 2020, customer rates will increase on January 1<sup>st</sup> of each year to generate additional annual revenue of \$0.1 million with each increase.

**Twin Lakes** - In June 2016, the Pennsylvania Public Utilities Commission approved a \$0.1 million increase in Twin Lakes' base water rates. The rate increase was necessitated by capital infrastructure investments Twin

Lakes has made, or committed to make, and increased operations and maintenance costs. The rate increase will be phased in with the final phase implemented subsequent to specific capital investments being placed in service.

### ***Regulatory Matters***

We have recorded certain costs as regulatory assets because we expect full recovery of, or are currently recovering, these costs in the rates we charge customers. These deferred costs have been excluded from rate base and, therefore, we are not earning a return on the unamortized balances. These items are detailed as follows:

<u>Regulatory Assets</u>	<b>(Thousands of Dollars)</b>		<u>Remaining Recovery Periods</u>
	<u>December 31, 2017</u>	<u>2016</u>	
Retirement Benefits	\$43,070	\$40,603	Various
Income Taxes	9,876	15,899	Various
Rate Cases, Tank Painting, and Other	5,477	4,392	2-10 years
Total	<u>\$58,423</u>	<u>\$60,894</u>	

Retirement benefits include pension and other retirement benefits that have been recorded on the Consolidated Balance Sheet in accordance with the guidance provided in ASC 715, *Compensation – Retirement Benefits*. These amounts represent obligations in excess of current funding, which the Company believes will be fully recovered in rates set by the regulatory authorities.

The recovery period for income taxes is dependent upon when the temporary differences between the tax and book treatment of various items reverse.

On December 22, 2017, the Tax Cuts and Jobs Act of 2017 (the Tax Act) was signed into law making significant changes to the Internal Revenue Code, including a corporate tax rate decrease from 35% to 21% effective for tax years beginning after December 31, 2017. The tariff rates charged to customers in the Company's regulated companies, which comprise 92% of the Company's 2017 pre-tax income, include recovery of income taxes at the statutory rate at the time those rates are approved by the respective state public utility commissions that regulate each of our regulated subsidiaries. The Company is currently performing a revaluation of its deferred income tax liabilities to comply with orders issued by the NJBPU and the DEPSC seeking information on the amount of income taxes collected in rates that are not expected to be incurred by the Company and the proposed methodology to adjust rates charged to customers to reflect excess taxes collected and the decreased corporate tax rate. The revaluation is based on certain assumptions and estimations made in accordance with the Company's understanding of the Tax Act and the authoritative guidance available as of the date of this filing. Initially, the Company has recorded regulatory liabilities of \$31.6 million and reduced its income tax related regulatory assets \$5.9 million for the revaluation of its deferred income taxes pertaining to rate-regulated operations. If new or revised authoritative guidance were to change the Company's understanding of the Tax Act impact on rate-regulated income taxes, it will update its accounting accordingly. The regulatory liabilities are overwhelmingly related to utility plant depreciation deduction timing differences, which are subject to Internal Revenue Service (IRS) normalization rules. The IRS requires that any utility plant related excess taxes cannot be returned to customers any faster than over the remaining life of the underlying utility plant.

The Company uses composite depreciation rates for its regulated utility assets, which is currently an acceptable method under generally accepted accounting principles and is widely used in the utility industry. Historically, under the composite depreciation method, the anticipated costs of removing assets upon retirement are provided for over the life of those assets as a component of depreciation expense. The Company recovers certain asset retirement costs through rates charged to customers as an approved component of depreciation expense. As of December 31, 2017 and 2016, the Company has approximately \$12.2 million and \$11.3 million, respectively, of expected costs of removal recovered currently in rates in excess of actual costs incurred as regulatory liabilities.



The Company is recovering through customer rates acquisition premiums totaling \$0.5 million over the remaining lives of the underlying Utility Plant. These deferred costs have been included in rate base as utility plant and a return is being earned on the unamortized balances during the recovery periods.

### Note 3 – Income Taxes

Income tax expense differs from the amount computed by applying the statutory rate on book income subject to tax for the following reasons:

	<b>(Thousands of Dollars)</b>		
	<b>Years Ended December 31,</b>		
	<b>2017</b>	<b>2016</b>	<b>2015</b>
Income Tax at Statutory Rate	\$11,868	\$12,007	\$10,703
Tax Effect of:			
Utility Plant Related	(1,016)	(1,059)	(920)
State Income Taxes – Net	895	770	745
Tax Act	(610)	-	-
Employee Benefits	(43)	(5)	7
Other	6	22	16
<b>Total Income Tax Expense</b>	<b>\$11,100</b>	<b>\$11,735</b>	<b>\$10,551</b>

Income tax expense is comprised of the following:

	<b>(Thousands of Dollars)</b>		
	<b>Years Ended December 31,</b>		
	<b>2017</b>	<b>2016</b>	<b>2015</b>
Current:			
Federal	\$2,090	\$7,305	\$(15,203)
State	1,066	877	1,153
Deferred:			
Federal	7,713	3,325	24,686
State	310	307	(6)
Investment Tax Credits	(79)	(79)	(79)
<b>Total Income Tax Expense</b>	<b>\$11,100</b>	<b>\$11,735</b>	<b>\$10,551</b>

Deferred income taxes reflect the net tax effect of temporary differences between the carrying amounts of assets and liabilities for financial purposes and the amounts used for income tax purposes. The components of the net deferred tax liability are as follows:

	<b>(Thousands of Dollars)</b>	
	<b>December 31,</b>	
	<b>2017</b>	<b>2016</b>
Utility Plant Related	\$41,259	\$69,019
Customer Advances	(3,749)	(3,430)
Employee Benefits	4,903	6,904
Investment Tax Credits (ITC)	675	753
Other	72	(421)
<b>Total Deferred Tax Liability and ITC</b>	<b>\$43,160</b>	<b>\$72,825</b>

The staff of the United States Securities and Exchange Commission (SEC) has recognized the complexity of reflecting the impacts of the Tax Act, and on December 22, 2017 issued guidance in Staff Accounting Bulletin 118 (SAB 118) which clarifies accounting for income taxes if information is not yet available or complete and provides for up to a one year period in which to complete the required analyses and accounting. SAB 118 describes three scenarios or buckets associated with a company's status of accounting for income tax reform: (1) a company is complete with its accounting for certain effects of tax reform, (2) a company is able to determine a reasonable estimate for certain effects of tax reform and records that estimate as a provisional amount, or (3) a company is not able to determine a reasonable estimate and therefore continues to account for income taxes based on the provisions of the tax laws that were in effect immediately prior to the Tax Act being enacted. The Company has made a reasonable estimate for the measurement and accounting of the effects of the Tax Act which have been reflected in the December 31, 2017 financial statements. However, the final impact of the Tax Act may differ from these estimates due to, among other things, changes in the Company's interpretations and assumptions and additional guidance that may be issued by the IRS, the Company's rate regulators or the FASB. The re-measurement of deferred income taxes at the new federal tax rate decreased deferred income tax expense by \$0.6 million for the year ending December 31, 2017. Additionally, the re-measurement of deferred income taxes decreased accumulated deferred income taxes by \$24.2 million as of December 31, 2017.

As part of its 2014 Federal income tax return, the Company adopted the final IRS regulations pertaining to the tax deductibility of costs that qualify as repairs on tangible property. The adoption resulted in a net reduction of \$17.6 million in taxes previously remitted to the IRS, for which the Company has already sought and received refunds pertaining to tax years 2012 through 2014 in accordance with IRS regulations. Subsequently, the Company's 2014 federal income tax return was selected for examination by the IRS. Concurrently with the IRS examination, the Company agreed to extend the statutory review period for its 2012 thru 2014 tax years. It is unknown at this time whether the results of this examination will result in any changes to the filed 2014 tax return. While the Company believes that its treatment of qualifying tangible property repair costs is proper, its deductibility could be challenged as part of the current examination by the IRS. Therefore, the Company has recorded a provision against refundable taxes of \$2.3 million.

It is probable that any net tax benefits that resulted from adopting the regulations will be considered in determining the revenue requirement in the Company's current rate increase petition (see Note 2 – *Rate and Regulatory Matters*).

The statutory review periods for income tax returns for the years prior to 2012 have been closed. In the event that there are interest and penalties associated with income tax adjustments in the current examination and future examinations, these amounts will be reported under interest expense and other expense, respectively. Other than the effects of the provision against refundable taxes discussed above, there are no unrecognized tax benefits resulting from prior period tax positions.

#### **Note 4 - Commitments and Contingent Liabilities**

*Water Supply* - Middlesex has an agreement with the New Jersey Water Supply Authority (NJWSA) for the purchase of untreated water through November 30, 2023, which provides for an average purchase of 27.0 million gallons a day (mgd). Pricing is set annually by the NJWSA through a public rate making process. The agreement has provisions for additional pricing in the event Middlesex overdrafts or exceeds certain monthly and annual thresholds.

Middlesex also has an agreement with a non-affiliated regulated water utility for the purchase of treated water. This agreement, which expires February 27, 2021, provides for the minimum purchase of 3.0 mgd of treated water with provisions for additional purchases.

Tidewater contracts with the City of Dover, Delaware to purchase treated water of 15.0 million gallons annually.

Purchased water costs are shown below:

<b>(Millions of Dollars)</b>			
<b>Years Ended December 31,</b>			
<u>Purchased Water</u>	<u>2017</u>	<u>2016</u>	<u>2015</u>
Untreated	\$2.8	\$2.6	\$2.5
Treated	<u>3.3</u>	<u>3.2</u>	<u>3.1</u>
Total Costs	<u>\$6.1</u>	<u>\$5.8</u>	<u>\$5.6</u>

*Contract Operations* - USA-PA operates the City of Perth Amboy, New Jersey's (Perth Amboy) water and wastewater collection systems under a 20-year agreement, which expires on December 31, 2018. In connection with the agreement with Perth Amboy, USA-PA entered into a 20-year subcontract with a wastewater operating company for the operation and maintenance of the Perth Amboy wastewater collection system. The subcontract provides for the sharing of certain fixed and variable fees and operating expenses and its term is concurrent with USA-PA's contract with Perth Amboy.

*Guarantees* - As part of an agreement with the County of Monmouth, New Jersey (County), Middlesex serves as guarantor of the performance of Applied Water Management, Inc. (AWM), an unaffiliated wastewater treatment contractor, to operate a County-owned leachate pretreatment facility at the Monmouth County Reclamation Center in Tinton Falls, New Jersey. The performance guaranty is effective through 2028 unless another guarantor, acceptable to the County, replaces Middlesex before such date. Under agreements with AWM and Natural Systems Utilities, LLC (NSU), the parent company of AWM, Middlesex earns a fee for providing the performance guaranty. In addition, Middlesex may provide operational support to the facility, as needed, and AWM and NSU, serving as guarantor to Middlesex with respect to the performance of AWM, agree to indemnify Middlesex against any claims that may arise under the Middlesex guaranty to the County.

If requested to perform under the guaranty to the County and, if AWM and NSU, as guarantor to Middlesex, do not fulfill their obligations to indemnify Middlesex against any claims that may arise under the Middlesex guaranty to the County, Middlesex would be required to fulfill the remaining operational commitment of AWM. As of December 31, 2017 and December 31, 2016, the liability recognized in Other Non-Current Liabilities on the balance sheet for the guaranty is approximately \$0.1 million.

*Leases* - The Company has entered into office space operating leases. Rental expenses under operating leases were \$0.1 million for the year ended December 31, 2017. The Company did not incur rental expenses for the years ended December 31, 2016 and 2015. The operating leases for these facilities will expire in 2027 and 2028. The minimum annual future rental commitment under operating leases that have initial or remaining non-cancelable lease terms over the next 5 years and thereafter are as follows:

<b>(Millions of Dollars)</b>	
<u>Year</u>	<u>Annual Maturities</u>
2018	\$ 0.7
2019	\$ 0.7
2020	\$ 0.7
2021	\$ 0.7
2022	\$ 0.7
Thereafter	\$ 3.8

*Construction* - The Company has projected to spend approximately \$94 million in 2018, \$94 million in 2019 and \$79 million in 2020 on its construction program. The actual amount and timing of capital expenditures is dependent on the need for replacement of existing infrastructure, customer growth, residential new home construction and sales, project scheduling and continued refinement of project scope and costs. There is no assurance that projected customer growth and residential new home construction and sales will occur.

*Litigation* – The Company is a defendant in lawsuits in the normal course of business. We believe the resolution of pending claims and legal proceedings will not have a material adverse effect on the Company’s consolidated financial statements.

*Change in Control Agreements* – The Company has Change in Control Agreements with certain of its officers that provide compensation and benefits in the event of termination of employment in connection with a change in control of the Company.

**Note 5 – Short-term Borrowings**

Information regarding the Company’s short-term borrowings for the years ended December 31, 2017 and 2016 is summarized below:

	<b>(Millions of Dollars)</b>	
	<b>2017</b>	<b>2016</b>
Established Lines at Year-End	\$92.0	\$60.0
Maximum Amount Outstanding	28.0	13.1
Average Outstanding	18.6	7.4
Notes Payable at Year-End	28.0	12.0
Weighted Average Interest Rate	2.15%	1.54%
Weighted Average Interest Rate at Year-End	2.54%	1.71%

The maturity dates for the Notes Payable as of December 31, 2017 are in January 2018 through March 2018 and are extendable at the discretion of the Company.

Interest rates for short-term borrowings are below the prime rate with no requirement for compensating balances.

**Note 6 - Capitalization**

All the transactions discussed below related to the issuance of securities were approved by either the NJBPU or DEPSC, except where otherwise noted.

***Common Stock***

The Company periodically issues shares of its common stock in connection with its Middlesex Water Company Investment Plan (the Investment Plan), a direct share purchase and sale and dividend reinvestment plan for Middlesex common stock. In July 2015, the Company registered an additional 700,000 common shares for potential issuance under the Investment Plan with the SEC, increasing the number of NJBPU-authorized shares to 3.0 million. The cumulative number of shares issued under the Investment Plan at December 31, 2017 is 2.4 million. For the years ended December 31, 2017, 2016 and 2015, the Company raised approximately \$1.2 million, \$1.5 million and \$1.5 million, respectively, through the issuance of shares under the Investment Plan.

The Company issues shares under a restricted stock plan for certain management employees, which is described in Note 7 – *Employee Benefit Plans*.

The Company maintains a stock plan for its outside directors (the Outside Director Stock Compensation Plan). For the years ended December 31, 2017, 2016 and 2015, 3,976, 3,976 and 4,795 shares, respectively, of Middlesex common stock were granted and issued to the Company’s outside directors under the Outside Director Stock Compensation Plan and 64,168 shares remain available for future awards. The maximum number of shares authorized for grant under the Outside Director Stock Compensation Plan is 100,000.

In the event dividends on the preferred stock are in arrears, no dividends may be declared or paid on the common stock of the Company.

### ***Preferred Stock***

At December 31, 2017 and 2016, there were 0.1 million shares of preferred stock authorized and less than 0.1 million shares of preferred stock outstanding. There were no preferred stock dividends in arrears.

The Company may not pay any dividends on its common stock unless full cumulative dividends to the preceding dividend date for all outstanding shares of preferred stock have been paid or set aside for payment. If four or more quarterly dividends are in arrears, the preferred shareholders, as a class, are entitled to elect two members to the Board of Directors in addition to Directors elected by holders of the common stock. In addition, if Middlesex were to liquidate, holders of preferred stock would be paid back the stated value of their preferred shares before any distributions could be made to common stockholders.

The conversion feature of the no par \$7.00 Series Cumulative and Convertible Preferred Stock allows the security holders to exchange one convertible preferred share for twelve shares of the Company's common stock. In addition, the Company may redeem up to 10% of the outstanding convertible stock in any calendar year at a price equal to the fair value of twelve shares of the Company's common stock for each share of convertible stock redeemed.

The conversion feature of the no par \$8.00 Series Cumulative and Convertible Preferred Stock allows the security holders to exchange one convertible preferred share for 13.714 shares of the Company's common stock. The preferred shares are convertible into common stock at the election of the security holder or Middlesex.

### ***Long-term Debt***

Subject to regulatory approval, the Company periodically issues long-term debt to fund its investments in utility plant and other assets. To the extent possible, the Company finances qualifying capital projects under State Revolving Fund (SRF) loan programs in New Jersey and Delaware. These government programs provide financing at interest rates that are typically below rates available in the broader financial markets. A portion of the borrowings under the New Jersey SRF is interest-free. Under the New Jersey SRF program, borrowers first enter into a construction loan agreement with the New Jersey Infrastructure Bank (NJIB) at a below market interest rate. The NJIB was formally known as the New Jersey Environmental Infrastructure Trust. The current interest rate on construction loan borrowings is zero percent (0%). When construction on the qualifying project is substantially complete, NJIB will coordinate the conversion of the construction loan into a long-term securitized loan with a portion of the principal balance having a stated interest rate of zero percent (0%) and a portion of the principal balance at a market interest rate at the time of closing using the credit rating of the State of New Jersey. The current term of the long-term loans offered through the NJIB is up to thirty years. The current portion of the principal balance having a stated interest rate of zero percent (0%) is 75% with the remaining portion of 25% having a market based interest rate. NJIB generally schedules its long-term debt financings in May and November.

Middlesex closed on a \$9.5 million NJBPU approved NJIB construction loan in August 2017. The proceeds are being used to fund the RENEW 2017 project. Through December 31, 2017, Middlesex has drawn down \$3.9 million and expects to draw down the remaining proceeds during the first quarter of 2018. The NJIB has notified the Company that the RENEW 2017 construction loan is scheduled for the May 2018 long-term debt financing program.

In November 2017, Middlesex closed out three of its active NJIB construction loans (booster station upgrade, RENEW 2015 and RENEW 2016 projects) by issuing to the NJIB first mortgage bonds designated as Series XX (\$11.3 million) and Series YY (\$3.9 million). The interest rate on the Series XX bond will be zero and the interest rate on the Series YY bond range between 3.0% and 5.0%. Through December 31, 2017, Middlesex has drawn down \$14.2 million and expects to draw down the remaining proceeds during the first quarter of 2018. The final maturity date for both bonds will be August 1, 2047, with scheduled principal and interest payments over the life of the loans.

In February 2016, Tidewater closed on a \$1.2 million General Obligation Note loan with the Delaware SRF program to fund the replacement of the water distribution system in a manufactured home community. Tidewater has drawn \$1.1 million on this loan and the project is considered complete. The interest rate on the \$1.1 million is 2.0% with a final repayment maturity date of February 1, 2036.

In 2015, Tidewater completed the drawdown of a \$15.0 million long-term debt transaction. The interest rate on \$11.0 million of the loan is 4.45%. \$4.0 million of the loan was initially set up as a market-based variable interest rate transaction, but which was converted to a fixed rate of 4.47% in January 2017. The proceeds were used to pay down short-term debt and for other general corporate purposes. The final maturity date of all borrowings under this loan agreement is April 2040.

Bond Series QQ, RR and SS are term bonds with single maturity dates subsequent to 2022. Principal repayments for all series of the Company's long-term debt except for Bond Series X, Y, Z, AA, BB and CC extend beyond 2022. The aggregate annual principal repayment obligations for all long-term debt over the next five years are shown below:

	<b>(Millions of Dollars)</b>
<u>Year</u>	<u>Annual Maturities</u>
2018	\$ 6.9
2019	\$ 7.1
2020	\$ 6.9
2021	\$ 6.9
2022	\$ 6.4

The weighted average interest rate on all long-term debt at December 31, 2017 and 2016 was 3.77% and 3.88%, respectively. Except for the Amortizing Secured Notes (\$39.6 million), all of the Company's outstanding long-term debt has been issued through the New Jersey Economic Development Authority (\$55.4 million), the NJIB program (\$43.8 million) and the Delaware SRF program (\$9.1 million).

In both 2016 and 2015, the NJIB de-obligated principal payments of \$0.5 million on several series of SRF long-term debt.

Substantially all of the utility plant of the Company is subject to the lien of its mortgage, which includes debt service and capital ratio covenants. The Company is in compliance with all of its mortgage covenants and restrictions.

### ***Earnings Per Share***

The following table presents the calculation of basic and diluted earnings per share (EPS) for the three years ended December 31, 2017. Basic EPS is computed on the basis of the weighted average number of shares outstanding. Diluted EPS assumes the conversion of both the Convertible Preferred Stock \$7.00 Series and \$8.00 Series.



	(In Thousands, Except Per Share Amounts)					
	2017		2016		2015	
Basic:	Income	Shares	Income	Shares	Income	Shares
Net Income	\$22,809	16,330	\$22,742	16,270	\$20,028	16,175
Preferred Dividend	(144)		(144)		(144)	
Earnings Applicable to Common Stock	\$22,665	16,330	\$22,598	16,270	\$19,884	16,175
Basic EPS	\$1.39		\$1.39		\$1.23	
Diluted:	Income	Shares	Income	Shares	Income	Shares
Earnings Applicable to Common Stock	\$22,665	16,330	\$22,598	16,270	\$19,884	16,175
\$7.00 Series Dividend	67	115	67	115	67	115
\$8.00 Series Dividend	24	41	24	41	24	41
Adjusted Earnings Applicable to Common Stock	\$22,756	16,486	\$22,689	16,426	\$19,975	16,331
Diluted EPS	\$1.38		\$1.38		\$1.22	

### ***Fair Value of Financial Instruments***

The following methods and assumptions were used by the Company in estimating its fair value disclosure for financial instruments for which it is practicable to estimate that value. The carrying amounts reflected in the consolidated balance sheets for cash and cash equivalents, accounts receivable, accounts payable and notes payable approximate their respective fair values due to the short-term maturities of these instruments. The fair value of First Mortgage and State Revolving Fund Bonds (collectively, the Bonds) issued by Middlesex is based on quoted market prices for similar issues. Under the fair value hierarchy, the fair value of cash and cash equivalents is classified as a Level 1 measurement and the fair value of notes payable and the Bonds in the table below are classified as Level 2 measurements. The carrying amount and fair value of the Bonds were as follows:

	(Thousands of Dollars)			
	At December 31,			
	<u>2017</u>		<u>2016</u>	
	Carrying Amount	Fair Value	Carrying Amount	Fair Value
Bonds	\$95,322	\$98,036	\$82,786	\$84,821

For other long-term debt issuances for which there is no quoted market price and there is not an active trading market, it was not practicable to estimate their fair value. For details, including carrying value, interest rate and due date on these series of long-term debt, please refer to those series of long-term debt described as “Amortizing Secured Note”, “State Revolving Trust Note” and “Construction Loans” on the Condensed Consolidated Statements of Capital Stock and Long-Term Debt). The carrying amount of these instruments was \$52.5 million and \$59.7 million at December 31, 2017 and December 31, 2016, respectively. Customer advances for construction have carrying amounts of \$21.4 million and \$20.8 million at December 31, 2017 and December 31, 2016, respectively. Their relative fair values cannot be accurately estimated since future refund payments depend on several variables, including new customer connections, customer consumption levels and future rate increases.

### **Note 7 - Employee Benefit Plans**

#### ***Pension Benefits***

The Company’s Pension Plan covers all active employees hired prior to April 1, 2007. Employees hired after March 31, 2007 are not eligible to participate in this plan, but can participate in a defined contribution profit sharing plan that provides an annual contribution at the discretion of the Company, based upon a percentage of

the participants' annual paid compensation. In order to be eligible for contribution, the eligible employee must be employed by the Company on December 31<sup>st</sup> of the year to which the contribution relates. The Company maintains an unfunded supplemental plan for its executive officers. The Accumulated Benefit Obligation for the Company's Pension Plan at December 31, 2017 and 2016 was \$75.7 million and \$66.8 million, respectively.

### **Other Benefits**

The Company's Other Benefits Plan covers substantially all of its current retired employees. Employees hired after March 31, 2007 are not eligible to participate in this plan. Coverage includes healthcare and life insurance. Accrued retirement benefit costs are recorded each year.

### **Regulatory Treatment of Over/Underfunded Retirement Obligations**

Because the Company is subject to regulation in the states in which it operates, it is required to maintain its accounts in accordance with the regulatory authority's rules and guidelines, which may differ from other authoritative accounting pronouncements. In those instances, the Company follows the guidance of ASC 980, *Regulated Operations*. Based on prior regulatory practice, and in accordance with the guidance in ASC 980, *Regulated Operations*, the Company records underfunded Pension Plan and Other Benefits Plan obligation costs, which otherwise would be recognized in Other Comprehensive Income under ASC 715, *Compensation – Retirement Benefits*, as a Regulatory Asset, and expects to recover those costs in rates charged to customers.

The Company uses a December 31 measurement date for all of its employee benefit plans. The tables below set forth information relating to the Company's Pension Plan and Other Benefits Plan for 2017 and 2016.

**(Thousands of Dollars)**

	<b>Pension Plan</b>		<b>Other Benefits Plan</b>	
	<b>December 31,</b>			
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
<b>Change in Projected Benefit Obligation:</b>				
Beginning Balance	\$ 78,601	\$ 72,542	\$ 48,888	\$ 46,249
Service Cost	2,399	2,308	1,089	1,099
Interest Cost	3,143	3,046	1,964	1,952
Actuarial Loss	6,203	2,810	3,052	141
Benefits Paid	(2,333)	(2,105)	(648)	(553)
Ending Balance	\$ 88,013	\$ 78,601	\$ 54,345	\$ 48,888
<b>Change in Fair Value of Plan Assets:</b>				
Beginning Balance	\$ 59,370	\$ 52,931	\$ 31,607	\$ 29,018
Actual Return on Plan Assets	8,543	4,909	3,521	1,591
Employer Contributions	3,635	3,635	1,603	1,551
Benefits Paid	(2,333)	(2,105)	(648)	(553)
Ending Balance	\$ 69,215	\$ 59,370	\$ 36,083	\$ 31,607
Funded Status	\$ (18,798)	\$ (19,231)	\$ (18,262)	\$ (17,281)

(Thousands of Dollars)

	Pension Plan		Other Benefits Plan	
	December 31,			
	2017	2016	2017	2016
Amounts Recognized in the Consolidated Balance Sheets consist of:				
Current Liability	374	373	-	-
Noncurrent Liability	18,424	18,858	18,262	17,281
Net Liability Recognized	\$ 18,798	\$ 19,231	\$ 18,262	\$ 17,281

(Thousands of Dollars)

	Pension Plan			Other Benefits Plan		
	Years Ended December 31,					
	2017	2016	2015	2017	2016	2015
Components of Net Periodic Benefit Cost						
Service Cost	\$ 2,399	\$ 2,308	\$ 2,558	\$ 1,089	\$ 1,099	\$ 1,373
Interest Cost	3,143	3,046	2,894	1,964	1,952	1,921
Expected Return on Plan Assets	(4,489)	(4,014)	(3,919)	(2,406)	(2,213)	(2,107)
Amortization of Net Actuarial Loss	1,566	1,426	1,645	1,781	1,773	2,261
Amortization of Prior Service Credit	-	-	-	(1,728)	(1,728)	(1,728)
Net Periodic Benefit Cost	\$ 2,619	\$ 2,766	\$ 3,178	\$ 700	\$ 883	\$ 1,720

Amounts that are expected to be amortized from Regulatory Assets into Net Periodic Benefit Cost in 2018 are as follows:

(Thousands of Dollars)

	Pension Plan	Other Benefits Plan
Actuarial Loss	\$1,658	\$1,787
Prior Service Credit	-	(1,607)

The discount rate and compensation increase rate for determining our postretirement benefit plans' benefit obligations and costs as of and for the years ended December 31, 2017, 2016 and 2015, respectively, are as follows:

	Pension Plan			Other Benefits Plan		
	2017	2016	2015	2017	2016	2015
Weighted Average Assumptions:						
Expected Return on Plan Assets	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%
Discount Rate for:						
Benefit Obligation	3.53%	4.06%	4.26%	3.53%	4.06%	4.26%
Benefit Cost	4.06%	4.26%	3.91%	4.06%	4.26%	3.91%
Compensation Increase for:						
Benefit Obligation	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Benefit Cost	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%

The compensation increase assumption for the Other Benefits Plan is attributable to life insurance provided to qualifying employees upon their retirement. The insurance coverage will be determined based on the employee's base compensation as of their retirement date.

The Company utilizes the Society of Actuaries' mortality table (RP 2014) (Mortality Improvement Scale MP2017 for the 2017 valuation).

For the 2017 valuation, costs and obligations for our Other Benefits Plan assumed a 9.0% annual rate of increase in the per capita cost of covered healthcare benefits in 2018 with the annual rate of increase declining 1.0% per year for 2019-2021 and 0.5% per year for 2022-2023, resulting in an annual rate of increase in the per capita cost of covered healthcare benefits of 5% by year 2023.

A one-percentage point change in assumed healthcare cost trend rates would have the following effects on the Other Benefits Plan:

	<b>(Thousands of Dollars)</b>	
	<b>1 Percentage Point</b>	
	<b>Increase</b>	<b>Decrease</b>
Effect on Current Year Service and Interest Costs	\$ 649	\$ (499)
Effect on Projected Benefit Obligation	\$ 9,412	\$ (7,403)

The following benefit payments, which reflect expected future service, are expected to be paid:

<b>Year</b>	<b>(Thousands of Dollars)</b>	
	<b>Pension Plan</b>	<b>Other Benefits Plan</b>
2018	\$ 2,639	\$ 1,174
2019	2,653	1,414
2020	2,875	1,614
2021	2,971	1,816
2022	3,360	2,027
2023-2027	<u>23,789</u>	<u>11,674</u>
Totals	<u>\$38,287</u>	<u>\$19,719</u>

### **Benefit Plans Assets**

The allocation of plan assets at December 31, 2017 and 2016 by asset category is as follows:

<b>Asset Category</b>	<b>Pension Plan</b>			<b>Other Benefits Plan</b>		
	<b><u>2017</u></b>	<b><u>2016</u></b>	<b><u>Target</u></b>	<b><u>2017</u></b>	<b><u>2016</u></b>	<b><u>Target</u></b>
Equity Securities	62.8%	59.7%	55%	57.7%	54.1%	43%
Debt Securities	33.6%	36.6%	38%	32.9%	43.3%	50%
Cash	1.0%	1.0%	2%	9.4%	2.6%	2%
Real Estate/Commodities	<u>2.6%</u>	<u>2.7%</u>	5%	<u>0.0%</u>	<u>0.0%</u>	5%
Total	<u>100.0%</u>	<u>100.0%</u>		<u>100.0%</u>	<u>100.0%</u>	

Two outside investment firms each manage a portion of the Pension Plan asset portfolio. One of those investment firms also manages the Other Benefits Plan asset portfolio. Quarterly meetings are held between the Company's Pension Committee of the Board of Directors and the investment managers to review their performance and asset allocation. If the actual asset allocation is outside the targeted range, the Pension Committee reviews current market conditions and advice provided by the investment managers to determine the appropriateness of rebalancing the portfolio.

The objective of the Company is to maximize the long-term return on retirement plan assets, relative to a reasonable level of risk, maintain a diversified investment portfolio and maintain compliance with the Employee Retirement Income Security Act of 1974. The expected long-term rate of return is based on the various asset categories in which plan assets are invested and the current expectations and historical performance for these categories.

Equity securities include Middlesex common stock in the amounts of \$0.8 million (1.1% of total Pension Plan assets) and \$0.8 million (1.4% of total Pension Plan assets) and as of December 31, 2017 and 2016, respectively.

### ***Fair Value Measurements***

Accounting guidance provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy are described as follows:

- Level 1 – Inputs to the valuation methodology are unadjusted quoted market prices for identical assets or liabilities in accessible active markets.
- Level 2 – Inputs to the valuation methodology that are observable, either directly or indirectly, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities. If the asset or liability has a specified contractual term, the Level 2 input must be observable for substantially the full term of the asset or liability.
- Level 3 – Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

Certain investments in cash and cash equivalents, equity securities, and commodities are valued based on quoted market prices in active markets and are classified as Level 1 investments. Certain investments in cash and cash equivalents, equity securities and fixed income securities are valued using prices received from pricing vendors that utilize observable inputs and are therefore classified as Level 2 investments.

The following tables present Middlesex’s Pension Plan assets measured and recorded at fair value within the fair value hierarchy:

	<b>(Thousands of Dollars)</b>			
	<b>As of December 31, 2017</b>			
	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
Mutual Funds	\$ 57,608	\$ -	\$ -	\$ 57,608
Money Market Funds	677	-	-	677
Common Equity Securities	10,930	-	-	10,930
Total Investments	<u>\$ 69,215</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 69,215</u>

	<b>(Thousands of Dollars)</b>			
	<b>As of December 31, 2016</b>			
	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
Mutual Funds	\$ 49,439	\$ -	\$ -	\$ 49,439
Money Market Funds	648	-	-	648
Common Equity Securities	9,283	-	-	9,283
Total Investments	<u>\$ 59,370</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 59,370</u>

The following tables present Middlesex's Other Benefits Plan assets measured and recorded at fair value within the fair value hierarchy:

<b>(Thousands of Dollars)</b>				
<b>As of December 31, 2017</b>				
	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
Mutual Funds	\$ 20,819	\$ -	\$ -	\$ 20,819
Money Market Funds	3,388	-	-	3,388
Preferred Equity Securities	115	-	-	115
Agency/US/State/Municipal Debt	-	11,761	-	11,761
<b>Total Investments</b>	<b>\$ 24,322</b>	<b>\$ 11,761</b>	<b>\$ -</b>	<b>\$ 36,083</b>

<b>(Thousands of Dollars)</b>				
<b>As of December 31, 2016</b>				
	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
Mutual Funds	\$ 17,096	\$ -	\$ -	\$ 17,096
Money Markey Funds	826	-	-	826
Preferred Equity Securities	108	-	-	108
Agency/US/State/Municipal Debt	-	13,577	-	13,577
<b>Total Investments</b>	<b>\$ 18,030</b>	<b>\$ 13,577</b>	<b>\$ -</b>	<b>\$ 31,607</b>

#### **Benefit Plans Contributions**

For the Pension Plan, Middlesex made total cash contributions of \$3.6 million in 2017 and expects to make approximately \$3.3 million of cash contributions in 2018.

For the Other Benefits Plan, Middlesex made total cash contributions of \$1.6 million in 2017 and expects to make approximately \$1.6 million of cash contributions in 2018.

#### **401(k) Plan**

The Company maintains a 401(k) defined contribution plan, which covers substantially all employees with more than 1,000 hours of service. Under the terms of the Plan, the Company matches 100% of a participant's contributions, which do not exceed 1% of a participant's compensation, plus 50% of a participant's contributions exceeding 1%, but not more than 6%. The Company's matching contribution was \$0.6 million for each of the years ended December 31, 2017, 2016 and 2015.

For those employees hired after March 31, 2007, and still actively employed on December 31, 2017, the Company approved, and will fund, a discretionary contribution of \$0.5 million which was based on 5.0% of eligible 2017 compensation. For each of the years ended December 31, 2016 and 2015, the Company made discretionary contributions of \$0.4 million for qualifying employees.

#### **Stock-Based Compensation**

The Company has a stock compensation plan for certain management employees (the 2008 Restricted Stock Plan). The Company maintains an escrow account for 0.1 million shares of the Company's common stock for the 2008 Restricted Stock Plan. Shares issued in connection with the 2008 Restricted Stock Plan are subject to forfeiture by the employee in the event of termination of employment within five years of the award other than as a result of normal retirement, death, disability or change in control. The maximum number of shares authorized for grant under the 2008 Restricted Stock Plan is 0.3 million shares, for which less than 50,000 shares remain as unissued shares. The 2008 Restricted Stock Plan terminates on March 31, 2018.

The Company recognizes compensation expense at fair value for the 2008 Restricted Stock Plan awards in accordance with ASC 718, *Compensation – Stock Compensation*. Compensation expense is determined by the market value of the stock on the date of the award and is being amortized over a five-year period.

The following table presents information on the 2008 Restricted Stock Plan:

	Shares (thousands)	Unearned Compensation (thousands)	Weighted Average Grant Price
Balance, January 1, 2015	127	\$1,483	
Granted	33	741	\$22.65
Vested	(12)	-	
Forfeited	-	-	
Amortization of Compensation Expense	-	(528)	
Balance, December 31, 2015	148	\$1,696	
Granted	24	750	\$30.85
Vested	(25)	-	
Forfeited	-	-	
Amortization of Compensation Expense	-	(682)	
Balance, December 31, 2016	147	\$1,764	
Granted	22	799	\$36.95
Vested	(20)	-	
Forfeited	(2)	(54)	
Amortization of Compensation Expense	-	(724)	
Balance, December 31, 2017	147	\$1,785	

The fair value of vested restricted shares was \$0.8 million and \$0.9 million as of December 31, 2017 and 2016, respectively.

#### **Note 8 – Business Segment Data**

The Company has identified two reportable segments. One is the regulated business of collecting, treating and distributing water on a retail and wholesale basis to residential, commercial, industrial and fire protection customers in parts of New Jersey, Delaware and Pennsylvania. This segment also includes regulated wastewater systems in New Jersey and Delaware. The Company is subject to regulations as to its rates, services and other matters by the states of New Jersey, Delaware and Pennsylvania with respect to utility service within these states. The other segment is primarily comprised of non-regulated contract services for the operation and maintenance of municipal and private water and wastewater systems in New Jersey and Delaware.

Inter-segment transactions relating to operational costs are treated as pass-through expenses. Finance charges on inter-segment loan activities are based on interest rates that are below what would normally be charged by a third party lender.



<b>(Thousands of Dollars)</b>			
<b>Years Ended December 31,</b>			
<b>Operations by Segments:</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
Revenues:			
Regulated	\$ 115,454	\$ 118,017	\$ 111,247
Non – Regulated	15,912	15,388	15,238
Inter-segment Elimination	(591)	(499)	(460)
Consolidated Revenues	\$ 130,775	\$ 132,906	\$ 126,025
Operating Income:			
Regulated	\$ 35,952	\$ 38,201	\$ 33,603
Non – Regulated	2,668	2,431	2,237
Consolidated Operating Income	\$ 38,620	\$ 40,632	\$ 35,840
Depreciation:			
Regulated	\$ 13,732	\$ 12,606	\$ 11,874
Non – Regulated	190	190	177
Consolidated Depreciation	\$ 13,922	\$ 12,796	\$ 12,051
Other Income (Expense), Net:			
Regulated	\$ 1,198	\$ 779	\$ 619
Non – Regulated	64	(1,308)	20
Inter-segment Elimination	(467)	(333)	(346)
Consolidated Other Income (Expense), Net	\$ 795	\$ (862)	\$ 293
Interest Expense:			
Regulated	\$ 5,855	\$ 5,293	\$ 5,554
Non – Regulated	118	89	89
Inter-segment Elimination	(467)	(89)	(89)
Consolidated Interest Charges	\$ 5,506	\$ 5,293	\$ 5,554
Income Taxes:			
Regulated	\$ 9,848	\$ 11,091	\$ 9,522
Non – Regulated	1,252	644	1,029
Consolidated Income Taxes	\$ 11,100	\$ 11,735	\$ 10,551
Net Income:			
Regulated	\$ 21,447	\$ 22,353	\$ 18,889
Non – Regulated	1,362	389	1,139
Consolidated Net Income	\$ 22,809	\$ 22,742	\$ 20,028
Capital Expenditures:			
Regulated	\$ 50,078	\$ 47,189	\$ 25,706
Non – Regulated	223	186	67
Total Capital Expenditures	\$ 50,301	\$ 47,375	\$ 25, 773

<b>(Thousands of Dollars)</b>		
	<b>As of</b>	<b>As of</b>
	<b>December 31, 2017</b>	<b>December 31, 2016</b>
Assets:		
Regulated	\$661,816	\$619,915
Non – Regulated	7,093	6,245
Inter-segment Elimination	(7,769)	(5,999)
Consolidated Assets	\$661,140	\$620,161

## Note 9 - Quarterly Operating Results - Unaudited

Operating results for each quarter of 2017 and 2016 are as follows:

(Thousands of Dollars, Except per Share Data)					
2017	1 <sup>st</sup>	2 <sup>nd</sup>	3 <sup>rd</sup>	4 <sup>th</sup>	Total
Operating Revenues	\$ 30,131	\$ 33,014	\$ 36,174	\$ 31,456	\$ 130,775
Operating Income	7,780	9,563	12,806	8,471	38,620
Net Income	4,441	5,381	7,642	5,345	22,809
Basic Earnings per Share	\$ 0.27	\$ 0.33	\$ 0.47	\$ 0.32	\$ 1.39
Diluted Earnings per Share	\$ 0.27	\$ 0.33	\$ 0.46	\$ 0.32	\$ 1.38
2016	1 <sup>st</sup>	2 <sup>nd</sup>	3 <sup>rd</sup>	4 <sup>th</sup>	Total
Operating Revenues	\$ 30,579	\$ 32,725	\$ 37,754	\$ 31,808	\$ 132,906
Operating Income	8,302	10,328	14,156	7,846	40,632
Net Income	4,790	5,919	8,813	3,220	22,742
Basic Earnings per Share	\$ 0.29	\$ 0.36	\$ 0.54	\$ 0.20	\$ 1.39
Diluted Earnings per Share	\$ 0.29	\$ 0.36	\$ 0.54	\$ 0.19	\$ 1.38

The information above, in the opinion of the Company, includes all adjustments consisting only of normal recurring accruals necessary for a fair presentation of such amounts. The business of the Company is subject to seasonal fluctuation with the peak period usually occurring during the summer months. The quarterly earnings per share amounts above may differ from previous filings due to the effects of rounding.

### ITEM 9. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE.

None.

### ITEM 9A. CONTROLS AND PROCEDURES

(1) Disclosure controls and procedures are controls and other procedures that are designed to ensure that information required to be disclosed in Company reports filed or submitted under the Exchange Act is recorded, processed, summarized and reported, within the time periods specified in the Securities and Exchange Commission's rules and forms. Disclosure controls and procedures include, without limitation, controls and procedures designed to ensure that information required to be disclosed in Company reports filed under the Exchange Act is accumulated and communicated to management, including the Company's Chief Executive Officer and Chief Financial Officer as appropriate, to allow timely decisions regarding disclosure.

As required by Rule 13a-15 under the Exchange Act, an evaluation of the effectiveness of the design and operation of the Company's disclosure controls and procedures was conducted by the Company's Chief Executive Officer along with the Company's Chief Financial Officer for the quarter ended December 31, 2017. Based upon that evaluation the Company's Chief Executive Officer and the Company's Chief Financial Officer concluded:

(a) Disclosure controls and procedures were effective as of the end of the period covered by this report.

(b) No changes in internal control over financial reporting occurred during our most recent fiscal quarter that has materially affected, or are reasonably likely to materially affect, internal control over financial reporting.

Accordingly, management believes the consolidated financial statements included in this report fairly present in all material respects our financial condition, results of operations and cash flows for the periods presented.

## **(2) Management’s Report on Internal Control Over Financial Reporting**

The management of Middlesex Water Company (Middlesex or the Company) is responsible for establishing and maintaining adequate internal control over financial reporting as defined in Exchange Act Rule 13A-15(f) and 15d-15(f). Middlesex’s internal control system was designed to provide reasonable assurance to the Company’s management and Board of Directors of adequate preparation and fair presentation of the published financial statements.

All internal control systems, no matter how well designed, have inherent limitations. Therefore, even those systems determined to be effective can provide only reasonable assurance with respect to the adequacy of financial statement preparation and presentation. Middlesex’s management assessed the effectiveness of the Company’s internal control over financial reporting as of December 31, 2017. In making this assessment, management used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) in *Internal Control-Integrated Framework* (2013 framework). Based on our assessment, we believe that as of December 31, 2017, the Company’s internal control over financial reporting is operating as designed and is effective based on those criteria.

Middlesex’s independent registered public accounting firm has audited the effectiveness of our internal control over financial reporting as of December 31, 2017 as stated in their report which is included herein.

/s/ Dennis W. Doll  
Dennis W. Doll  
President and  
Chief Executive Officer

/s/ A. Bruce O’Connor  
A. Bruce O’Connor  
Vice President, Treasurer and  
Chief Financial Officer

Iselin, New Jersey  
March 9, 2018

### **ITEM 9B. OTHER INFORMATION.**

None.

### **PART III**

#### **ITEM 10. DIRECTORS, EXECUTIVE OFFICERS AND CORPORATE GOVERNANCE.**

Information with respect to Directors of Middlesex Water Company is included in Middlesex Water Company's Proxy Statement for the 2018 Annual Meeting of Stockholders and is incorporated herein by reference.

Information regarding the Executive Officers of Middlesex Water Company is included under Item 1. in Part I of this Annual Report.

#### **ITEM 11. EXECUTIVE COMPENSATION.**

This Information for Middlesex Water Company is included in Middlesex Water Company's Proxy Statement for the 2018 Annual Meeting of Stockholders and is incorporated herein by reference.

#### **ITEM 12. SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT AND RELATED STOCKHOLDER MATTERS.**

This information for Middlesex Water Company is included in Middlesex Water Company's Proxy Statement for the 2018 Annual Meeting of Stockholders and is incorporated herein by reference.

#### **ITEM 13. CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS, AND DIRECTOR INDEPENDENCE.**

This information for Middlesex Water Company is included in Middlesex Water Company's Proxy Statement for the 2018 Annual Meeting of Stockholders and is incorporated herein by reference.

#### **ITEM 14. PRINCIPAL ACCOUNTING FEES AND SERVICES.**

This information for Middlesex Water Company is included in Middlesex Water Company's Proxy Statement for the 2018 Annual Meeting of Stockholders and is incorporated herein by reference.

## PART IV

### ITEM 15. EXHIBITS AND FINANCIAL STATEMENT SCHEDULES.

1. The following Financial Statements and Supplementary Data are included in Part II- Item 8. of this Annual Report:
  - Consolidated Balance Sheets at December 31, 2017 and 2016.
  - Consolidated Statements of Income for each of the three years in the period ended December 31, 2017.
  - Consolidated Statements of Cash Flows for each of the three years in the period ended December 31, 2017.
  - Consolidated Statements of Capital Stock and Long-term Debt as of December 31, 2017 and 2016.
  - Consolidated Statements of Common Stockholders' Equity for each of the three years in the period ended December 31, 2017.
  - Notes to Consolidated Financial Statements.
2. Financial Statement Schedules

All Schedules are omitted because of the absence of the conditions under which they are required or because the required information is shown in the financial statements or notes thereto.
3. Exhibits

See Exhibit listing immediately following the signature page.

### ITEM 16. FORM 10-K SUMMARY.

None.

## SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities and Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

### MIDDLESEX WATER COMPANY

By: /s/ Dennis W. Doll  
Dennis W. Doll  
President and Chief Executive Officer

Date: March 9, 2018

Pursuant to the requirements of the Securities and Exchange Act of 1934, this report has been signed below by the following persons, on behalf of the registrant and in the capacities indicated on March 9, 2018.

By: /s/ A. Bruce O'Connor  
A. Bruce O'Connor  
Vice President, Treasurer and Chief Financial Officer  
(Principal Financial Officer and Principal Accounting Officer)

By: /s/ Dennis W. Doll  
Dennis W. Doll  
Chairman of the Board, President, Chief Executive Officer and Director  
(Principal Executive Officer)

By: /s/ James F. Cosgrove Jr.  
James F. Cosgrove Jr.  
Director

By: /s/ Kim C. Hanemann  
Kim C. Hanemann  
Director

By: /s/ Steven M. Klein  
Steven M. Klein  
Director

By: /s/ Amy B. Mansue  
Amy B. Mansue  
Director

By: /s/ John R. Middleton, M.D.  
John R. Middleton, M.D.  
Director

By: /s/ Walter G. Reinhard  
Walter G. Reinhard  
Director

By: /s/ Jeffries Shein  
Jeffries Shein  
Director

## EXHIBIT INDEX

Exhibits designated with an asterisk (\*) are filed herewith. The exhibits not so designated have heretofore been filed with the Commission and are incorporated herein by reference to the documents indicated in the previous filing columns following the description of such exhibits. Exhibits designated with a dagger (†) are management contracts or compensatory plans.

Exhibit No.	Document Description	Previous Registration No.	Filing's Exhibit No.
3.1	Certificate of Amendment to the Restated Certificate of Incorporation, filed with the State of New Jersey on June 19, 1997, included as Exhibit 3.1 to the Company's Current Report on Form 8-K filed April 30, 2010.		
3.2	Certificate of Amendment to the Restated Certificate of Incorporation, filed with the State of New Jersey on May 27, 1998, filed as Exhibit 3.1 of the Company's 1998 Form 10-K.		
3.3	Certificate of Correction of Middlesex Water Company filed with the State of New Jersey on April 30, 1999, filed as Exhibit 3.3 of the Company's 2003 Form 10-K/A-2.		
3.4	Certificate of Amendment to the Restated Certificate of Incorporation Middlesex Water Company, filed with the State of New Jersey on February 17, 2000, filed as Exhibit 3.4 of the Company's 2003 Form 10-K/A-2.		
3.5	Certificate of Amendment to the Restated Certificate of Incorporation Middlesex Water Company, filed with the State of New Jersey on June 5, 2002, filed as Exhibit 3.5 of the Company's 2003 Form 10-K/A-2.		
3.6	Certificate of Amendment to the Restated Certificate of Incorporation, filed with the State of New Jersey on June 10, 1998, filed as Exhibit 3.1 of the Company's 1998 Form 10-K.		
3.7	Bylaws of the Company, as amended, filed as Exhibit 4.1 of the Company's 2010 Second Quarter Form 10-Q.		
4.1	Form of Common Stock Certificate.	2-55058	2(a)
10.1	Copy of Purchased Water Agreement between the Company and Elizabethtown Water Company, filed as Exhibit 10 of the Company's 2006 First Quarter Form 10-Q.		
10.2	Copy of Mortgage, dated April 1, 1927, between the Company and Union County Trust Company, as Trustee, as supplemented by Supplemental Indentures, dated as of October 1, 1939 and April 1, 1949.	2-15795	4(a)-4(f)
10.3	Copy of Supplemental Indenture, dated as of July 1, 1964 and June 15, 1991, between the Company and Union County Trust Company, as Trustee.	33-54922	10.4-10.9
10.4	Copy of Supply Agreement, dated as of July 27, 2011, between the Company and the Old Bridge Municipal Utilities Authority filed as Exhibit No. 10.4 of the Company's 2011 Third Quarter Form 10-Q.		

## EXHIBIT INDEX

Exhibit No.	Document Description	Previous Registration No.	Filing's Exhibit No.
10.5	Copy of Supply Agreement, dated as of July 14, 1987, between the Company and the Marlboro Township Municipal Utilities Authority, as amended.	33-31476	10.13
10.6	Copy of Water Purchase Contract, dated as of September 25, 2003, between the Company and the New Jersey Water Supply Authority, filed as Exhibit No. 10.7 of the Company's 2003 Form 10-K.		
10.7	Copy of Treatment and Pumping Agreement, dated October 1, 2014, between Middlesex Water Company and the Township of East Brunswick, filed as Exhibit No. 10.7 of the Company's 2016 Form 10-K.		
10.8	Copy of Supply Agreement, dated June 4, 1990, between the Company and Edison Township.	33-54922	10.24
10.9	Copy of amended Supply Agreement between the Company and the Borough of Highland Park filed as Exhibit No. 10.1 of the Company's 2006 First Quarter Form 10-Q.		
10.9(a)	Copy of Amendment to Supply Agreement between the Company and the Borough of Highland Park filed as Exhibit No. 10.9(a) of the Company's 2015 Form 10-K.		
(t)10.10	Copy of Supplemental Executive Retirement Plan, filed as Exhibit 10.13 of the Company's 1999 Third Quarter Form 10-Q.		
(t)10.11(a)	Copy of 2008 Restricted Stock Plan, filed as Appendix A to the Company's Definitive Proxy Statement, dated and filed April 11, 2008.		
(t)10.11(b)	Copy of 2008 Outside Director Stock Compensation Stock Plan, filed as Appendix B to the Company's Definitive Proxy Statement, dated and filed April 11, 2008.		
(t)10.12(a)	Change in Control Termination Agreement between Middlesex Water Company and Dennis W. Doll, filed as Exhibit 10.13(a) of the Company's 2008 Form 10-K.		
(t)10.12(b)	Change in Control Termination Agreement between Middlesex Water Company and A. Bruce O'Connor, filed as Exhibit 10.13(b) of the Company's 2008 Form 10-K.		
(t)10.12(c)	Change in Control Termination Agreement between Middlesex Water Company and Richard M. Risoldi, filed as Exhibit 10.13(d) of the Company's 2008 Form 10-K.		
(t)10.12(d)	Change in Control Termination Agreement between Middlesex Water Company and Lorrie B. Ginegaw, filed as Exhibit 10.13(e) of the Company's 2011 Form 10-K.		
(t)10.12(e)	Change in Control Termination Agreement between Tidewater Utilities, Inc. and Gerard L. Esposito, filed as Exhibit 10.13(g) of the Company's 2008 Form 10-K.		
(t)10.12(f)	Change in Control Termination Agreement between Middlesex Water Company and Bernadette M. Sohler, filed as Exhibit 10.13(h) of the Company's 2008 Form 10-K.		



## EXHIBIT INDEX

Exhibit No.	Document Description	Previous Registration No.	Filing's Exhibit No.
(t)10.12(g)	Change in Control Termination Agreement between Middlesex Water Company and Jay L. Kooper, filed as Exhibit 10.12(g) of the Company's 2014 Second Quarter Form 10-Q.		
10.13	Copy of Transmission Agreement, dated October 16, 1992, between the Company and the Township of East Brunswick.	33-54922	10.23
10.13(a)	Copy of Amendment of Transmission Agreement, dated October 1, 2014, between the Company and the Township of East Brunswick, filed as Exhibit No. 10.13(a) of the Company's 2016 Form 10-K.		
10.14	Copy of Supplemental Indenture dated October 15, 1998 between Middlesex Water Company and First Union National Bank, as Trustee. Copy of Loan Agreement dated November 1, 1998 between the New Jersey Environmental Infrastructure Trust and Middlesex Water Company (Series X), filed as Exhibit No. 10.22 of the Company's 1998 Third Quarter Form 10-Q.		
10.15	Copy of Supplemental Indenture dated October 15, 1998 between Middlesex Water Company and First Union National Bank, as Trustee. Copy of Loan Agreement dated November 1, 1998 between the State of New Jersey Environmental Infrastructure Trust and Middlesex Water Company (Series Y), filed as Exhibit No. 10.23 of the Company's 1998 Third Quarter Form 10-Q.		
10.16	Copy of Operation, Maintenance and Management Services Agreement dated January 1, 1999 between the Company, City of Perth Amboy, Middlesex County Improvement Authority and Utility Service Affiliates, Inc.	333-66727	10.24
10.17	Copy of Supplemental Indenture dated October 15, 1999 between Middlesex Water Company and First Union National Bank, as Trustee and copy of Loan Agreement dated November 1, 1999 between the State of New Jersey and Middlesex Water Company (Series Z), filed as Exhibit No. 10.25 of the Company's 1999 Form 10-K.		
10.18	Copy of Supplemental Indenture dated October 15, 1999 between Middlesex Water Company and First Union National Bank, as Trustee and copy of Loan Agreement dated November 1, 1999 between the New Jersey Environmental Infrastructure Trust and Middlesex Water Company (Series AA), filed as Exhibit No. 10.26 of the Company's 1999 Form 10-K.		
10.19	Copy of Supplemental Indenture dated October 15, 2001 between Middlesex Water Company and First Union National Bank, as Trustee and copy of Loan Agreement dated November 1, 2001 between the State of New Jersey and Middlesex Water Company (Series BB). Filed as Exhibit No. 10.22 of the Company's 2001 Form 10-K.		

## EXHIBIT INDEX

Exhibit No.	Document Description	Previous Registration No.	Filing's Exhibit No.
10.20	Copy of Supplemental Indenture dated October 15, 2001 between Middlesex Water Company and First Union National Bank, as Trustee and copy of Loan Agreement dated November 1, 2001 between the New Jersey Environmental Infrastructure Trust and Middlesex Water Company (Series CC). Filed as Exhibit No. 10.22 of the Company's 2001 Form 10-K.		
10.21	Copy of Supplemental Indenture dated October 15, 2004 between Middlesex Water Company and Wachovia Bank, as Trustee and copy of Loan Agreement dated November 1, 2004 between the State of New Jersey and Middlesex Water Company (Series EE), filed as Exhibit No. 10.26 of the Company's 2004 Form 10-K.		
10.22	Copy of Supplemental Indenture dated October 15, 2004 between Middlesex Water Company and Wachovia Bank, as Trustee and copy of Loan Agreement dated November 1, 2004 between the New Jersey Environmental Infrastructure Trust and Middlesex Water Company (Series FF), filed as Exhibit No. 10.27 of the Company's 2004 Form 10-K.		
10.23	Copy of Promissory Notes and Amendment to Combination Water Utility Real Estate Mortgage and Security Agreement, by Tidewater Utilities, Inc., dated October 15, 2014, filed as Exhibit 10.23 of the Company's 2014 Form 10-K.		
10.24	Copy of Supply Agreement, between the Company and the City of Rahway, filed as Exhibit No. 10.2 of the Company's 2006 First Quarter Form 10-Q.		
10.25	Copy of Supplemental Indenture dated October 15, 2006 between Middlesex Water Company and U.S. Bank National Association, as Trustee and copy of Loan Agreement dated November 1, 2006 between the State of New Jersey and Middlesex Water Company (Series GG), filed as Exhibit No. 10.30 of the Company's 2006 Form 10-K.		
10.26	Copy of Supplemental Indenture dated October 15, 2006 between Middlesex Water Company and U.S. Bank National Association, as Trustee and copy of Loan Agreement dated November 1, 2006 between the New Jersey Environmental Infrastructure Trust and Middlesex Water Company (Series HH), filed as Exhibit No. 10.31 of the Company's 2006 Form 10-K.		
10.27	Copy of Loan Agreement By and Between New Jersey Environmental Infrastructure Trust and Middlesex Water Company dated as of November 1, 2007 (Series II), filed as Exhibit No. 10.32 of the Company's 2007 Form 10-K.		

## EXHIBIT INDEX

Exhibit No.	Document Description	Previous Registration No.	Filing's Exhibit No.
10.28	Copy of Loan Agreement By and Between The State of New Jersey, Acting By and Through The New Jersey Department of Environmental Protection, and Middlesex Water Company dated as of November 1, 2007 (Series JJ), filed as Exhibit 10.33 of the Company's 2007 Form 10-K.		
10.29	Copy of Loan Agreement By and Between New Jersey Environmental Infrastructure Trust and Middlesex Water Company dated as of November 1, 2008 (Series KK), filed as Exhibit 10.34 of the Company's 2008 Form 10-K.		
10.30	Copy of Loan Agreement By and Between The State of New Jersey, Acting By and Through The New Jersey Department of Environmental Protection, and Middlesex Water Company dated as of November 1, 2008 (Series LL) ), filed as Exhibit 10.35 of the Company's 2008 Form 10-K.		
10.31	Registration Statement, Form S-3, under Securities Act of 1933 filed July 31, 2015, relating to the Middlesex Water Company Investment Plan.	333-205698	
10.32	Amended and Restated Line of Credit Note between registrant, registrant's subsidiaries and PNC Bank, N.A., filed as Exhibit 10.32 of the Company's 2015 First Quarter Form 10-Q.		
10.32(a)	Amendment To and Extension of the Expiration Date of the Line of Credit included in the Amended and Restated Loan Agreement between registrant, registrant's subsidiaries and PNC Bank, N.A., filed as Exhibit 10.32(a) of the Company's 2017 Third Quarter Form 10-Q.		
10.33	Uncommitted Line of Credit Letter Agreement between registrant, registrant's subsidiaries and Bank of America, N.A, filed as Exhibit 10.33 of the Company's 2015 Third Quarter Form 10-Q.		
10.33(a)	Amendment To and Extension of the Expiration Date of the Line of Credit included in the Amended and Restated Loan Agreement between registrant, registrant's subsidiaries and Bank of America, N.A., filed as Exhibit 10.32(a) of the Company's 2017 Third Quarter Form 10-Q.		
10.34	Amended Promissory Note for a committed line of credit between registrant's wholly-owned subsidiary Tidewater Utilities, Inc. and CoBank, ACB, filed as Exhibit 10.34 of the Company's 2017 First Quarter Form 10-Q.		
10.35	Copy of Loan Agreement By and Between The State of New Jersey, Acting By and Through The New Jersey Department of Environmental Protection and Middlesex Water Company, dated as of December 1, 2010 (Series MM), filed as Exhibit 10.41 of the Company's 2010 Form 10-K.		

## EXHIBIT INDEX

Exhibit No.	Document Description	Previous Registration No.	Filing's Exhibit No.
10.36	Copy of Loan Agreement By and Between New Jersey Environmental Infrastructure Trust and Middlesex Water Company dated as of December 1, 2010 (Series NN), filed as Exhibit 10.42 of the Company's 2010 Form 10-K.		
10.37	Copy of Loan Agreement By and Between The State of New Jersey, Acting By and Through The New Jersey Department of Environmental Protection and Middlesex Water Company, dated as of May 1, 2012 (Series OO), filed as Exhibit 10.43 of the Company's 2012 Second Quarter Form 10-Q.		
10.38	Copy of Loan Agreement by and Between New Jersey Environmental Infrastructure Trust and Middlesex Water Company dated as of May 1, 2012 (Series PP), filed as Exhibit 10.44 of the Company's 2012 Second Quarter Form 10-Q.		
10.39	Copy of Loan Agreement By and Between the New Jersey Economic Development Authority and Middlesex Water Company dated as of November 1, 2012 (Series QQ, RR & SS), filed as Exhibit 10.41 of the Company's 2012 Form 10-K.		
10.40	Copy of Loan Agreement By and Between The State of New Jersey, Acting By and Through The New Jersey Department of Environmental Protection and Middlesex Water Company, dated as of May 1, 2013 (Series TT), filed as Exhibit 10.42 of the Company's 2013 Second Quarter Form 10-Q.		
10.41	Copy of Loan Agreement by and Between New Jersey Environmental Infrastructure Trust and Middlesex Water Company dated as of May 1, 2013 (Series UU), filed as Exhibit 10.43 of the Company's 2013 Second Quarter Form 10-Q.		
10.42	Copy of Loan Agreement by and Between New Jersey Environmental Infrastructure Trust and Middlesex Water Company dated as of May 1, 2014 (Series VV), filed as Exhibit 10.43 of the Company's 2014 Second Quarter Form 10-Q.		
10.43	Copy of Loan Agreement by and Between New Jersey Environmental Infrastructure Trust and Middlesex Water Company dated as of May 1, 2014 (Series WW) , filed as Exhibit 10.44 of the Company's 2014 Second Quarter Form 10-Q.		
*10.44 (1)	Copy of Loan Agreement by and Between New Jersey Environmental Infrastructure Trust and Middlesex Water Company dated as of November 1, 2017 (Series XX).		
*10.45 (1)	Copy of Loan Agreement by and Between New Jersey Environmental Infrastructure Trust and Middlesex Water Company dated as of November 1, 2017 (Series YY).		

## EXHIBIT INDEX

Exhibit No.	Document Description	Previous Registration No.	Filing's Exhibit No.
10.46	Copy of Construction Loan Agreement (CFP 17-2) by and Between New Jersey Environmental Infrastructure Trust and Middlesex Water Company, filed as Exhibit 10.47 of the Company's 2017 Third Quarter Form 10-Q.		
*21 (1)	Middlesex Water Company Subsidiaries.		
*23.1 (1)	Consent of Independent Registered Public Accounting Firm, Baker Tilly Virchow Krause, LLP.		
*31 (1)	Section 302 Certification by Dennis W. Doll pursuant to Rules 13a-14 and 15d-14 of the Securities Exchange Act of 1934.		
*31.1 (1)	Section 302 Certification by A. Bruce O'Connor pursuant to Rules 13a-14 and 15d-14 of the Securities Exchange Act of 1934.		
*32 (1)	Section 906 Certification by Dennis W. Doll pursuant to 18 U.S.C. §1350.		
*32.1 (1)	Section 906 Certification by A. Bruce O'Connor pursuant to 18 U.S.C. §1350.		
101.INS	XBRL Instance Document		
101.LAB	XBRL Labels Linkbase Document		
101.PRE	XBRL Presentation Linkbase Document		
101.DEF	XBRL Definition Linkbase Document		
101.SCH	XBRL Schema Document		
101.CAL	XBRL Calculation Linkbase Document		

(1) These documents were included in the 2017 Form 10-K, as filed with the United States Securities and Exchange Commission and will be provided upon specific request.

## Board of Directors

**James F. Cosgrove Jr., P.E.** <sup>3,4,5</sup>  
Vice President and Principal  
Kleinfelder

**Dennis W. Doll**  
Chairman of the Board,  
President and Chief Executive Officer  
Middlesex Water Company

**Kim C. Hanemann** <sup>1,4</sup>  
Sr. Vice President –  
Delivery Projects and Construction  
Public Service Electric & Gas Company

**Steven M. Klein** <sup>1,2,4</sup>  
President and Chief Executive Officer  
Northfield Bancorp, Inc., Northfield Bank

**Amy B. Mansue** <sup>1,2,3</sup>  
President, Southern Region  
RWJ Barnabas Health

**John R. Middleton, M.D.** <sup>1,2,3</sup>  
Engaged in Private Practice,  
ID Care

**Walter G. Reinhard, Esq.** <sup>3,4</sup>  
(Retired) Former Partner and Of Counsel,  
Norris, McLaughlin & Marcus, P.A

**Jeffries Shein** <sup>2,3,5</sup>  
Managing Partner  
JGT Management Co., LLC

### Committees

- 1 Audit
- 2 Compensation
- 3 Corporate Governance and Nominating
- 4 Pension
- 5 Ad Hoc Pricing

## Executive Management Team

**Dennis W. Doll**  
Chairman of the Board,  
President and Chief Executive Officer

**Gerard L. Esposito**  
President, Tidewater Utilities, Inc.

**Lorrie B. Ginewaw**  
Vice President - Human Resources

**Jay L. Kooper**  
Vice President,  
General Counsel & Secretary

**A. Bruce O'Connor**  
Vice President, Treasurer  
and Chief Financial Officer

**Richard M. Risoldi**  
Vice President - Operations  
and Chief Operating Officer

**Bernadette M. Sohler**  
Vice President – Corporate Affairs

## Company Headquarters

Middlesex Water Company  
1500 Ronson Road  
Iselin, NJ 08830  
Telephone: 732-634-1500  
MiddlesexWater.com

## Transfer Agent and Registrar

Broadridge Corporate Issuer Solutions (Broadridge)  
P.O. Box 1342  
Brentwood, New York 11717  
Telephone: 1-888-211-0641  
E-mail: [shareholder@broadridge.com](mailto:shareholder@broadridge.com)  
Website: <http://shareholder.broadridge.com/middlesexwater>

## Shareholder Account Inquiries

To review the status of your shareholder account or dividend payments, transfer shares, report a change of address or other related matters, please contact Broadridge directly by calling 1-888-211-0641.

## Independent Registered Public Accounting Firm

Baker Tilly Virchow Krause, LLP  
2609 Keiser Boulevard  
Wyomissing, PA 19610  
Telephone: 610-927-4910

## Mortgage Trustee

U.S. Bank National Association  
21 South Street, 3rd Floor  
Morristown, NJ 07960

## Investor Relations

Shareholders, analysts and others seeking information about Middlesex Water are invited to contact our Investor Relations Department at:

Telephone: 732-638-7549

Fax: 732-638-7515

E-mail: [bsohler@middlesexwater.com](mailto:bsohler@middlesexwater.com)

Copies of our earnings and other releases, financial publications including our Annual Report on SEC Form 10-K as well as 10-Q filings and dividend announcements are available without charge upon request. These documents are also typically available within minutes of being filed on the Investor Relations section of our website at [www.middlesexwater.com](http://www.middlesexwater.com). Shareholders wishing to receive e-mail notification each time a press release, SEC filing or corporate event is posted to our website may arrange to do so by clicking on Investor Email Alerts on our website home page at [MiddlesexWater.com](http://MiddlesexWater.com) and following the prompts.

## Annual Meeting

The Annual Meeting of shareholders of Middlesex Water Company will be held on Tuesday, May 22, 2018, at 11:00 a.m. at the Company's Headquarters, The J. Richard Tompkins Center, 1500 Ronson Road, in Iselin, New Jersey. Shareholders of record as of March 26, 2018 will be eligible to receive notice of, and to vote at, the 2018 Annual Meeting.

## Stock Listing

The Company's common shares trade on the NASDAQ GS (NASDAQ) Global Select Market under the trading symbol MSEX.

The following table sets forth the high and low sales price of the common stock for the periods indicated, as reported by NASDAQ, and dividends paid.

	2017			2016		
	High	Low	Dividend Paid	High	Low	Dividend Paid
Q4	\$46.74	\$39.10	\$0.2238	\$44.48	\$32.82	\$0.2113
Q3	\$40.87	\$36.99	\$0.2113	\$43.99	\$32.51	\$0.1988
Q2	\$41.50	\$32.23	\$0.2113	\$44.11	\$30.50	\$0.1988
Q1	\$42.80	\$34.55	\$0.2113	\$32.10	\$25.00	\$0.1988

## Dividend Share Purchase and Sale and Dividend Reinvestment Plan

The Company offers a Dividend Share Purchase and Sale and Dividend Reinvestment Plan which provides new and existing shareholders of its common stock with a convenient way to build ownership in the Company through the purchase of common shares from the Company and the reinvestment of their cash dividends. The Prospectus and enrollment form are available from Broadridge at <http://shareholder.broadridge.com/middlesexwater> and may also be accessed in the Investor Relations section at [MiddlesexWater.com](http://MiddlesexWater.com)

## 2018 Dividend Schedule\*

	Record Dates	Payment Dates
Common	February 15	March 1
	May 15	June 1
	August 15	September 4
	November 15	December 3
Preferred	January 12	February 1
	April 13	May 1
	July 13	August 1
	October 15	November 1

\*Subject to approval by Board of Directors.



A Provider of Water, Wastewater and Related Products and Services

1500 Ronson Road  
Iselin, New Jersey 08830-0452  
732-634-1500  
MiddlesexWater.com

