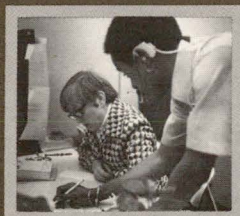
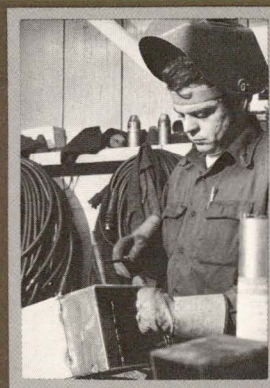
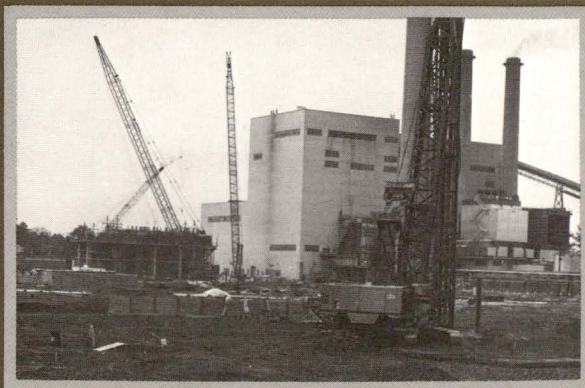


1976 Annual Report
Delmarva Power & Light Company



Docket # 50-272
Control #
Date 5/23/77 of Documents
REGULATORY DOCKET FILE

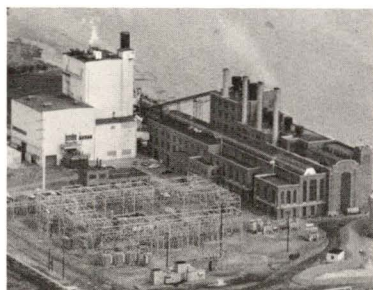
Docket #
Control #
Date 5/23/77 of Documents
REGULATORY DOCKET FILE

77/520013

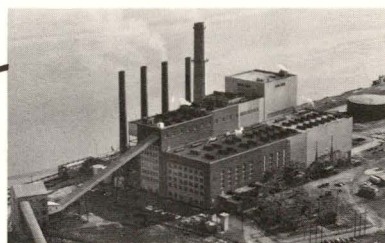
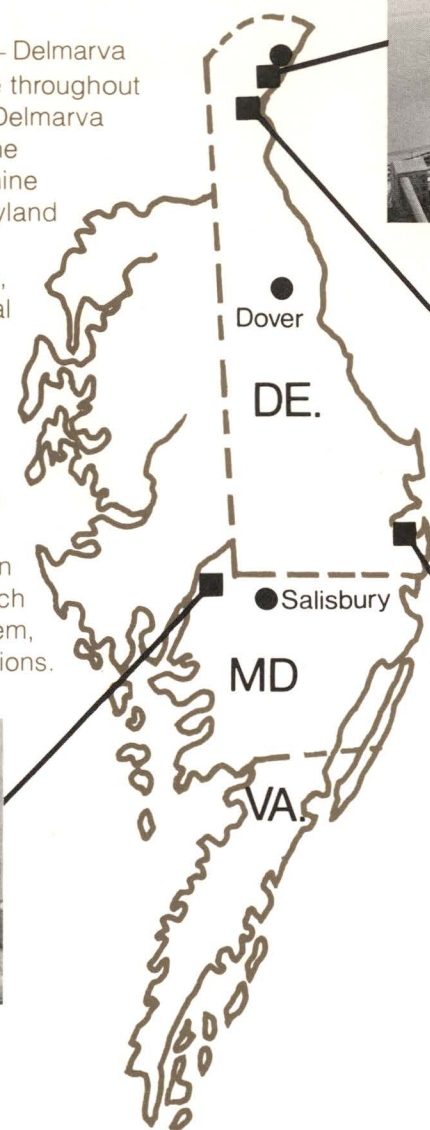
Our Service Area — Delmarva

Power provides electric service throughout most of the 5,700 square-mile Delmarva Peninsula. This area includes the State of Delaware, portions of nine Eastern Shore Counties of Maryland and the two Eastern Shore Counties of Virginia. In addition, the Company distributes natural gas in a 270 square-mile area in Northern Delaware.

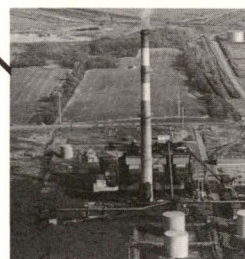
Locations of the Company's generating stations on the peninsula are indicated on the map. In addition, the Company receives generation from two coal-burning stations in Western Pennsylvania and from the Peach Bottom, Pennsylvania, and Salem, New Jersey, nuclear power stations.



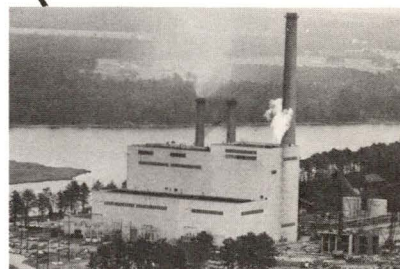
Vienna Power Station,
Vienna



Edge Moor Power Station,
Wilmington



Delaware City Power Station,
Delaware City



Indian River Power Station,
Millsboro

ON THE COVER (Clockwise from top left) — Construction is underway on coal-fired unit at Indian River Power Station; Thomas J. Warren, Sr., Mechanical Welder at Delaware City Power Station; propane mixing station helps offset increased natural gas curtailment by our pipeline supplier; Joseph Huszti, Chemist, Delaware City Power Station; Jean McGrory, Section Supervisor, Customer Services, discusses billing question with Robert Moore, Clerk, Customer Services.

| Financial Highlights | 1976 | 1975 | Percent Increase (Decrease) |
|--|------------------|------------------|------------------------------------|
| Revenues | \$286.4 million | \$276.0 million* | 3.8 |
| Net Income | \$35.1 million | \$31.5 million* | 11.4 |
| Earnings per share | \$1.48 | \$1.38* | 7.2 |
| Dividends Declared | \$1.20 | \$1.20 | — |
| Common Stock Outstanding (Average Shares) | 18,820,521 | 17,579,509 | 7.1 |
| Common Stock Book Value | \$15.01 | \$14.79 | 1.5 |
| Construction Requirements | \$76.0 million | \$80.5 million | (5.6) |
| Electric Sales | 6.7 billion kwh | 6.4 billion kwh | 4.7 |
| Gas Sales | 13.8 million mcf | 12.9 million mcf | 7.0 |
| Electric Customers | 260,476 | 250,593 | 3.9 |
| Gas Customers | 73,352 | 73,827 | (0.6) |

*Restated

Contents

| | Page |
|------------------------------|------|
| President's & Chairman's | |
| Message to Stockholders | 2 |
| Revenues Up \$10.4 Million | 4 |
| Operating Expenses Increase | |
| \$9.1 Million | 4 |
| Earnings Increase to \$1.48 | |
| Per Share | 4 |
| Construction and Financing | 4 |
| Rate Increases in Effect | |
| and Pending | 4 |
| Favorable Decision from SEC | 6 |
| Electric Consumption | |
| Increases | 7 |
| Gas Supply | 8 |
| Gas Exploration Successful | 8 |
| Marketing Energy Efficiency | 8 |
| Generation Planning | 9 |
| Fuel Supply and Costs | 10 |
| Environmental Matters | 10 |
| FEA Conversion Order | 10 |
| River Crossing Project | 10 |
| Chestertown Utility Acquired | 11 |
| Communications Activities | 11 |
| Employees | 12 |
| Management Changes | 12 |
| Officers and Directors | 14 |
| Management Review of | |
| Operations | 15 |
| Quarterly Financial | |
| Information | 17 |
| Financial Section | 18 |
| Consolidated Statistics | 28 |

ANNUAL MEETING

Third Tuesday in April at
12:30 p.m., in the Company's
General Offices
800 King Street
Wilmington, Delaware

**FIRST MORTGAGE AND
COLLATERAL TRUST BONDS** —
Trustee, Chemical Bank,
New York, N.Y.

PREFERRED STOCK — Transfer
Agent, Wilmington Trust Company,
Wilmington, Del.,
Registrar —
Delaware Trust Company,
Wilmington, Del.

COMMON STOCK — Stock
Symbol, DEW, Listed on the New
York and Philadelphia Stock
Exchanges. Transfer Agents —
Wilmington Trust Company,
Wilmington, Del., and Irving Trust
Company, New York, N.Y.
Registrars — Delaware Trust
Company, Wilmington, Del. and
Bankers Trust Company,
New York, N.Y.

To Our Shareholders:

Company earnings of \$1.48 for 1976 were 7.2% over restated earnings for 1975 of \$1.38. In spite of this increase, earnings were well below expectations mainly because of an adverse rate decision by the Delaware Public Service Commission which allowed only 52% of the amount requested. In addition, a tentative settlement was reached in February, 1977 of a rate case pending before the Federal Power Commission, which reduced revenue collected during 1976 by 1.4 million dollars.

In mid-January, 1977 the Company filed for an overall increase in Delaware electric revenues of about \$26 million or 18%. This increase is required to bring Company revenues up to the rate of return previously authorized as well as offset the continuing erosion of the Company's earnings during 1977. The Company plans to request in a timely manner rate increases in other jurisdictions during the year.

Your Company is working with the Delaware, Maryland and Virginia Commissions to develop electric rate structures that will more closely reflect the on peak and off peak costs of providing service.

Several events took place during the year which are of special importance to the Company:

- The final permit for the 500,000 volt aerial transmission line across the Delaware River was

received and construction is underway.

- The Securities & Exchange Commission granted the Company's request for an exemption from the Public Utility Company Holding Act of 1935. The SEC decision essentially reaffirms our position that the Company is a single integrated utility system and puts to rest the uncertainty regarding the separation of the gas and electric properties.
- The natural gas exploration venture in which the Company is participating found gas in the Southwest. The Company's share of the find will be an extremely small portion of our customers' needs.
- A reorganization of Company management was accomplished to more closely coordinate the parent and subsidiary companies' operations throughout the peninsula. Mr. Roe was elected Chairman of the Board, succeeding Mr. Gardner and we are working together to improve internal efficiencies.
- With the exception of \$34.5 million of pollution control revenue bonds, no external financing was required in 1976. The pollution bonds afford the Company a more favorable interest rate.

During the year a plan was developed for meeting the need power in our service area during the next decade and for financing this plan. The plan is based on a very thorough study and projection of our peak load growth between now and the year 1995. We have concluded that our peak load will grow at a rate of about 5.44% per year during the next 10 years. This compares to an 8.5% average annual rate of growth for the past decade. Our projections take into account the influence of energy conservation, population growth and the effects of higher energy prices. In accordance with a Delaware P.S.C. order, this plan has been submitted to the Commission for approval.

In order to have adequate generation to meet our growth projections, we studied many generation alternatives before selecting the one which is most acceptable from the standpoint of capital and revenue requirements.

One part of our generation plan consists of purchase of capacity from the Philadelphia Electric Company's Limerick nuclear power station from mid-1983 through 1995. This arrangement is beneficial because these units are under construction and no capital expenditures are required by Delmarva prior to the startup of units.

Another part of our plan is the installation of a nuclear generating unit to be on line in 1987. In order to achieve economy of size, this facility would be either 900 or 1200 megawatts. Our system would require about 600 megawatts of this unit and we would invite other utilities to share ownership. Our analysis of generation options indicates that a nuclear plant is presently the most economical alternative for the late 1980's. However, the plan provides us with the flexibility to make changes in the size of the unit or type of fuel (nuclear or fossil). Our objective is to provide the most economical generation for the lowest overall cost to the Company and its customers.

At the present time, oil provides about 53% of our kilowatt-hour generation; coal provides 36%, and nuclear power 11%. In 1987, we plan for nuclear power to provide 40% of our kilowatt-hour generation, while coal will provide 35% and oil only 12%.

The Company continues to emphasize conservation of all forms of energy due to what we believe to be a serious, long range energy problem in this country. It has been necessary to curtail natural gas supplies to many industrial and commercial gas customers because of severe curtailments by our pipeline supplier. In order to stimulate gas

production, we continue to support industry efforts aimed at the deregulation of the price of natural gas.

A national energy policy is sorely needed and is long overdue. We hope that a comprehensive policy regarding use of all fuels and the closing of the nuclear fuel cycle will be formulated during the next year. Such a policy will assist us in choosing the best course to follow in carrying out our proposed 10-year generation plan. The results of nuclear referendums in seven states this year are encouraging and indicate that a majority of people support development of nuclear power.

Your Company will seek to improve the quality of its earnings by proposing changes in the

methods of accounting for construction work in progress and allowance for funds used during construction.

We appreciate the cooperation of all employees during the past year and we will all work together in 1977 to improve the return on shareholders' equity while providing our customers with the best possible service.

Sincerely,

Thomas C. Roe

Thomas C. Roe
Chairman of the Board

R.D. Weimer

Robert D. Weimer
President and Chief
Executive Officer

February 14, 1977



Robert D. Weimer

Thomas C. Roe

Summit Settlement Provides Construction Funds

Revenues Up \$10.4 Million

Operating revenues totaled \$286.4 in 1976, a 3.8% increase over 1975. The increase is due primarily to increased rates and a 4.7% increase in electric sales.

Increases and decreases in revenue over 1975 by customer class were as follows:

| | Electric | Gas |
|---------------|----------|---------|
| Residential | 4.3 % | 22.5% |
| Commercial | 3.3 % | 29.6% |
| Industrial | 0.5 % | 37.8% |
| Resale | (3.3)% | — |
| Interruptible | — | (27.4)% |

Operating Expenses Increase \$9.1 Million

Operating expenses totaled \$233.3 million for 1976, an increase of \$9.1 million or 4.1% over 1975. The increase primarily reflects the higher cost of purchased natural gas and increased maintenance costs for generation and transmission facilities. Fuel expenses leveled off in 1976 and represented an increase of 1.5%.

Earnings Increase to \$1.48 Per Share

Earnings on common stock for 1976 increased to \$27.9 million from \$24.3 million in 1975. Earnings per share in 1976 were \$1.48, compared to \$1.38 in 1975. At year's end there were 55,860 shareholders of common stock.

The Company has determined that 100% of 1976 common stock dividends are taxable for federal income tax purposes.

Construction and Financing

Construction requirements for 1976 were approximately \$76.0 million. From 1977 to 1981 construction requirements are estimated at \$673 million. Of that amount, approximately \$190 million will be required in 1977, \$157 million in 1978, \$98 million in 1979, \$83 million in 1980 and \$145 million in 1981.

Funds for 1976 construction requirements were provided by proceeds from the settlement of the nuclear plant contract with General Atomic Company and from internally generated funds. These sources are also expected to provide the cash requirements for \$255 million of the financing requirements for 1977 through 1981. We expect to finance the balance of the construction program through 1981, together with \$32 million required for refunding maturing long-term debt, through the issuance of first mortgage bonds, pollution control revenue bonds, preferred and common stock and unsecured short-term notes.

In December the Company received the proceeds from the sale of \$32 million of pollution control revenue bonds by the State of Delaware and \$2.5 million of pollution control revenue bonds by the Commonwealth of Pennsylvania. The bonds bear an

interest rate of 7¼% and 7⅛% respectively and were sold to finance pollution control equipment for the Company's coal-burning Indian River Power Station and for its share of pollution control equipment at the Peach Bottom Atomic Power Station.

During 1977 the Company anticipates financing a portion of its construction program through the sale of approximately \$23.2 million of common stock, \$20.0 million of preferred stock and \$41 million of first mortgage bonds and short-term securities. The type, amounts and timing of future financing will be determined by prevailing market conditions.

Rate Increases In Effect and Pending

Gas Rates

In April the Public Service Commission of Delaware (PSC) approved the Company's request for an increase of 11.4%, or \$2.7 million, in revenue from rates charged natural gas customers. The increase had been in effect, subject to refund since June 1975.

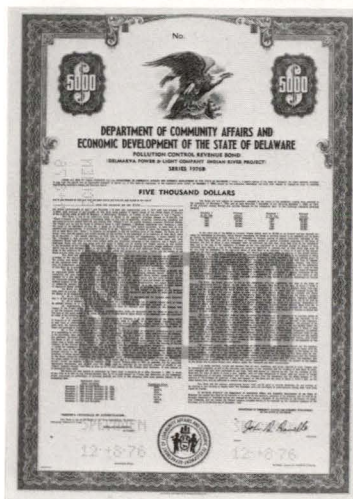
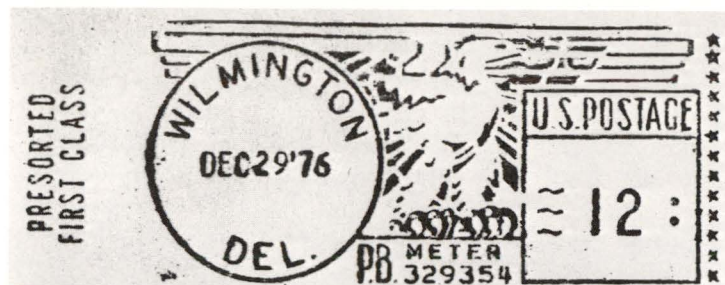
No decision was reached during the year on the Company's appeal to the courts, for the second time of the Delaware Public Service Commission's order concerning the 1973 request for a 12% increase in gas rates. The Commission granted an increase of about 4½%

April 1974. On remand by the court, the Commission reaffirmed 1975 the 4½% increase to be effective from June 1, 1973 through March 8, 1974 and agreed to examine the subsequent period until June, 1 1975 in connection with an application for increased rates filed in 1975. The Court upheld Delmarva's position in the second appeal, but a Commissioning for rehearing was pending at year end.

Electric Rates

In May, at the Company's request, the Delaware PSC reheard portions of its decision issued the previous month which allowed the company a 6.5% increase in retail electric revenues. As a result of the hearing, the PSC granted a total increase of 7.1% or \$10.6 million in additional revenues. The Company had requested an increase of 15%. The primary reason the full request was not granted was due to the Commission's treatment of the favorable settlement of the permit project which occurred five months after the rate increase was filed in 1975.

By order of the Commission, the company proposed a new identical electric rate to the Delaware PSC in June. The proposed rate is not a rate increase because it is intended to provide approximately the same revenues to the Company. The proposed rate reduces the cost of electricity during winter months for customers



Top — The Company sorts service bills to use 12¢ first-class bulk mail rate for an annual savings of about \$25,000. Bottom left — The issuance of pollution control revenue bonds afforded the Company more favorable interest rates as compared to conventional financing. Bottom right — Ken Jones, left, Assistant Manager of Corporate Planning and Earl Krapf, Manager of Corporate Planning, share a lighter moment between rate hearings.

S.E.C. Decision Supports Company Position

who conserve electricity during the peak summer months and increases costs for those who contribute to the summer peak. Hearings before the PSC on the rate proposal have not been scheduled. The Company is unable to predict when the new rates will become effective or if changes in the rates will be made.

In August the Delaware PSC approved a temporary residential electric heating rate retroactive to April 13, 1976. The temporary heating rate, like the proposed residential rate, offers an incentive to customers who conserve electricity during the peak summer months.

Maryland

In January, 1976 the Maryland PSC approved a 5.2% rate increase in retail electric revenues for the Maryland subsidiary. The increase represents 58% of the Company's total request and will increase annual revenue by \$2,379,000.

The Company has appealed an order from the Public Service Commission of Maryland requiring the Maryland subsidiary to refund \$125,000 to Maryland customers. The appeal results from a 1975 decision by the PSC of Maryland requiring the Maryland subsidiary to revise its formula for billing

customers for the changing costs of fuel used to produce electricity. The Commission concluded that the Company's calculation method resulted in collecting more during 1974 than the method proposed by the Commission. The Company was ordered to refund that amount or show cause why such refunds should not be made. The Company is unable to predict what the final decision will be on this matter.

Virginia

In November the Virginia State Corporation Commission approved a 4.5% increase in retail electric revenues for the Virginia subsidiary. The increase represents 44% of the Company's total request and will increase annual revenues by \$349,000.

Municipals and Cooperatives

In January, 1976 the Company applied to the Federal Power Commission (FPC) for an average increase in electric rates of 12.9% to all resale customers. The increase was placed in effect in April subject to refund. If approved, the new rate will increase annual revenues by approximately \$4.1 million. A tentative settlement in this case was reached on February 2, 1977, and is explained in Note 2 (b) to Financial Statements.

In November a tentative settlement was reached between the Company and intervenors concerning a resale rate increase

filed with the FPC in August 1974. The agreement provides the Company with 47% or approximately \$1.7 million of a \$3 million rate increase. The settlement requires final FPC approval. Since the entire increase has been in effect since October 1974, amounts collected in excess of the settlement amount will be refunded to resale customers following FPC approval.

See Note 2 to Financial Statements for additional information concerning "Rate Matters."

Favorable SEC Decision

In October the Securities and Exchange Commission (SEC) granted the Company an exemption from most of the provisions of the Public Utility Holding Company Act of 1935 as requested by the Company. The decision does not require the Company to divest its gas properties. However, the Commission reserves the right to consider divestiture of the gas property at some future date.

The Commission took into consideration testimony of the Public Service Commission of Delaware indicating that separation of the gas company would increase costs to users of both gas and electricity.

The decision by the SEC stemmed from action initiated by the SEC in 1972 concerning the separation of Delmarva's gas property. In response to the SEC order, the Company requested an exemption from the Public Utility Holding Company Act of 1935 on the basis that the Company is predominantly an operating company and is operating a single integrated utility system.

Electric Consumption Increases

System electric sales were 6.7 billion kilowatt hours in 1976, or 7% higher than in 1975. The increase reflects an improvement in economic conditions affecting electric sales to firm industrial customers along with increased usage by commercial and residential customers.

Increases and decreases in sales as compared to 1975 by customer class were as follows:

| | |
|-------------|--------|
| Residential | 6.9 % |
| Commercial | 3.9 % |
| Industrial | 5.5 % |
| Resale | (1.8)% |



Top — These townhouses in Wilton, a new community near Wilmington, reflect continued residential growth. Center — Progress continues at Wilmington's Civic Center complex, where Company headquarters building is located (partially visible, center background). Bottom — Bill Abernathy, Sr., Electric Meterman, affixes metering device to record customer usage patterns for rate-making analysis.

Generation Planning Centers on Coal and Nuclear Power

Electric heating is a popular choice of new customers. During 1976 the Company added 8,799 residential electric customers; of these, 2,764 heat their homes electrically. Of the 1,000 commercial customers added during the year, 193 have electric heat. Further increases in the electric heating category are anticipated as new home construction on the Delmarva Peninsula increases.

The peak demand was 1,434,000 kilowatts on June 28, 1976 at 5 p.m. This peak was less than the 1975 peak by 2%, and was 4.9% less than the 1,508,000 kilowatt all time peak set in 1973.

Gas Curtailment Increases

For the sixth consecutive year, the Company's natural gas supply was curtailed by the Transcontinental Gas Pipe Line Corporation (Transco). The Company experienced a curtailment of 41% for the 1976 - 1977 winter season and expects a curtailment of 52% for the summer of 1977.

To partially offset these shortages we are storing 3.4 billion cubic feet of natural gas and have obtained propane equivalent to an additional 220 million cubic feet. The Company is seeking additional underground field storage.

As a result of severe winter weather and additional curtailments by our pipeline supplier, gas volumes were curtailed to industrial and commercial customers during January and February, 1977. Gas service to residential customers was not curtailed. Customers cooperated in reducing natural gas usage as requested by the Company.

No new gas customers have been added to the system since 1972.

The Company continues to support efforts to deregulate the interstate price of new natural gas in order to stimulate exploration and production of this domestic fuel.

Gas Exploration Successful

Natural gas was discovered in 1976 by the exploration consortium which the Company joined in 1975 through a wholly-owned subsidiary, "Delmarva Energy Company". The Company's share of the discoveries, which are located in the Southwest, is equivalent to 0.3% of our daily contractual supply and will help to offset the pipeline curtailment. The gas is expected to arrive by mid 1977.

Delmarva Energy Company has a 7.5% share in the exploration partnership and has invested \$338,000 through 1976. Exploration is continuing and Delmarva Energy Company will participate in a second year of exploration at a cost of \$280,000.

Marketing Energy Efficiency

The Company is committed to encouraging its customers to make the most efficient use of electricity, especially during peak load periods on the system.

An Energy Efficiency Award Program was initiated to encourage home builders to incorporate energy efficient features in new home construction on the peninsula. To qualify for the award, the builder must meet requirements for adequate insulation in order to reduce energy requirements. Response from builders and potential home buyers has been very favorable.

Company representatives are pointing out the benefits of the electric heat pump, which offers the homeowner improved heating efficiency at a cost that is very competitive with other systems. Considerable interest has been developed and a substantial number of new electric heating installations are heat pumps.

Through on-going meetings with commercial and industrial customers, the Company provides assistance in energy management, especially the use of techniques that help control energy demand during peak periods. Studies are underway to measure customer usage patterns in order to improve load management aspects of marketing energy efficiency.

Generation Planning

The Company has developed a new generating plan following cancellation of the Summit Power Station in 1975 when the reactor supplier was unable to fulfill its contract. In agreeing to terminate the contract, the Company obtained a settlement of \$125 million.

The plan is based on a year-long study of generation alternatives and energy demand on our system from 1976 through 1995.

The following table shows major generating facilities of the company which are under construction and those which are planned as part of the long range generation plan.

The generation plan includes 100 megawatts of peaking generation in 1986 and an additional 100 megawatts in 1988. The addition of these units can be adjusted to reflect changes in demand and gives flexibility to the overall plan.

An integral and necessary part of our overall plan is to undertake site selection activities on the peninsula for a coal-burning plant concurrently with our plans for developing a nuclear site. Early site selection for a coal plant must proceed to provide an alternate should future events, for whatever reason, make a nuclear facility undesirable or impossible.

PLANNED CAPACITY ADDITIONS

| | Total Megawatts | Company Portion | Scheduled Commercial Operation |
|----------------------------|--------------------|--------------------|--------------------------------------|
| Under Construction: | | | |
| Nuclear: | | | |
| Salem #1 | 1,090 | 81 | 1977 |
| Salem #2 | 1,115 | 82 | 1979 |
| Coal Fired: | | | |
| Indian River #4 | 400 | 400 | 1979 |
| Planned: | | | |
| Nuclear: | | | |
| Limerick #1 | 1,055 | 200* | 1983 - 86 |
| Limerick #2 | 1,055 | 200* | 1985 - 87 |
| Summit | 900/1200 | 600 | 1987 |

*short term purchase



Top — Meeting customer demand requires near-term and long-range generation planning. Left — Bob Bradway, Builder Services Representative, holds the Company's "Energy Efficiency Award" sign for placement in front of qualifying home. The award was created in 1976 to encourage energy-efficient construction from the ground up.

Construction Underway on River Crossing Transmission Line

Fuel Supply and Cost

The fuel supply situation was stable in 1976 and the overall cost of fuel (per million BTU) declined for the second consecutive year.

During 1976 the Company received 11% of its generation from the Peach Bottom nuclear units, representing a savings in fossil fuels equivalent to 1.5 million barrels of fuel oil.

Oil provided 53% of the Company's generation in 1976, and 36% was provided by coal.

The Company expects oil costs to increase in 1977 as the result of a worldwide increase in oil prices. The increase will be partially offset by greater nuclear generation from Unit #1 at Salem Nuclear Generating Station, which began pre-commercial operation in December 1976.

Environmental Matters

Wastewater discharge permits issued for the Company's four generating stations on the peninsula require compliance with chemical and thermal discharge limitations. Construction of wastewater treatment facilities to meet chemical discharge limits by a July 1, 1977, statutory deadline is now underway at all four plants and total costs are estimated at about \$6.5 million.

Studies at Pea Patch Island, Delaware, continued in 1976 in order to adequately document the status of the colony of wading birds which nest there in the spring and summer months. This site is a breeding area and is one of the largest mixed-species heronries on the east coast. Construction of the Company's 500,000 volt Delaware River transmission line crossing began about one mile north of the heronry in the fall of 1976 after most of the birds had departed for their winter nesting areas to the south. Since construction will continue into the 1977 breeding season, an additional year of study is planned. No significant adverse impacts on the heronry are anticipated as a result of line construction.

FEA Conversion Order

No decision was reached in 1976 regarding the Federal Energy Administration's (FEA) order in 1975 prohibiting the burning of oil in Units 1 through 4 at the Edge Moor Power Station. Environmental studies are being conducted by both the FEA and the Environmental Protection Agency (EPA) on the effects of burning coal.

The Company questions the advisability of converting all 4 units at Edge Moor because three of the

units have remaining useful lives of only 6 to 9 years and the availability of an adequate supply of low sulfur coal is questionable. The Company has filed a plan with the EPA to convert two of the units to burn 1% sulfur coal with an upgrading of particulate control equipment. The two oldest units would remain oil-fired. The cost of the Company plan would be approximately \$31 million, including interest during construction but excluding expenditures to obtain an adequate supply of coal.

A ruling on this matter is expected from the FEA in 1977.

River Crossing Project Started

In August the Company received the final permit required to construct a 500,000 volt transmission line across the Delaware River. Construction of the line is expected to take 15 months to complete at a cost of \$22 million. When proposed in 1969 the projected cost was approximately \$6 million.

The line represents an important link in an interstate high voltage transmission system and will enable the Company to receive its share of power from the Salem Nuclear Generating Station.

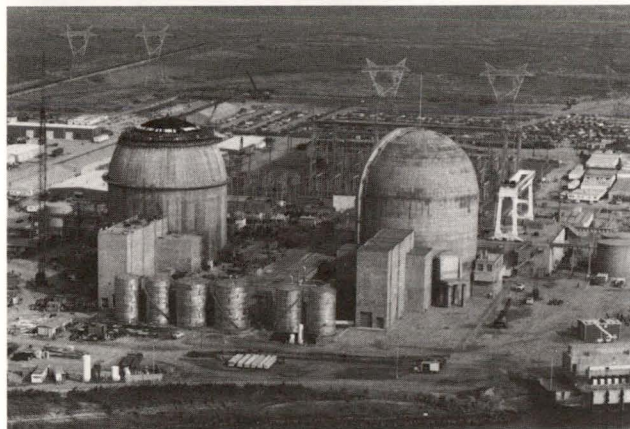
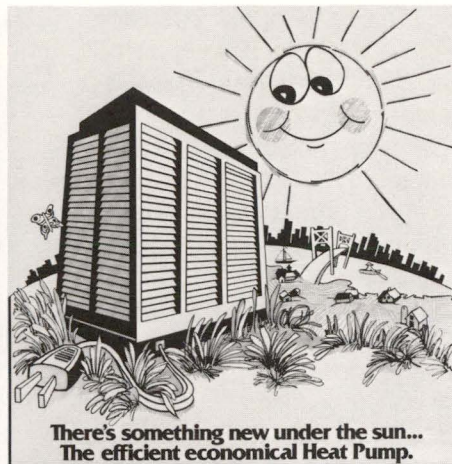
Chestertown Utility Acquired

In November the Company acquired The Chestertown Electric Light and Power Company, which served approximately 4,500 electric customers in Kent and Queen Anne's counties, Maryland. The acquisition occurred through a stock-for-stock transfer. The Chestertown system previously was one of the Company's wholesale-for-resale customers.

Communications Activities

To inform our customers about the many energy issues and concerns facing us, the Company conducts an on-going communications program using a variety of media. Energy conservation information is a key element in the program. The company instituted a communications campaign to inform southern system customers of the economies and energy efficiency of the electric heat pump.

Experience has proven that face-to-face communications through school programs, speaking engagements and daily customer contact is extremely effective in building understanding of Company decisions and operations. Such communications



Top Left — Environmental studies during the year indicate that wading birds, such as this snowy egret, will not be adversely affected by a high voltage transmission line across the Delaware River. Top Right — The energy conservation attributes of the electric heat pump are featured in Company advertising. Bottom — Unit #1 at Salem Nuclear Generating Station, right, began pre-commercial testing in late December, with commercial operation scheduled for spring.

... "I consider it very good service indeed!"

also provide feedback of customer attitudes toward the Company. This aspect of the program receives greater emphasis than in the past.

Delmarva Power is interested in the well-being of all communities in its service area and continues to encourage employees to participate in business and social organizations of the communities where they live. As members of these groups, employees are company spokesmen and benefit the company greatly by being able to discuss questions about company activities at the time they arise.

Employees

Approximately 1,671 of the Company's 2,416 employees are represented by the International Brotherhood of Electrical Workers (A.F.L.-C.I.O.). During 1976 a labor contract was satisfactorily concluded for the parent company. The labor contract for the subsidiary companies is effective until June, 1977. Wages and salaries of all employees during 1976 totaled \$39.6 million.

Providing dependable utility service is the very basis of our business. Our success at living up to this responsibility requires the individual efforts and skills of men

and women throughout our system. The following letter from a customer speaks for the way that our employees strive to provide service.

"Last night at about 10:00 my house was plunged into darkness because of the failure of the transformer in my yard.

"Your Resident Serviceman in Trappe responded promptly to my call and quickly organized a replacement. This was accomplished by a crew from Cambridge in a little over two hours from the time of the outage. Since this involved mobilizing a number of men and two pieces of heavy equipment in the middle of the night, I consider it very good service indeed!

"Many thanks to everyone concerned." — Robert W. Chapin, Trappe, Maryland.

Management Changes

In September the Board of Directors elected Thomas C. Roe Chairman of the Board. He succeeds Austin T. Gardner who retired November 1. Mr. Gardner remains on the Board, is a member of the Executive Committee and is retained in a consulting capacity. William G. Price was elected to the Board to replace Charles G. Minich, Vice President, Gas

Operations, who retired October. Mr. Minich served the Company with distinction for 42 years and his expertise contributed greatly to a well-run gas system.

James A. Clark, Jr., added the duties of Vice President of Gas Operations and President of Delmarva Energy Company to his duties as Vice President of Electric Operations.

The Board also approved management and organizational structure changes to improve the efficiency and coordination of the Company's system-wide operations. The changes included the election of William G. Price to Senior Vice President, Operations and Generation; J. Kenneth Wiley to Senior Vice President, Engineering and Accounting; H. Ray Landon to Vice President, Personnel and Industrial Relations; J. Edwin Hobbs to a Vice President and Ralph H. Smith to an Assistant Comptroller. In addition, Mr. Hobbs was named President and Mr. Smith a Vice President of the subsidiary companies.

Mr. Roe joined the subsidiary companies in 1936 and has served as President and Director of the subsidiaries and a Vice President and Director of the parent Company since 1971.

Mr. Price joined the parent company in 1970 as Manager of Power Plant Design Engineering and was promoted to Vice President, Generation, in 1972.

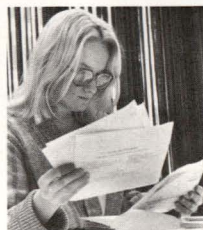
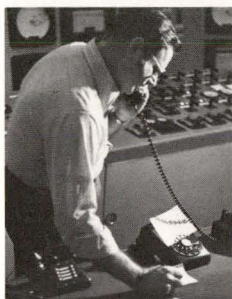
Mr. Wiley joined the parent company in 1974 as Vice President, Engineering. He was previously associated with electric utilities in Florida.

Mr. Landon joined the subsidiary companies in 1963 as Manager of Industrial Relations and was named their Vice President, Personnel and Public Relations in 1973.

Mr. Hobbs joined the subsidiary companies in 1933 and has served as Vice President of Operations since 1968 and Director since 1974.

Mr. Clark joined the parent company in 1949 and was named Vice President of Electric Operations in 1975.

Mr. Smith joined the subsidiary companies in 1961 as a Staff Accountant and has served as an Assistant Secretary and Assistant Treasurer of the parent Company since 1971. He is currently Treasurer and Vice President for finance of the subsidiary companies.



Top — The Company participated in Bicentennial celebrations, such as this one in historic New Castle, Delaware. Center — Billie Tennant, Control Room Operator, Delaware City Power Station; George Biddle, Jr., Cable Splicer; Mary Charlotte Campbell, Coal Handler, Indian River Power Station. Bottom — Doris DeStafney, Clerk, Customer Accounting; Eileen Klosowski, Clerk, Accounts Receivable.

Board of Directors

THOMAS C. ROE*

Chairman of the Board

ROBERT D. WEIMER*

President and Chief Executive Officer of the Company

WERNER C. BROWN**

President and Director of Hercules, Inc. (chemical manufacturer) Wilmington, Delaware

OSCAR L. CAREY

President and Director of Larmar Corporation (general real estate and home builders) Salisbury, Maryland

IRÉNÉE duPONT, JR.*

Senior Vice President and Director of E. I. duPont de Nemours & Company (chemical manufacturer) Wilmington, Delaware

AUSTIN T. GARDNER*

Retired, former Chairman of the Board, President and Chief Executive Officer

*Member of Executive Committee

**Chairman of Executive Committee

FRANK R. GRIER

Director of Dentsply International, Inc. (manufacturer and distributor of dental and optical supplies) and retired Vice President, the L. D. Caulk Division of Dentsply, Milford, Delaware

DR. EARL C. JACKSON, SR.

Retired, former Superintendent of the Wilmington Public Schools
Wilmington, Delaware

WILLIAM G. PRICE

Senior Vice President of the Company

DR. E. ARTHUR TRABANT

President of the University of Delaware
Newark, Delaware

JAMES M. TUNNELL, JR.*

Partner of Morris, Nichols, Arsht & Tunnell, attorneys
Wilmington, Delaware

Officers

THOMAS C. ROE

Chairman of the Board
41 Years' Service

ROBERT D. WEIMER

President and Chief Executive Officer of the Company
29 Years' Service

WILLIAM G. PRICE

Senior Vice President, Operations and Generation
6 Years' Service

J. KENNETH WILEY

Senior Vice President, Engineering and Accounting
2 Years' Service

JAMES A. CLARK, JR.

Vice President, (Electric and Gas Operations) of the Company and President of Delmarva Energy Company
27 Years' Service

JAMES L. HAMMOND

Vice President, Finance & Accounting
18 Years' Service

J. EDWIN HOBBS

Vice President of the Company and President of Delmarva Power & Light Company of Maryland and Delmarva Power & Light Company of Virginia
43 Years' Service

H. RAY LANDON

Vice President, Personnel and Industrial Relations
13 Years' Service

GEORGE J. PINTO

Vice President, Administrative Services
28 Years' Service

EDWARD F. SPEAR

Vice President, Corporate Communications and Customer Services
30 Years' Service

ALFRED C. THAWLEY, JR.

Secretary and Treasurer
21 Years' Service

WILLIAM E. ROSSELL, SR.

Comptroller
28 Years' Service

JAMES W. PORTER

Assistant Comptroller
20 Years' Service

RALPH H. SMITH

Assistant Comptroller
16 Years' Service

RUTH V. LOKEY

Assistant Secretary and Assistant Treasurer
39 Years' Service

PAUL A. MODESTO

Assistant Secretary and Assistant Treasurer
6 Years' Service

*A
Reminder...*

Dividend Reinvestment and Common Share Purchase Plan

For more than 2 years, the Company has offered the owners of Common Stock the opportunity to reinvest cash dividends and/or invest additional cash monthly in amounts from \$25 up to \$3,000 per quarter to purchase additional shares of Common Stock without paying any brokerage or service charges. More than 8,000 (or 14%) of the common shareholders are participating in the Plan. They have

invested their dividends and/or optional cash payments amounting to more than \$5.6 million to purchase 455,252 new shares of the Company's Common Stock.

If you are not participating, you may want to consider the benefits of joining the Plan. To receive a Summary Prospectus containing details of the Plan, please complete and mail the attached form to the Company. In the event that you are participating in the Plan on an optional cash payment basis only, remember that you can instruct the Company to invest your dividends also.

*Yes, please send me additional information
about the dividend reinvestment plan.*

Name

Address

City

State

Zip Code

Please
Affix 9¢
Postage

Delmarva Power
800 King Street
Wilmington, DE. 19899

ATTN: Stockholders Relations

MANAGEMENT REVIEW OF OPERATIONS

Consolidated Summary of Earnings

| | (Thousands of Dollars) | | | | | |
|---|------------------------|-----------|-----------|-----------|-----------|-----------|
| | 1976 | 1975* | 1974* | 1973 | 1972 | 1971 |
| Operating Revenue | \$286,388 | \$276,026 | \$261,494 | \$188,359 | \$158,844 | \$129,505 |
| Operating Expenses | | | | | | |
| Operation | 169,924 | 165,165 | 153,494 | 99,323 | 80,517 | 66,982 |
| Maintenance | 21,596 | 17,769 | 16,289 | 13,715 | 12,960 | 10,536 |
| Depreciation | 25,367 | 24,579 | 21,656 | 18,278 | 16,329 | 13,961 |
| Taxes | 16,455 | 16,689 | 18,684 | 15,545 | 14,609 | 9,479 |
| Total operating expenses | 233,342 | 224,202 | 210,123 | 146,861 | 124,415 | 100,958 |
| Operating Income | 53,046 | 51,824 | 51,371 | 41,498 | 34,429 | 28,547 |
| Other Income | | | | | | |
| Allowance for funds used during construction | 9,439 | 8,354 | 8,527 | 10,251 | 9,770 | 8,037 |
| Other, net of taxes | 2,289 | 605 | 190 | 54 | 156 | 92 |
| Income Before Interest Charges | 64,774 | 60,783 | 60,088 | 51,803 | 44,355 | 36,676 |
| Interest Charges | 29,646 | 29,244 | 27,355 | 21,141 | 16,848 | 13,368 |
| Net Income | 35,128 | 31,539 | 32,733 | 30,662 | 27,507 | 23,308 |
| Dividends on Preferred Stock | 7,250 | 7,250 | 7,250 | 6,360 | 6,050 | 4,637 |
| Earnings Applicable to Common Stock .. | 27,878 | 24,289 | 25,483 | 24,302 | 21,457 | 18,671 |
| Dividends on Common Stock | 22,618 | 21,107 | 17,995 | 15,851 | 13,940 | 12,233 |
| Addition to Retained Earnings | \$ 5,260 | \$ 3,182 | \$ 7,488 | \$ 8,451 | \$ 7,517 | \$ 6,438 |
| Common Stock | | | | | | |
| Average shares outstanding (thousands) | 18,821 | 17,580 | 14,862 | 13,547 | 12,128 | 10,921 |
| Earnings per average share | \$1.48 | \$1.38 | \$1.72 | \$1.79 | \$1.77 | \$1.71 |
| Dividends per share | \$1.20 | \$1.20 | \$1.20 | \$1.17 | \$1.13 | \$1.12 |

*Restated

Operating Revenue

Total operating revenue for the year ended December 31, 1976 increased \$10.4 million, or 3.8%, over 1975. The increase reflects higher gas base rate and gas production revenues (\$6.6 million) as well as increased electric base rate revenues (\$25.8 million) and higher electric and gas sales. This increase was partially offset by lower electric fuel adjustment charges (\$19.2 million) and, in 1975, repeal of the Delaware 5% utility tax to residential customers and the termination of a facilities agreement between the Company and a neighboring utility.

Increased sales reflect improved economic conditions and greater heating demands as a result of unusually cold weather. Total heating degree days in the Company's area for 1976 were higher than the norm for the past thirty years. Industrial sales were 119,000,000 KWH, or 6%, higher than last year.

Total operating revenues for 1975 increased \$14.5 million, or 5.6%, over 1974 due mainly to rate increases placed into effect and higher fuel adjustments partially offset by the repeal of the Delaware 5% utility tax and a slight decrease (3.0%) in electrical energy sales.

Operation, Fuel and Maintenance Expenses

Total electric fuel expense for 1976 increased slightly over 1975 reflecting write-offs of fuel costs previously deferred, partially offset by a decrease in fuel cost per million Btu. The increase in 1975 over 1974 reflects higher previously deferred fuel costs offset by a decrease in cost per million Btu combined with lower generation during the year (See Note 1 — Fuel Costs). Fuel expense per million Btu at the Company's generating stations is shown in the following table:

| | <u>1976</u> | <u>1975</u> | <u>1974</u> |
|---------------------|---------------|---------------|---------------|
| Oil | \$1.91 | \$2.12 | \$2.18 |
| Coal | 1.07 | 1.09 | .90 |
| Refinery By-Product | 1.83 | 2.03 | 1.71 |
| Nuclear | <u>.26</u> | <u>.26</u> | <u>.26</u> |
| Overall Cost | <u>\$1.46</u> | <u>\$1.53</u> | <u>\$1.70</u> |

Generation was 494,000,000 KWH, or 6.7%, higher in 1976 and 781,000,000 KWH lower in 1975 when compared to the corresponding previous years. The increase in 1976 reflects greater sales of energy to the Pennsylvania-New Jersey-Maryland interconnection. Nuclear energy was 11% of system generation in 1976 and 1975 compared with 4% in 1974.

Other operation expenses increased \$10.6 million, or 18.9%, over 1975 and 1975 increased \$6.5, or 13%, over 1974. These increases are due primarily to an increase in the cost of gas purchased, escalated labor costs and general inflationary pressures. The increase in the cost of gas purchased was particularly higher in 1976 as the Company acted in response to greater curtailments from its supplier by purchasing supplemental gas supplies in the unregulated intrastate market at higher rates. The average cost of gas was \$1.22 per MCF in 1976 compared to \$0.92 per MCF in 1975.

Maintenance expenses increased \$3.8 million, or 21.5%, over 1975 due mainly to increased maintenance performed at the Peach Bottom Nuclear Generating Station as well as increased maintenance on the Company's transmission and distribution systems.

Taxes

Taxes on income increased \$1.2 million over the year 1975, reflecting the normalization of tax benefits with respect to additions to plant for 1975 and 1976. Taxes other than income decreased \$1.4 million compared to 1975 and such taxes for 1975 decreased \$1.1 million compared to 1974 primarily due to the repeal of the Delaware Public Utility Tax to residential customers in July, 1975.

Other Income

Allowance for funds used during construction increased \$1.1 million, or 13.0%, over 1975 primarily as a result of on-going construction at the Salem Nuclear and Indian River Power Stations as well as an increase in the rate used to 8% in January 1976 from 7½% in 1975.

Other income increased \$1.7 million over 1975 largely due to interest income received from short-term investment of the proceeds of the Summit Nuclear Settlement.

Interest Charges

Total interest charges for 1976 increased slightly over 1975. Interest on long-term debt increased \$2.2 million and represented the annualization of interest paid on \$30 million of bonds issued in July, 1975. This increase was largely offset by a decrease in short-term interest charges of \$1.9 million. As a result of a favorable cash position gained through the Summit settlement, the Company did not incur any short-term debt in 1976. Total interest charges for 1975 increased 6.9% over 1974 reflecting the sale of two \$30 million bond issues.

Earnings Per Share

Earnings applicable to Common Stock increased 14.8% in 1976. An increase in the average number of common shares outstanding as a result of the Company's Dividend Reinvestment Plan and the Chestertown acquisition acted to hold the increase in earnings per share to 7.2%. Earnings per share decreased in 1975 from 1974 due to the factors discussed above and the sale of 2 million shares of Common Stock in July, 1975.

Dividends and Price Range of Common Stock

The initial public distribution of the Common Stock of the Company was made in May 1944, and quarterly dividends have been paid continuously since July, 1944. A quarterly dividend of 30¢ per share has been declared for the fourth quarter of 1976 payable January 31, 1977 to shareholders of record January 9, 1977.

Dividends on Common Stock increased \$1.5 million over 1975 and 1975 dividends increased \$3.1 million over 1974. These increases were due to an increased number of shares outstanding. Dividends paid during 1976 averaged 81.1% of earnings applicable to Common Stock compared to 86.9% in 1975 and 70.6% in 1974. Future dividends will be dependent upon future earnings, the financial condition of the Company and other factors (See Note 9 to Financial Statements).

The following tabulation shows the price range and dividends per share of the Common Stock of the Company on the New York Stock Exchange during the periods indicated:

| | 1976 | | | 1975 | | |
|-------------|------------------|------------------|--------|------------------|------------------|--------|
| | High | Low | Div. | High | Low | Div. |
| 1st quarter | 13 $\frac{5}{8}$ | 12 $\frac{1}{4}$ | \$0.30 | 11 $\frac{3}{8}$ | 9 | \$0.30 |
| 2nd quarter | 13 $\frac{1}{8}$ | 12 $\frac{3}{8}$ | 0.30 | 13 $\frac{3}{8}$ | 10 $\frac{1}{4}$ | 0.30 |
| 3rd quarter | 14 $\frac{3}{8}$ | 12 $\frac{1}{2}$ | 0.30 | 12 $\frac{5}{8}$ | 10 $\frac{1}{2}$ | 0.30 |
| 4th quarter | 14 $\frac{3}{8}$ | 13 $\frac{1}{8}$ | 0.30 | 13 | 10 $\frac{3}{4}$ | 0.30 |

Quarterly Financial Information

Presented below are quarterly results of operations for 1976 and 1975. Previously reported quarterly financial statements have been restated to reflect the adjustments described in Note 2 to Financial Statements pertaining to "Rate Matters".

| | Three Months Ended (000) | | | |
|-------------------------------------|-----------------------------|----------|-------------|----------|
| | March 31 | | June 30 | |
| | 1976 | 1975 | 1976 | 1975 |
| | | | | |
| Operating Revenue | \$75,909 | \$75,462 | \$69,330 | \$61,611 |
| Operating Income | \$14,774 | \$13,625 | \$11,857 | \$11,390 |
| Net Income | \$10,120 | \$ 8,345 | \$ 7,321 | \$ 6,334 |
| Earnings Applicable to Common Stock | \$ 8,308 | \$ 6,532 | \$ 5,508 | \$ 4,522 |
| Average Shares of Common Stock | | | | |
| Outstanding | 18,701 | 16,516 | 18,760 | 16,558 |
| Earnings Per Average Share of | | | | |
| Common Stock | \$.44 | \$.40 | \$.30 | \$.27 |
| | Three Months Ended (000) | | | |
| | September 30 | | December 31 | |
| | 1976 | 1975 | 1976 | 1975 |
| | | | | |
| Operating Revenue | \$71,959 | \$72,374 | \$69,190 | \$66,579 |
| Operating Income | \$15,159 | \$15,416 | \$11,256 | \$11,393 |
| Net Income | \$10,712 | \$10,232 | \$ 6,975 | \$ 6,628 |
| Earnings Applicable to Common Stock | \$ 8,900 | \$ 8,420 | \$ 5,162 | \$ 4,815 |
| Average Shares of Common Stock | | | | |
| Outstanding | 18,820 | 18,601 | 19,001 | 18,643 |
| Earnings Per Average Share of | | | | |
| Common Stock | \$.47 | \$.46 | \$.27 | \$.25 |

CONSOLIDATED STATEMENTS OF INCOME

FOR THE YEARS ENDED DECEMBER 31
(Thousands of Dollars)

| | 1976 | 1975 (Note 2) |
|--|------------------|------------------|
| OPERATING REVENUES | | |
| Electric | \$242,279 | \$239,355 |
| Gas | 32,248 | 25,673 |
| Steam and electric (refinery service) | 11,861 | 10,998 |
| | <u>286,388</u> | <u>276,026</u> |
| OPERATING EXPENSES | | |
| Operation: | | |
| Fuel for electric generation | 123,792 | 122,020 |
| Energy interchange, net | (20,852) | (13,190) |
| Gas purchased | 17,495 | 12,179 |
| Other operation | 49,489 | 44,156 |
| Maintenance | 21,596 | 17,769 |
| Depreciation | 25,367 | 24,579 |
| Taxes on income | 2,614 | 1,415 |
| Taxes other than income | 13,841 | 15,274 |
| | <u>233,342</u> | <u>224,202</u> |
| OPERATING INCOME | <u>53,046</u> | <u>51,824</u> |
| OTHER INCOME | | |
| Allowance for funds used during construction | 9,439 | 8,354 |
| Other, principally interest income in 1976, net of taxes | 2,289 | 605 |
| | <u>11,728</u> | <u>8,959</u> |
| INCOME BEFORE INTEREST CHARGES | <u>64,774</u> | <u>60,783</u> |
| INTEREST CHARGES | | |
| Long-term debt | 29,379 | 27,217 |
| Short-term debt and other | 267 | 2,027 |
| | <u>29,646</u> | <u>29,244</u> |
| NET INCOME | 35,128 | 31,539 |
| DIVIDENDS ON PREFERRED STOCK | <u>7,250</u> | <u>7,250</u> |
| EARNINGS APPLICABLE TO COMMON STOCK | <u>\$ 27,878</u> | <u>\$ 24,289</u> |
| COMMON STOCK | | |
| Average shares outstanding (thousands) | 18,821 | 17,580 |
| Earnings per average share | \$1.48 | \$1.38 |
| Dividends per share | \$1.20 | \$1.20 |

The Notes to Financial Statements are an integral part of the above statements.
DELMARVA POWER & LIGHT COMPANY and Subsidiary Companies

CONSOLIDATED STATEMENTS OF CHANGES IN FINANCIAL POSITION

FOR THE YEARS ENDED DECEMBER 31
(Thousands of Dollars)

| | 1976 | 1975 (Note 2) |
|---|-------------------|------------------|
| SOURCE OF FUNDS | | |
| Net Income | \$35,128 | \$ 31,539 |
| Items not requiring (providing) funds: | | |
| Depreciation | 25,367 | 24,579 |
| Allowance for funds used during construction | (9,439) | (8,354) |
| Investment tax credit adjustments, net | 4,187 | 2,962 |
| Deferred income taxes, net | 1,175 | (3,038) |
| Funds provided from operations | 56,418 | 47,688 |
| Net proceeds from sale of: | | |
| Long-term debt | 33,524 | 59,339 |
| Common stock | 5,221 | 25,823 |
| Proceeds from sale of contracts for nuclear plant | — | 106,250 |
| Other | (3,520) | 9,403 |
| | <u>\$91,643</u> | <u>\$248,503</u> |
| USE OF FUNDS | | |
| Construction expenditures (excluding allowance for funds used during construction) | \$66,541 | \$ 72,100 |
| Dividends on common and preferred stock | 29,868 | 28,357 |
| Current maturity of long-term debt | 10,000 | — |
| Decrease in short-term debt | — | 53,050 |
| Increase in preliminary survey and investigation charges | 3,755 | 5,296 |
| Deferred fuel expense not billable within one year | 2,268 | — |
| Adjustments to net credit arising from sale of contracts for nuclear plant | (9,343) | 13,600 |
| Increase (decrease) in working capital* | (11,446) | 76,100 |
| | <u>\$91,643</u> | <u>\$248,503</u> |
| *CHANGES IN COMPONENTS OF WORKING CAPITAL | | |
| Cash and temporary cash investments | \$34,552 | \$ 16,654 |
| Special deposit for pollution control equipment | 23,617 | — |
| Receivables from sale of contracts for nuclear plant | (90,000) | 90,000 |
| Accounts payable | 22,830 | (23,062) |
| Other, net | (2,445) | (7,492) |
| | <u>\$(11,446)</u> | <u>\$ 76,100</u> |

The Notes to Financial Statements are an integral part of the above statements.
DELMARVA POWER & LIGHT COMPANY and Subsidiary Companies

CONSOLIDATED BALANCE SHEETS

AS OF DECEMBER 31
(Thousands of Dollars)

ASSETS

UTILITY PLANT, at original cost

| | 1976 | 1975 |
|---|----------------|----------------|
| Electric | \$754,139 | \$702,393 |
| Gas | 54,917 | 54,268 |
| Steam and electric (refinery service) | 22,223 | 22,216 |
| Common | 17,993 | 17,766 |
| | <u>849,272</u> | <u>796,643</u> |
| Less: Accumulated depreciation | 220,979 | 198,965 |
| | <u>628,293</u> | <u>597,678</u> |
| Construction work in progress | 155,028 | 131,228 |
| | <u>783,321</u> | <u>728,906</u> |

| | | |
|---|--------------|--------------|
| NONUTILITY PROPERTY AND OTHER INVESTMENTS | <u>3,106</u> | <u>2,200</u> |
|---|--------------|--------------|

CURRENT ASSETS

| | | |
|---|----------------|----------------|
| Cash and temporary cash investments | 62,610 | 28,058 |
| Special deposit for pollution control equipment | 23,617 | — |
| Receivable from sale of contracts for nuclear plant | — | 90,000 |
| Accounts receivable | 35,607 | 25,813 |
| Deferred fuel expense | 4,785 | 7,980 |
| Materials and supplies, at average cost: | | |
| Fuel | 21,113 | 22,556 |
| Operation and construction | 17,862 | 17,263 |
| Prepayments | 3,067 | 2,691 |
| | <u>168,661</u> | <u>194,361</u> |

| | | |
|-----------------------|------------------|------------------|
| DEFERRED DEBITS | <u>16,509</u> | <u>9,257</u> |
| TOTAL | <u>\$971,597</u> | <u>\$934,724</u> |

| LIABILITIES | 1976 | 1975 (Note 2) |
|--|-------------------------|-------------------------|
| CAPITALIZATION | | |
| Stockholders' equity: | | |
| Preferred stock, cumulative, par value | | |
| \$100, authorized 1,800,000 shares: | | |
| Outstanding 1,050,000 shares | \$105,000 | \$105,000 |
| Premium on preferred stock | 226 | 226 |
| Common stock, par value \$3.375, authorized 25,000,000 shares: | | |
| Outstanding 19,076,019, and 18,652,779 shares | 64,382 | 62,953 |
| Premium on common stock | 123,354 | 119,562 |
| Retained earnings | 98,349 | 93,089 |
| | 391,311 | 380,830 |
| Long-term debt | 430,920 | 407,348 |
| | <u>822,231</u> | <u>788,178</u> |
| CURRENT LIABILITIES | | |
| Current maturity of long-term debt | 10,000 | — |
| Accounts payable | 15,811 | 38,641 |
| Taxes: | | |
| Accrued | 5,059 | 3,411 |
| Deferred | 2,410 | 4,003 |
| Interest accrued | 8,938 | 8,717 |
| Dividends declared | 5,723 | 7,501 |
| Other | 3,055 | 4,570 |
| | <u>50,996</u> | <u>66,843</u> |
| DEFERRED CREDITS AND OTHER | | |
| Net credit arising from sale of contracts | | |
| for nuclear plant | 74,221 | 64,878 |
| Accumulated deferred income taxes | 5,391 | 2,623 |
| Accumulated deferred investment tax credits | 12,414 | 8,171 |
| Other | 6,344 | 4,031 |
| | <u>98,370</u> | <u>79,703</u> |
| CONTINGENCIES AND COMMITMENTS (Note 10) | | |
| TOTAL | <u><u>\$971,597</u></u> | <u><u>\$934,724</u></u> |

an integral part of the above statements.
 COMPANY and Subsidiary Companies

CONSOLIDATED STATEMENTS OF RETAINED EARNINGS

FOR THE YEARS ENDED DECEMBER 31
(Thousands of Dollars)

| | 1976 | 1975 (Note 2) |
|----------------------------|------------------|------------------|
| BALANCE, JANUARY 1 | \$ 93,089 | \$ 89,907 |
| NET INCOME | 35,128 | 31,539 |
| | <u>128,217</u> | <u>121,446</u> |
| CASH DIVIDENDS DECLARED | | |
| Preferred stock | 7,250 | 7,250 |
| Common stock | 22,618 | 21,107 |
| | <u>29,868</u> | <u>28,357</u> |
| BALANCE, DECEMBER 31 | <u>\$ 98,349</u> | <u>\$ 93,089</u> |

The Notes to Financial Statements are an integral part of the above statements.
DELMARVA POWER & LIGHT COMPANY and Subsidiary Companies

NOTES TO FINANCIAL STATEMENTS

1. Significant Accounting Policies:

Financial Statements:

The consolidated financial statements include the accounts of the Company and its wholly-owned subsidiary companies. The accounts are maintained in accordance with the uniform systems of accounts prescribed by the regulatory commissions having jurisdiction with respect to accounting matters.

Revenue:

Revenues are billed to customers on a monthly cycle basis and include rate increases permitted to be billed subject to refund, pending final approval. At the end of each month, there is an amount of unbilled electric and gas service which has been rendered from the last meter reading to the month-end.

Fuel Costs:

Fuel costs are deferred and charged to operations on the basis of the fuel cost per kilowatt hour included in customer billings. For tax purposes fuel costs are expensed as incurred. See Note 2 for additional information concerning deferred fuel costs.

The Company's share of nuclear fuel costs relating to the Peach Bottom nuclear generating station has been charged to fuel expense on a unit of production basis.

Depreciation and Maintenance:

The annual provisions for depreciation are computed by the use of composite rates applied on the straight-line method for financial accounting purposes and principally on accelerated methods for income tax purposes. The effect of this difference in recording depreciation is a reduction in income taxes, the benefit of which, effective with respect to additions to utility plant in 1975 and thereafter, is deferred (normalized) for credit to subsequent years when financial accounting expense exceeds tax expense.

The previous deferral of such reductions in income taxes was discontinued in 1962, and the deferrals accumulated to that date were restored to income over a 10-year period ended in 1976. Accumulated tax deferrals relating to amortization of completed construction costs under necessity certificates are being restored to income as straight-line depreciation charges exceed the amounts deductible for income tax purposes.

The relationship of the annual provision for depreciation for financial accounting purposes to average depreciable property was 3.2% and 3.3% for 1976 and 1975, respectively.

The cost of maintenance and repairs, including renewals of minor items of property, is charged to operating expenses. A replacement of a unit of property is accounted for as an addition to and a retirement from the utility plant account. The original cost of the property retired is charged to accumulated depreciation together with the net cost of removal. For income tax purposes the cost of removing retired property is deducted as an expense.

Investment Tax Credit:

Investment tax credits utilized (\$6,551,000 in 1976 and \$4,605,000 in 1975) to reduce federal income taxes are deferred for financial accounting purposes by equivalent charges to income and are credited to income over subsequent five-year periods.

Allowance for Funds Used During Construction:

Allowance for funds used during construction (AFUDC) is a noncash item and is defined in regulatory systems of accounts as the net cost, during the period of construction, of borrowed funds used for construction purposes and a reasonable rate for other funds so used. The allowance is considered a cost of utility plant and an item of other income in the consolidated statements of income; for income tax purposes, the allowance is excluded from taxable income. The rate used in determining the amount of the allowance was 8% in 1976 and 7½% in 1975.

The estimated portion of AFUDC attributable to the common equity component of total capitalization was 11.9% and 10.6% of earnings applicable to common stock for the years 1976 and 1975, respectively.

Pension Plan:

The Company and Subsidiaries have a trustee noncontributory pension plan covering all of their regular employees. Pension contributions, charged principally to operating expenses (aggregating \$4,950,000 for 1976 and \$4,454,000 for 1975), provide for normal cost and amortization of prior service costs over a period of approximately twenty years. At December 31, 1976, the prior service costs exceeded the market value of the assets in the retirement fund by approximately \$5,800,000. As of the same date, the market value of the fund assets exceeded the actuarially computed value of vested benefits.

Capital Stock Expenses:

The premiums on preferred and common stock are stated net of the expenses related to the issuance of such stock.

2. Rate Matters:

- (a) **Revenue subject to refund** — Operating revenues for the years 1976 and 1975 include \$4,375,000 and \$2,916,000, respectively, of amounts billed but subject to refund, pending final determination of requested rate increases. If these amounts had to be currently refunded, the years 1976 and 1975 would be restated, the effect of which would be to reduce earnings applicable to common stock by \$2,111,000 (\$.11 per share) and \$1,407,000 (\$.08 per share), respectively. The aforementioned amounts of revenue subject to refund largely represent the tentatively approved portions of resale rate increases and exclude \$2,371,000 and \$2,522,000, respectively, which the Company anticipates refunding as described below.
- (b) **Tentative settlement of 1976 resale rate request** — On February 2, 1977, a tentative settlement was reached between the Company and intervenors in connection with the electric resale rates that became effective as of April 1, 1976, subject to refund. The tentative agreement would require the Company to refund, with interest, approximately 27% of the amount collected (\$5,313,000 as of December 31, 1976). The staff of the Federal Power Commission (FPC) were present when the tentative settlement was reached and the Company believes that the settlement will be finalized and ultimately approved by the FPC. Accordingly, the applicable revenue and related tax accounts for the year 1976 have been adjusted to reflect the terms of the tentative settlement. The effect of the adjustment was to reduce 1976 operating revenues, earnings applicable to common stock, and earnings per average share by \$1,415,000, \$696,000 and \$.04, respectively.
- (c) **Modifications of fuel adjustment clauses** — Approval was received during 1976 to modify the Company's resale and certain retail fuel adjustment clauses to permit more timely recovery of fuel

expense under these clauses. In addition, approval was received from the Delaware Public Service Commission to recover the deferred fuel balance relating to Delaware retail customers at March 31, 1976, aggregating approximately \$4,830,000, over a three-year period beginning June 1, 1976. Similar recovery of the deferred fuel balance relating to resale customers was put into effect April 1, 1976, subject to refund pending FPC approval. On January 12, 1977, an Administrative Law Judge disallowed such recovery. The Company anticipates refunding the amount collected (\$419,000 at December 31, 1976) and has excluded such amount from operating revenues. An additional \$832,000 of deferred fuel costs not expected to be recovered was charged to 1976 operating expenses, the effect of which was to reduce earnings applicable to common stock and earnings per average share by \$410,000 and \$.02, respectively.

- (d) **Tentative settlement of 1974 resale rate request** — On November 3, 1976, a settlement was reached between the Company and intervenors in connection with electric resale rates that became effective in October 1974, subject to refund. The tentative agreement would require the Company to refund, with interest, approximately 53% of the \$6,568,000 collected as of March 31, 1976. The staff of the FPC were present when the settlement was reached and the Company believes that the settlement will be ultimately approved. Accordingly, the applicable revenue and related tax accounts for the year 1975 and retained earnings as of January 1, 1975 have been restated to reflect the terms of the settlement.

The effect of the restatement upon previously reported 1975 financial statements was as follows:

| | Retained Earnings January 1, 1975 (\$000) | Operating Revenues (\$000) | Earnings Applicable to Common Stock (\$000) | Earnings Per Average Share |
|------------------------|---|----------------------------------|---|-------------------------------------|
| As originally reported | \$90,115 | \$278,548 | \$25,537 | \$1.45 |
| Adjustment | (208) | (2,522) | (1,248) | (.07) |
| As restated | <u>\$89,907</u> | <u>\$276,026</u> | <u>\$24,289</u> | <u>\$1.38</u> |

3. Taxes on Income:

| | 1976 | (\$000) | 1975 |
|--|----------------|---------|----------------|
| Operations: | | | |
| Federal income | \$(3,068) | | \$ 789 |
| State income | 320 | | 702 |
| Deferred income, net | 1,175 | | (3,038) |
| Investment tax credit adjustments, net | 4,187 | | 2,962 |
| | <u>2,614</u> | | <u>1,415</u> |
| Other income | 2,418 | | 545 |
| | <u>\$5,032</u> | | <u>\$1,960</u> |

The Company's effective income tax rates for financial reporting purposes were substantially less than the federal statutory rate of 48%. The reasons for these differences are as follows:

| | 1976 | (\$000) | 1975 | |
|--|----------|---------|----------|------|
| | Amount | Rate | Amount | Rate |
| Statutory income tax expense | \$19,277 | 48% | \$16,079 | 48% |
| Reduction in taxes resulting from: | | | | |
| Excess of tax depreciation over book | | | | |
| depreciation not normalized | (5,951) | (15) | (7,111) | (21) |
| Exclusion of AFUDC for income tax purposes | (4,531) | (11) | (4,010) | (12) |
| Investment tax credits amortized to income | (2,364) | (6) | (1,643) | (5) |
| Other, net | (1,399) | (3) | (1,355) | (4) |
| Income tax expense | \$ 5,032 | 13% | \$ 1,960 | 6% |

The components of deferred income taxes relate to the following:

| | 1976 | (\$000) | 1975 |
|---|----------------|---------|------------------|
| Normalization of difference between book and tax depreciation | \$3,550 | | \$ 544 |
| Deferred fuel costs | (420) | | (1,553) |
| Restoration of prior deferrals | (755) | | (755) |
| Anticipated rate refunds | (1,200) | | (1,274) |
| | <u>\$1,175</u> | | <u>\$(3,038)</u> |

4. Taxes Other Than Income:

| | 1976 | (\$000) | 1975 |
|------------------------------------|-----------------|---------|-----------------|
| Delaware utility | \$ 5,214 | | \$ 7,164 |
| Property | 4,525 | | 4,309 |
| Franchise and gross receipts | 2,093 | | 1,981 |
| Social security | 1,521 | | 1,359 |
| Other | 488 | | 461 |
| | <u>\$13,841</u> | | <u>\$15,274</u> |

5. Capital Stock:

Preferred stock outstanding at December 31, 1976, redeemable at the option of the Company, was as follows:

| Series | Shares | Redemption Prices per Share at 12/31/76 | Par Value (\$000) |
|-------------|------------------|---|----------------------|
| 3.70%-5% | 320,000 | \$103-\$105 | \$ 32,000 |
| 7.52%-7.88% | 450,000 | 107- 108 | 45,000 |
| 8%-8.96% | 280,000 | 108- 109 | 28,000 |
| | <u>1,050,000</u> | | <u>\$105,000</u> |

Changes in capital stock and related accounts for the period January 1, 1975 to December 31, 1976 were as follows:

| | Shares | | Aggregate Par Value (\$000) | | Premium (\$000) | |
|---|-------------------|------------------|--------------------------------|------------------|------------------|--------------|
| | Common | Preferred | Common | Preferred | Common | Preferred |
| Balance, January 1, 1975 | 16,487,340 | 1,050,000 | \$55,645 | \$105,000 | \$101,047 | \$226 |
| Sale of common stock | 2,000,000 | — | 6,750 | — | 17,277 | — |
| Issuance of common stock for Dividend Reinvestment and Common Share Purchase Plan | 165,439 | — | 558 | — | 1,238 | — |
| Balance, December 31, 1975 | 18,652,779 | 1,050,000 | 62,953 | 105,000 | 119,562 | 226 |
| Issuance of common stock for Dividend Reinvestment and Common Share Purchase Plan | 236,171 | — | 798 | — | 2,179 | — |
| Issuance of common stock for acquisition of certain utility plant | 187,069 | — | 631 | — | 1,613 | — |
| Balance, December 31, 1976 | <u>19,076,019</u> | <u>1,050,000</u> | <u>\$64,382</u> | <u>\$105,000</u> | <u>\$123,354</u> | <u>\$226</u> |

At December 31, 1976 there were 327,277 shares of common stock reserved for issuance under the Dividend Reinvestment and Common Share Purchase Plan.

6. Long-Term Debt:

Long-term debt outstanding at December 31, 1976 was as follows:

| | Principal Amount (\$000) |
|---|-----------------------------|
| First Mortgage and Collateral Trust Bonds: | |
| 3½% Series, due 1977 | \$ 10,000 |
| 2⅞% Series, due 1979 | 10,000 |
| 2¾% Series, due 1980 | 12,000 |
| 9⅞% Series, due 1983 | 30,000 |
| 3½%-3⅞% Series, due 1984-1988 | 45,000 |
| 4⅞%-7% Series, due 1994-1998 | 75,000 |
| 7½%-8¾% Series, due 2000-2002 | 125,000 |
| 8%-11% Series, due 2003-2005 | 90,000 |
| | <u>397,000</u> |
| Pollution Control Notes: | |
| Series 1973, 5.9% effective rate, due 1983-1998 | 8,000 |
| Series 1976, 7.3% effective rate, due 1992-2006 | 34,500 |
| | <u>42,500</u> |
| Unamortized premium and discount on debt, net | 1,420 |
| | <u>440,920</u> |
| Current maturity of long-term debt | (10,000) |
| | <u>\$430,920</u> |

The annual interest requirements on the above indebtedness at December 31, 1976 are \$31,370,000.

Substantially all utility plant of the Company now or hereafter owned and all securities issued by its subsidiaries are subject to the lien of the related Mortgage and Deed of Trust.

7. Short-Term Debt:

Established bank lines of credit as of December 31, 1976 amounted to \$75,000,000, all of which bear interest at the prime rate. The Company is required to maintain a 10% compensating balance on these lines when not in use and an additional 10% balance when in use. There was no short-term debt outstanding during 1976. Average short-term debt outstanding during 1975 was \$21,221,000 (principally commercial paper), with an average interest rate of 8.8%.

8. Sale of Contracts For Nuclear Plant:

The proceeds received by the Company for the sale, in October 1975, of the contracts for a nuclear steam supply system and related fuel, net of plant expenditures which were considered of no future value to the Company are classified as a deferred credit in the balance sheet. It is the intention of the Company to reduce the cost of subsequent, alternative plant expenditures by the amount of these net proceeds.

The Company, under advice of Counsel, is not treating the sale of these contracts as taxable for federal and state income tax purposes. Accordingly, the tax basis of the Company's depreciable property has been reduced by approximately \$77,000,000. The annual tax effect of the resulting decrease in tax depreciation is currently being classified as a reduction of the deferred credit balance. If this transaction is ultimately considered taxable, additional taxes payable at December 31, 1976 would approximate between \$26 million and \$37 million and would be applied to the aforementioned credit balance.

9. Dividend Restriction on Common Stock:

The Fiftieth Supplemental Indenture restricts the amount of retained earnings available for cash dividend payments on common stock to \$29,600,000 plus accumulations after June 30, 1975. The unrestricted consolidated retained earnings amounted to approximately \$37,000,000 at December 31, 1976.

10. Contingencies and Commitments:

See Note 2 for information relating to possible refunds of amounts billed to customers and Note 8 for possible payment of income taxes relating to the sale of contracts.

The Company is constructing a fossil fuel unit estimated to cost approximately \$216,000,000. At December 31, 1976, construction commitments for the aforementioned plant and other facilities aggregated approximately \$196,000,000.

Minimum rental commitments as of December 31, 1976 under all noncancelable agreements are as follows:

| | | | |
|------|--------------|-----------|---------------------|
| 1977 | \$ 5,721,000 | 1982-1986 | 10,623,000 |
| 1978 | 5,519,000 | 1987-1991 | 6,288,000 |
| 1979 | 5,323,000 | 1992-1996 | 5,440,000 |
| 1980 | 5,130,000 | Remainder | <u>2,901,000</u> |
| 1981 | 2,888,000 | | |
| | | Total | <u>\$49,833,000</u> |

The total minimum rental commitments are applicable to the following types of property: Company's share of Peach Bottom nuclear fuel, \$9,206,000 (estimated to be charged to operations over a four-year period); fuel storage and pipeline facilities, \$33,989,000; railroad coal cars, \$4,041,000; other, principally computer equipment, \$2,597,000. Rentals charged to operating expenses aggregated \$6,461,000 in 1976 and \$5,901,000 in 1975, including \$2,477,000 and \$2,204,000 for nuclear fuel, respectively.

Public liability insurance on the nuclear generating units in which the Company has an ownership participation is currently provided by a combination of private insurance and indemnity agreements with the Nuclear Regulatory Commission (NRC). Beginning in August 1977, however, the indemnity by the NRC will decrease and, in the event of a nuclear incident involving any facility covered by government indemnification, the Company could be assessed up to \$375,000 for each reactor owned (maximum of \$750,000 per unit in a year). For property damage to the nuclear plant facilities, the Company and its co-owners have private insurance up to \$150 million for the Salem Station and \$175 million for the Peach Bottom Station. Because the possibility of a nuclear incident is considered to be highly unlikely, the Company is a self-insurer, to the extent of its ownership interests, for any property loss in excess of the aforementioned amounts.

11. Quarterly Financial Information (Unaudited):

See "Quarterly Financial Information" in the accompanying text for quarterly results of operations for 1976.

12. Replacement Cost Data (Unaudited):

Under new rules of the Securities and Exchange Commission, current replacement cost information for certain assets and expenses is to be disclosed in the Company's Form 10-K filed with the Commission. The current replacement cost of the Company's affected plant and equipment and the amount of the associated depreciation expense calculated using replacement costs are generally higher than the comparable historical costs shown in the financial statements.

REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS

To the Board of Directors
Delmarva Power & Light Company
Wilmington, Delaware

We have examined the consolidated balance sheets of Delmarva Power & Light Company and subsidiary companies as of December 31, 1976 and 1975, and the related consolidated statements of income, retained earnings and changes in financial position for the years then ended. Our examinations were made in accordance with generally accepted auditing standards and, accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

As explained in Note 2 to the financial statements, the 1975 financial statements have been restated, with our concurrence, to reflect adjustments retroactive to October 1974 arising from the tentative settlement of an electric resale rate request. As further explained in Note 2, operating revenues continue to include amounts subject to refund pending final determination of requested rate increases.

In our opinion, subject to the effects, if any, of the final determination of the rate matters referred to in the preceding paragraph, the aforementioned financial statements present fairly the consolidated financial position of Delmarva Power & Light Company and subsidiary companies at December 31, 1976 and 1975, and the consolidated results of their operations and the changes in their financial position for the years then ended, in conformity with generally accepted accounting principles applied on a consistent basis.

COOPERS & LYBRAND

1900 Three Girard Plaza
Philadelphia, Pennsylvania
February 8, 1977

CONSOLIDATED STATISTICS

10 YEARS OF PROGRESS . . . 1966 - 1976

| | 1976 | 1975 | 1974 | 1973 | 1972 |
|---|-----------|------------|------------|-----------|---------|
| ELECTRIC REVENUES | | | | | |
| (thousands): Residential | \$ 80,416 | \$ 77,069 | \$ 68,730 | \$ 51,799 | \$ 43,8 |
| Commercial | 60,111 | 58,169 | 51,192 | 37,888 | 31,8 |
| Industrial | 64,458 | 64,141 | 66,381 | 41,284 | 35,9 |
| Other utilities, etc. | 34,896 | 35,606* | 32,976* | 21,518 | 16,8 |
| Miscellaneous revenues .. | 2,398 | 4,370 | 9,194 | 5,287 | 2,8 |
| Total electric revenues .. | \$242,279 | \$239,355* | \$228,473* | \$157,776 | \$131,3 |
| ELECTRIC SALES | | | | | |
| (1,000 kilowatt-hours): Residential | 1,787,663 | 1,672,180 | 1,597,472 | 1,629,641 | 1,463,8 |
| Commercial | 1,412,259 | 1,359,673 | 1,303,053 | 1,360,216 | 1,227,2 |
| Industrial | 2,260,661 | 2,142,151 | 2,461,303 | 2,512,877 | 2,412,2 |
| Other utilities, etc. | 1,199,155 | 1,218,785 | 1,230,528 | 1,252,977 | 1,137,2 |
| Total electric sales | 6,659,738 | 6,392,789 | 6,592,356 | 6,755,711 | 6,240,5 |
| ELECTRIC CUSTOMERS | | | | | |
| (end of period): Residential | 230,579 | 221,780 | 215,516 | 208,073 | 200,5 |
| Commercial | 28,345 | 27,345 | 27,132 | 26,708 | 25,8 |
| Industrial | 1,002 | 923 | 891 | 867 | 8 |
| Other utilities, etc. | 550 | 545 | 501 | 506 | 4 |
| Total electric customers | 260,476 | 250,593 | 244,040 | 236,154 | 227,8 |
| GAS REVENUES | | | | | |
| (thousands): Residential | \$18,826 | \$15,365 | \$14,298 | \$13,018 | \$12,9 |
| Commercial | 6,062 | 4,676 | 4,201 | 3,715 | 3,5 |
| Industrial | 5,984 | 4,343 | 3,726 | 3,505 | 3,2 |
| Interruptible | 1,301 | 1,211 | 1,532 | 1,363 | 1,0 |
| Other utilities, etc. | 44 | 33 | 26 | 30 | |
| Miscellaneous revenues .. | 31 | 45 | 96 | 22 | |
| Total gas revenues | \$32,248 | \$25,673 | \$23,879 | \$21,653 | \$20,8 |
| GAS SALES | | | | | |
| (million cubic feet): Residential | 6,956 | 6,540 | 6,863 | 7,134 | 7,7 |
| Commercial | 2,586 | 2,429 | 2,526 | 2,614 | 2,6 |
| Industrial | 3,264 | 2,849 | 3,215 | 3,653 | 3,8 |
| Interruptible | 953 | 1,073 | 2,257 | 2,346 | 2,1 |
| Other utilities, etc. | 20 | 18 | 16 | 23 | |
| Total gas sales | 13,779 | 12,909 | 14,877 | 15,770 | 16,4 |
| GAS CUSTOMERS | | | | | |
| (end of period): Residential | 68,978 | 69,418 | 69,525 | 69,833 | 69,8 |
| Commercial | 4,154 | 4,189 | 4,356 | 4,418 | 4,4 |
| Industrial | 198 | 198 | 195 | 197 | 1 |
| Interruptible | 21 | 21 | 21 | 21 | |
| Other utilities, etc. | 1 | 1 | 1 | 1 | |
| Total gas customers | 73,352 | 73,827 | 74,098 | 74,470 | 74,5 |
| REFINERY SERVICE | | | | | |
| Electricity delivered | 343,531 | 297,282 | 350,021 | 341,700 | 295,2 |
| (1,000 kilowatt-hours) | | | | | |
| Steam delivered | 5,301,421 | 5,517,000 | 5,921,000 | 5,926,000 | 7,261,0 |
| (1,000 pounds) | | | | | |

*Restated

| 1971 | 1970 | 1969 | 1968 | 1967 | 1966 | Average Annual Compound % Rate of Growth | |
|---------------------------|-----------|-----------|-----------|-----------|-----------|--|---|
| ELECTRIC REVENUES | | | | | | | |
| \$ 36,198 | \$30,992 | \$27,857 | \$25,487 | \$22,900 | \$21,406 | 14.15 | Residential |
| 25,468 | 21,430 | 19,333 | 17,754 | 16,377 | 15,256 | 14.70 | Commercial |
| 28,903 | 24,069 | 22,483 | 20,120 | 16,471 | 15,187 | 15.55 | Industrial |
| 12,964 | 10,175 | 8,936 | 7,962 | 7,099 | 6,594 | 18.13 | Other utilities, etc. |
| 1,209 | 530 | 513 | 504 | 497 | 490 | 17.21 | Miscellaneous revenues |
| \$104,742 | \$87,196 | \$79,122 | \$71,827 | \$63,344 | \$58,933 | 15.18 | Total electric revenues |
| ELECTRIC SALES | | | | | | | |
| 1,380,763 | 1,280,420 | 1,151,108 | 1,037,223 | 910,548 | 838,548 | 7.86 | Residential |
| 1,099,897 | 1,009,488 | 923,064 | 856,258 | 774,382 | 719,001 | 6.98 | Commercial |
| 2,252,219 | 2,264,084 | 2,217,655 | 2,048,776 | 1,633,827 | 1,509,966 | 4.12 | Industrial |
| 1,014,972 | 885,720 | 792,151 | 708,899 | 629,643 | 570,961 | 7.70 | Other utilities, etc. |
| 5,747,851 | 5,439,712 | 5,083,978 | 4,651,156 | 3,948,400 | 3,638,476 | 6.23 | Total electric sales |
| ELECTRIC CUSTOMERS | | | | | | | |
| 193,282 | 187,683 | 183,458 | 178,948 | 174,039 | 169,906 | 3.10 | Residential |
| 25,139 | 24,383 | 24,058 | 23,474 | 22,966 | 22,644 | 2.27 | Commercial |
| 810 | 834 | 815 | 806 | 760 | 769 | 2.68 | Industrial |
| 460 | 375 | 283 | 281 | 281 | 274 | 7.22 | Other utilities, etc. |
| 219,691 | 213,275 | 208,614 | 203,509 | 198,046 | 193,593 | 3.01 | Total electric customers |
| GAS REVENUES | | | | | | | |
| \$11,948 | \$11,283 | \$10,708 | \$10,290 | \$10,041 | \$ 9,333 | 7.27 | Residential |
| 3,126 | 2,861 | 2,555 | 2,207 | 1,980 | 1,693 | 13.60 | Commercial |
| 2,998 | 2,618 | 2,641 | 2,536 | 2,032 | 1,668 | 13.63 | Industrial |
| 1,153 | 1,340 | 1,222 | 1,155 | 1,293 | 1,197 | 0.84 | Interruptible |
| 16 | 10 | 7 | 8 | 8 | 8 | 18.59 | Other utilities, etc. |
| 39 | 225 | 251 | 215 | 204 | 186 | (16.40) | Miscellaneous revenues |
| \$19,280 | \$18,337 | \$17,384 | \$16,411 | \$15,558 | \$14,085 | 8.64 | Total gas revenues |
| GAS SALES | | | | | | | |
| 7,583 | 7,406 | 6,942 | 6,601 | 6,432 | 5,851 | 1.74 | Residential |
| 2,534 | 2,384 | 2,097 | 1,770 | 1,564 | 1,305 | 7.08 | Commercial |
| 3,797 | 3,549 | 3,700 | 3,455 | 2,659 | 2,125 | 4.39 | Industrial |
| 2,708 | 3,423 | 3,263 | 3,089 | 3,447 | 3,152 | (11.27) | Interruptible |
| 13 | 8 | 6 | 6 | 7 | 6 | 12.79 | Other utilities, etc. |
| 16,635 | 16,770 | 16,008 | 14,921 | 14,109 | 12,439 | 1.03 | Total gas sales |
| GAS CUSTOMERS | | | | | | | |
| 69,604 | 68,614 | 68,074 | 67,270 | 66,079 | 65,097 | 0.58 | Residential |
| 4,426 | 4,444 | 4,423 | 4,341 | 4,225 | 4,117 | 0.09 | Commercial |
| 204 | 206 | 103 | 93 | 95 | 91 | 8.08 | Industrial |
| 21 | 21 | 19 | 19 | 16 | 15 | 3.42 | Interruptible |
| 1 | 1 | 1 | 1 | 1 | 1 | — | Other utilities, etc. |
| 74,256 | 73,286 | 72,620 | 71,724 | 70,416 | 69,321 | 0.57 | Total gas customers |
| REFINERY SERVICE | | | | | | | |
| 272,649 | 244,614 | 281,120 | 265,824 | 276,598 | 288,431 | 1.76 | Electricity delivered (1,000 kilowatt-hours) |
| 7,564,000 | 7,779,000 | 7,536,000 | 7,296,000 | 7,390,000 | 7,300,000 | (3.15) | Steam delivered (1,000 pounds) |

Delmarva Power & Light Company
800 King Street
Wilmington, Delaware 19899

U.S. POSTAGE
PAID
Wilmington, De.
Permit No. 68
Zip Code 19899

Where The 1976 Delmarva Power Dollar Went.

